

SBE TODAY

Volume 28, Edition 792

DIVERSITY IN ACTION - SBE is a certified DBE publication

AUGUST 9, 2012

SMALL BUSINESS EXCHANGE

SBE OUTREACH SERVICES

With half a million businesses in our database, SBE is California's #1 source for diversity outreach.

Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at www.sbeinc.com

Faxed Solicitations

Targeted mailings sent to businesses per your criteria.

Telemarketing

Telephone follow-up calls that follow a script of 5 questions you create.

Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

**Call Toll FREE for more information:
800-800-8534**



**Robert L. Johnson, the Founder
and Chairman of The RLJ Companies**

Robert L. Johnson (born April 8, 1946) is an American business magnate best known for being the founder of television network Black Entertainment Television (BET), and is also its former chairman and chief executive officer. Johnson is currently chairman and founder of RLJ Development and former majority owner of the Charlotte Bobcats, a National Basketball Association franchise along with rapper Nelly and NBA legend and current majority owner Michael Jordan. In 2001, **Johnson became the first African American billionaire, and the first black person to be listed on any of Forbes world's rich list** (excluding black Canadian billionaire Michael Lee-Chin who first appeared on the list the same year, who is of mixed black and Chinese ancestry).

Johnson was born in Hickory, Mississippi on April 8, 1946, but spent almost all of his childhood in Freeport, Illinois. He was the ninth of 10 children born to Edna Johnson and Archie Johnson. Johnson graduated from Freeport High School in 1964. He studied history at the University of Illinois and graduated in 1968 with a bachelor's degree. While at the University of Illinois, Johnson was a member of the Beta chapter of Kappa Alpha Psi fraternity. He earned a master's degree in International Affairs from the Woodrow Wilson School of Public and International Affairs at Princeton University.

For 33 years from 1969-2002 he was married to Sheila Johnson. Together they founded the entertainment network BET which sold the company to Viacom in 2001. They have two

children: daughter Paige Johnson (b. 1986), and a son Brett Johnson (b. 1990). He was the first African American billionaire.

Business career

Black Entertainment Television

In 1979, he left NCTA to create Black Entertainment Television, the first cable television network aimed at African Americans. It was launched in January 1980, initially broadcasting for two hours a week.

In 1991, BET became the first black-controlled company listed on the New York Stock Exchange. As of 2007, BET reaches more than 65 million U.S. homes and expanded into other BET-related television channels that make up the BET Networks: BETJ, and digital cable channels BET Hip-Hop and BET Gospel.

In 2002, Johnson took the company private, buying back all of its publicly traded stock. In 2003, BET was no longer a black owned business when Viacom bought BET for \$3 billion. Johnson's 63% stake made him worth over a billion dollars after taxes, making him the richest black person in the United States until surrendering the title to Oprah Winfrey, when then-wife Sheila Johnson claimed much of his billion in divorce. Johnson continued to be the company's chairman and CEO for six years. In 2005, Johnson turned over the titles of President and Chief Operating Officer of BET to Debra L. Lee, a former BET vice president.

Second Act/RLJ Companies

Upon selling BET Johnson started The RLJ Companies which he calls his "Second Act". Johnson's goal is to create a premier holding company and asset management firm run by a minority businessperson. The RLJ companies is a diverse portfolio of companies in the financial services, real estate, hospitality, professional sports, film production, automotive and gaming industries. An innovative business network, The RLJ Companies seeks to target undiscovered or underserved markets; then exercise solid management to achieve results. The RLJ Companies is headquartered in Bethesda, Maryland, with operations in Charlotte, North Carolina; Los Angeles, California; Orlando, Florida; Little Rock, Arkansas, Mexico and San Juan, Puerto Rico. The RLJ Companies' core businesses include: RLJ Development, a privately held hotel real estate investment company; RLJ Lodging Fund II and RLJ Real Estate Fund III, both of which are private equity real estate funds; the three together have over \$2 billion in combined assets and additional purchasing power of nearly \$4 billion; RolloverSystems, a financial services company providing retirement

Continued on page 3

Paid subscribers receive first class mail.

