

Topa Financial Plaza

A publication of

Topa
MANAGEMENT COMPANY

Summer 2004

NEWS

TENANT PROFILE

ICE specializes in credit card payment systems

Many seek their fortunes in plastics. Jonathan Severn, on the other hand, wants to take the business world by storm in “plastic” – as in credit cards.

And, why not? Last year, U.S. consumers used credit cards and debit cards 27 billion times to purchase nearly \$2 trillion worth of goods and services.

Severn is President and Chairman of the Board of International Card Establishment (ICE), and business is booming. Enough so, that ICE, formerly Cardservice Tri-Counties, has consolidated its offices in the Morgan Stanley Tower and now leases the entire 19th floor.

ICE specializes in credit and debit-based payment processing services for small businesses, enabling merchants to accept credit cards, debit cards and other forms of electronic payments from their customers. The company also supplies the necessary card readers and other point-of-sale authorization systems and provides merchants e-commerce and wireless solutions.

ICE also produces custom-made gift and loyalty cards, as well as offers merchants “Smart Cards” that store data digitally on an embedded chip in place of an analog magnetic stripe.

“The debit-credit card field is very competitive,” says Severn, a lifelong Ventura County resident who attended Rio Mesa High in Oxnard and now calls Camarillo home, “and we want to be a player.”

To that end, ICE went public in 2003, authorizing the sale of 100,000,000 shares of stock under the stock symbol of ICRD. As of April 30, over 18,000,000 shares have been sold.

It’s been a busy 2004 for ICE. In January, the company entered into a marketing agreement with a Toronto-based company to provide credit card services



Jonathan Severn, President and Chairman of the Board of ICE, wants to be a player in the debit-credit card field.

to merchants throughout Canada. Also, Severn’s company is in the process of acquiring Neos Merchant Solutions, Inc., a former competitor of ICE.

As a result of these business deals, Severn expects his workforce out of the Topa office to increase from 45 to as many as 100 employees in the coming months. The company’s projected revenue in 2004 is \$15 million; in 2005 it is expected to rise to \$24 million.

To contact ICE, call 1-800-400-0206, or visit the company’s Web site at www.cardnetone.com

NEW TENANTS

We welcome the following companies to the Topa Financial Plaza.

City National Bank Tower:

Law Office of
Henry Snow

Q Staffing

Tenants with major expansions:

Law Office of
Jody Moore

Morgan Stanley Tower:

Aames Funding Corp.

David Wolloch

Jene McCowan

Glenn Churchman

Mark Papay

Allan Senkow

Michael Veseth/ State
Farm Insurance

Tenants with major expansions:

Quality Home Loans

Law Office of Adelson,
Testan & Brundo

Global QA

International Card
Establishment (ICE)

400 Esplanade Dr.

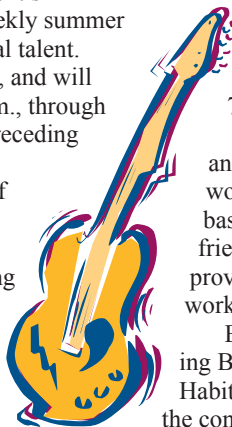
Greater Oxnard
Chamber of
Commerce

Tempest opens Courtyard summer music series

For the third year in a row, local rock band Tempest will kick off Topa Management’s *Fridays at the Courtyard* series of weekly summer lunchtime concerts showcasing local musical talent.

The nine-week series kicks off June 25, and will run each Friday, from 11:30 a.m. to 1:30 p.m., through Aug. 27, with the exception of the Friday preceding the Fourth of July Weekend (July 2).

Tempest, who performs a wide range of Rock ‘n Roll standards, has played to rave reviews from employees of Topa Financial Plaza the past two summers. Also performing during the *Fridays at the Courtyard* series will be singer Jeanne Tatum & Company on July 9; rock singer and guitarist Teresa Russell on July 16; and blues keyboardist Bob Watley on Aug. 6.



Topa Management encourages tenants who would like to perform at a future *Fridays at the Courtyard* concert, or who would like to refer performing groups, to contact Senior Property Manager Dean Christian at 604-7109.

Fridays at the Courtyard offer employees an opportunity to unwind near the end of a busy workweek by taking in a variety of music as they bask in the sun and enjoy a relaxing lunch with friends and colleagues. The Courtyard’s design provides a distinctive dining, socializing and networking environment in a market-place setting.

Each week, participating restaurants, including Baja Fresh, Quizno’s Subs, Robek’s Juice, The Habit and Starbuck’s, will feature specials during the concerts.

SERVICE SPOTLIGHT

Friends become newest members of Topa Management staff

If you have visited Topa Management's office recently, chances are you have seen the smiling faces of our two newest staff members, Sherri Zampese-Perez and Claudia Hernandez-Pilios.

Longtime friends and working associates, the pair joined Topa Management less than three weeks apart in March. Zampese-Perez is our new Tenant Service Coordinator, while Hernandez-Pilios is our new receptionist. We're happy to have them on board.

As Tenant Services Coordinator, Zampese-Perez acts as a liaison between the tenants and all service providers. She is responsible for dispatching service calls to the engineering department and always follows up to be sure the job is completed.

Zampese-Perez also offers administrative support to the engineers and maintains databases for all buildings, works with supervisors to make arrangements with security and janitorial for all tenant events and office parties, and works on special projects, as needed.

In short, Zampese-Perez says, "When tenants have any kind of need, they call me."



Longtime friends, Sherri Zampese-Perez (left) and Claudia Hernandez-Pilios, recently became members of the Topa Management staff.

Zampese-Perez is a 1990 graduate of Buena High School in Ventura and attended Ventura College. She also studied Chicano Studies at Ideal University in Mexico City. Zampese-Perez comes to Topa Management with several years of vocational training experience, having previously worked at the Center for Employment Training (CET) in Oxnard, Vocational Exploration