Prst Std
U.S. Postage PAID
San Fran CA 941
Permit No. 820

Published by Small Business Exchange, Inc.
703 Market Street, Suite 1000
San Francisco, CA 94103

REQUESTS FOR BIDS & SUB-BIDS

RGW Construction Inc.
is seeking all qualified Underutilized
Disadvantaged Business Enterprises (UDBE)
owned subcontractors and supplies
for the following project:

**Alameda County Rural Roads Pavement
Rehabilitation of Greenville
Road, Mountain House Rd and Tesla Road -
Specification #2190**

**Federal Aid Project No., STPL-5933 (110)
Owner: County of Alameda (510) 670-5450
UDBE Goal: 14%**

Engineers Estimate: \$2,000,000

70 Working days

Bids: August 21 @ 2:00 PM

Requesting Sub-quotes for (including but not
limited to): Crack Seal, Electrical, Grinding,
Striping/Markers, Surveying, Trucking, Street
Sweeper, Raise Iron-Utilities, Concrete Minor,
Fabric & Oils, and Traffic Control.

Scope of Work: Asphalt concrete base failure
repair, sealing cracks, milling, install striping,
adjust utilities, resurfacing and installation of
traffic detector loops.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550
Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy
at our office or through Central Blue Print (510)
276-3375, East Bay Blue Print (510) 261-2990 or
Custom Blue Print (925) 932-3113. Contact Mark
Smith 925-606-2400 for any questions, including
bonding, lines of credit, or insurance. Subcontractors
should be prepared to submit payment and
performance bonds equal to 100% of their quotation.
For bonding and other assistance, please call.

An Equal Opportunity Employer

Looking for Subcontractors, Vendors, and Suppliers?

Advertise your Sub-Bid Requests in the
Small Business Exchange.

With a monthly readership of **45,000**,
SBE reaches a diverse audience,
cutting across ethnic and gender lines
as well as traditional industry segments.

Call **1-800-800-8534**
or visit us at www.sbeinc.com



Unisys Corporation
is seeking qualified Minority, Woman and
Other Businesses to participate in
**Los Angeles World Airports (LAWA)
Access Control and Alarm Monitoring Systems
(ACAMS)
Maintenance and Repair Services RFP
Bid Date : 08/24/2012**

We are seeking MBE/WBE/OBE subcontractors
to supply IT services for the following
task areas : Programmer, Low Voltage Technician,
Security Systems Services (except Locksmiths).

Programmer qualifications include past support
of Badging and Credentialing systems, Picture
Perfect Technician Certification required, Badge
printer support to include Fargo and Zebra brands.

Technician qualifications include preventative
maintenance and support of all access control
subsystems including badge printers, installation
and support of low voltage access control
devices (GE 430/435 and HID RD40/RK40
badge readers) and associated infrastructure
devices for ACAMS. Picture Perfect Technician
Certification is required.

Unisys Corporation

11720 Plaza America Drive • Reston, VA 20190

Contact: **Philip Brooks**

Email: Philip.Brooks@Unisys.com

For Information on the availability of the plans and
specifications and the policy concerning assistance
to subcontractors in obtaining both lines of credit, and/or
insurance, please contact our office.

**REQUESTING SUB-BIDS FROM
QUALIFIED MBE/WBE/OBE
SUBCONTRACTORS/VENDORS FOR:
ASPHALT CONCRETE AND CONCRETE PAVEMENT
TRENCH RESURFACING – SPEC #411
LOS ANGELES DEPARTMENT OF WATER AND POWER**

Electronic Bid Date:

Monday, Aug. 27, 2012 at 2:00 p.m.

Sub-Bids Requested by Tuesday, 8/21/12

to allow time for review and negotiations

TRADES/MATERIALS: AC/Concrete Paving,
Asphalt, CAB/CMB, Emulsion, Saw Cutting,
Grinding, Truckers (to deliver materials & haul
spoils), Pavement Striping, Steel Plates, Dump
Sites, Street Sweeping, Installation of Traffic
Loops, Ready Mix Plants, Traffic Control and/or
Safety Equipment.

For Information on availability of plans & specifications
and the bidder's policy concerning assistance
to subcontractors in obtaining bonds, lines of credit,
and/or insurance, please contact our office.

PAVECO CONSTRUCTION, INC.

Contact: **Greg Fleming**

5049 Bleecker Street • Baldwin Park, CA 91706
(626) 337-5589 • FAX: (626) 337-0549

E-mail: paveco@pavecoinc.com

Equal Employment Opportunity Employer

Paveco intends to seriously negotiate with qualified
MBE/WBE/OBE firms for project participation

RGW Construction Inc.
is seeking all qualified Disadvantaged Business
Enterprises (DBE) owned subcontractors and
supplies for the following project:

**Dr. Joe Waidhofer Water Treatment Plant 10
MG Reservoir Project
Stockton, CA**

**Owner: Stockton East Water District
Engineers Estimate: \$12,000,000**

330 days

Bids: August 22 @ 2:00 PM

Requesting Sub-quotes for (including but not
limited to): Rebar, Electrical/control/programming,
Concrete deck shoring, pump/pour/finish
concrete, fencing and trucking.

Scope of Work: New 10 MG filtered water
reservoir with modifications to existing piping,
new piping, chemical feed, electrical and control
system modifications required to provide power,
monitoring and lighting for the new reservoir.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550
Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy at
our office or can be obtained from Stockton East
Water District Office (209)9484-0333. Contact
Aaron Heppner 925-606-2400 for any questions,
including bonding, lines of credit, or insurance
or regarding material/supplies. Subcontractors
should be prepared to submit payment and performance
bonds equal to 100% of their quotation.
For bonding and other assistance, please call.

An Equal Opportunity Employer

**REQUESTING SUB-BIDS FROM QUALIFIED
MBE/WBE/OBE
SUBCONTRACTORS/VENDORS FOR:**

**RFP #90062 - Identity Management System
Enhancement**

**Department of Water and Power,
of the City of Los Angeles**

Due August 20, 2012, 2:00 PM

**Areas of work included in, but not limited
to, the specialties:** Requirement gathering
and department analysis, Creating test cases
for Oracle Identity Management, Creating
Functional test cases for LADWP, Conducting
functional testing of Oracle Identity Management,
and conducting functional testing of
LADWPs current applications.

For information on the availability of plans and
specifications and the bidder's policy concerning
assistance to subcontractors in obtaining bond,
lines of credit, and/or insurance. Please contact
our office before August 8, 2012 to review with us
your proposed scope of work.

AST Corporation

Stacie Henn

1755 Park Street, Suite 100 • Naperville, IL 60563
(630) 778-1180, ext. 224 • (630) 778-1179 – fax
shenn@astcorporation.com

REQUESTS FOR BIDS & SUB-BIDS

REQUESTING SUB-QUOTES FROM QUALIFIED UDDBE
SUBCONTRACTORS/SUPPLIERS FOR:

I-280 / I-880 / Stevens Creek Boulevard Interchange Improvements

Contract No.: C12048F

Federal Project No. HPLUL-6264 (053)

Owner: Santa Clara VTA

Engineers' Estimate: \$30,000,000.

BID DATE: August 23, 2012 @ 2:00 PM

Items of work include but are not limited to: Street Sweeping, CAS, Striping, Electrical, Crash Cushions, Signs, Landscape, Minor Concrete, Jacked Pipe, MBGR, Excavation, Trucking, Portable Changeable Message Signs, Survey, Clearing & Grubbing, Structural Concrete, Fence, Bridge Removal, SWPPP, Traffic Control, Cold Plane AC Placement, Erosion Control, AC Dike, Rebar, Misc. Metals, Retaining Walls and Concrete Barrier.

Plans/Specs available to view or copy at Pavex San Jose office. 100% payment and 100% performance bonds in the amount of the subcontractors bid will be required from a qualified surety company. Bonding assistance is available. Granite Rock Company dba Pavex Construction Division will pay bond premium up to 1.5%. Subcontractors are encouraged to contact Pavex Estimating for insurance requirements, or if any other assistance is needed.

Granite Rock Company DBA Pavex Construction Division

120 Granite Rock Way • San Jose, CA 95136 • Phone (408) 574-1400 • Fax (408) 365-9548

Contact: **Bob Williams** Email: bwilliams@graniterock.com • We Are An Equal Opportunity Employer

Visit www.sbeinc.com
to download the latest SBE
Newspaper and Newsletter



Robert L. Johnson, the Founder and Chairman of The RLJ Companies

Continued from page 1

planning services based in Charlotte, North Carolina; RLJ Equity Partners, a private equity fund that seeks expansion capital and buy out investment opportunities in six core industries; RLJ Select Investments, a multi-strategy hedge fund of funds platform; Urban Trust Holdings, a company that holds Urban Trust Bank, a federal thrift institution with operations in Florida, Washington, D.C., and Maryland, and a nationwide credit card operation; the NBA Charlotte Bobcats and Charlotte Arena Operations; Our Stories Films, a film production company based in Los Angeles; Caribbean Gaming & Entertainment (CAGE), a video lottery gaming company based in Puerto Rico with operations in St. Kitts and Barbados; and RLJ-McLarty-Landers Automotive Group.

Other ventures

Johnson also serves on the boards of General Mills. He is the first Black American to be the principal owner of a North American major-league sports franchise: He and minority investor Michael Jordan led the group that acquired the Charlotte Bobcats NBA expansion franchise, which began play in the fall of 2004. Until December 2006, he also owned the Charlotte Sting of the WNBA. However, he gave up his ownership of the Sting; when the WNBA was unable to find a buyer, the team folded on January 3, 2007. On February 26, 2010, Johnson entered into a definite agreement to sell the Bobcats to Jordan, who served as head of basketball operations under Johnson's ownership. Terms of the agreement were not immediately available, in the brief statement Johnson gave to the media. Johnson, had been seeking a buyer for months and there was another group bidding to buy the team. The NBA Board of Governors unanimously approved the sale to Jordan on March 17, 2010. Johnson planned to remain as a minority investor in Jordan's ownership group.

In late 2006, Johnson founded Our Stories Films, a Los Angeles-based film company. His partner is Harvey Weinstein, whose own new enterprise, the Weinstein Company, will serve as his distributor. JPMorgan Chase invested \$175 million into Our Stories. His private equity fund is financed partly by the Washington-based Carlyle Group, while his hedge fund has backing from Deutsche Bank. Further Johnson has recently petitioned for a license to place a new cable network known as UTV on ION Group's network which will hold an 49% percent stake while RLJ companies will hold an 51% stake in the company. The network, Johnson said, will not only focus on the black community but would be a multi-faceted network.

In 2007, Johnson was so inspired by new Liberian President Ellen Johnson Sirleaf that he and a delegation of several Black-American leaders toured Liberia and committed to revitalizing the historic relationship between Black-Americans and the war-torn country. This led to the creation of the \$30 million Liberia Enterprise Development Fund. Months later Johnson wrote a controversial letter to the Washington Post advocating that the new AFRICOM Military Command be based in Liberia. Johnson has also called for "African-Americans to support Liberia like Jewish-Americans support Israel". He was inducted into Junior Achievement's U.S. Business Hall of Fame in 2008.

On October 24, 2008 Barbados' Daily Nation newspaper revealed that the Cabinet of Barbados named Robert Johnson as their honorary Consul to North and South Carolina.

Involvement in 2008 Democratic Presidential Primary

In January 2008, Johnson became the target of criticism for remarks he made to supporters of Hillary Clinton about Barack Obama. Johnson said, "As an African-American, I'm frankly insulted that the Obama campaign would imply that we are so stupid that we would think Bill and Hillary Clinton, who have been deeply and emotionally involved in black issues when Barack Obama was doing something in the neighborhood that I won't say what he was doing, [but] he said it in his book." This statement was widely interpreted as a criticism of Obama's acknowledged use of marijuana and cocaine in his youth. The Clinton campaign denied this, submitting that the comments were referring to Obama's work as a community organizer. In subsequent days, Johnson was roundly criticized for his comments as hypocritical given the prodigious glorification of drug use and sale by artists prominently featured on BET.

On January 17, 2008, Johnson sent Obama the following apology: "I'm writing to apologize to you and your family personally for the un-called-for comments I made at a recent Clinton event. In my zeal to support Senator Clinton, I made some very inappropriate remarks for which I am truly sorry. I hope that you will accept this apology. Good luck on the campaign trail."

On April 14, 2008, Johnson made comments to the effect that Obama would not be the Democratic Party's leading candidate if he were not black, in support of the prior statement made by Geraldine Ferraro. He also went on to say "I make a joke about Obama doing drugs (and it's) 'Oh my God, a black man tearing down another black man.'"

Source: http://en.wikipedia.org/wiki/Robert_L._Johnson



Fast! Efficient! Reliable and Courteous!



**Certified LiveNote, Summation,
CaseView RealTime Reporters**

Toll Free: (877) 388-0800 Local: (415) 348-0050
E-mail: ebruhi1@yahoo.com • www.starreporting.com

Star Reporting Service, a Certified Small Business family-owned court reporting agency, has provided thirty+ years personalized service for trials, depositions, hearings and arbitrations to the legal and private communities with last-minute Court Reporters on-call.

Star Reporting Service also provides videographers and language interpreters in addition to transcription services. Mobile Notary Public will also come to your location for 10+ signings. Other offered services throughout California include: Videoconferencing, Complimentary Conference Rooms and RealTime CAT Transcription.

California Small Business No. 27118

Human Rights Commission No. HRC 071410535, Minority-Owned SF Local Business

Department of Transportation (DOT) No. 35208, Disadvantaged Business Enterprise (DBE)

LBE-PUC (Public Utilities Commission) NPE No. 52662, Minority-Owned (MBE) Firm

**State of California license/certificate, Consumer Affairs Division,
California Shorthand Court Reporter No. 3077**

Registered Professional Reporter, NCRA No. 703

REQUESTS FOR BIDS & SUB-BIDS

RGW Construction Inc.

is seeking all qualified UDBE (Black Americans, Native Americans, Asian-Pacific Americans and Women) DBE & SBE owned subcontractors and suppliers for the following project:

**I-280/I-880/Stevens Creek Blvd. Interchange Improvements
VTA Contract C12048F**

UDBE Goal 6.4%

Engineer's Estimate \$ 40,000,000 • 760 calendar days

Bids: August 23, 2012 @ 2:00 PM

Requesting Sub-quotes for (including but not limited to): Construction Area/Roadside Signs, Type 60 Barrier, Bore & Jack, CIDH, Clear and Grub, Minor Concrete, Minor Concrete Structures, Concrete Paving, Demolition, AC Dike, Electrical, Erosion Control, Fence, Four and Pour Barrier, Joint Seal, Landscape and Irrigation, MBGR, Painting, Sign Structures, Soil Nail, Striping, Groove & Grind PCC, Pile Driving, Polyester Concrete, Lean Concrete Base, Micro Surfacing, Prestressing, Survey/Staking and Trucking.

Scope of Work: Modifications to the I-880/Stevens Creek Boulevard Interchange and the SR-17/I-280/I-880 Interchange including Earthwork, paving, drainage, retaining walls, overcrossing structure modifications, signals, ramp meters and electrical work to convert the interchange into a partial cloverleaf, widening and adding ramps and an auxiliary lane.

RGW Construction, Inc.

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

Plans and Specs are available to view and copy at our office or from the Contracts Office of VTA, 3331 North First Street, Building A, San Jose, CA 95134. Contact Derrick Woods 925-606-2400 for any questions, including bonding, lines of credit, or insurance. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation. For bonding and other assistance, please call.

An Equal Opportunity Employer



A Joint Venture in Association with LAN | TY Lin

**Santa Clara Valley
Transportation Authority
Design-Build Contract DB1102F
Silicon Valley Berryessa Extension
Project C700**

Procurement opportunities through
Skanska-Shimmick-Herzog
will be diverse and ongoing.

Please visit:
www.sshjv-c700.com

frequently to see procurement opportunities and project contacts in the Bid Packages folder. Plans, specs, drawings, etc. can be found on the procurement web site.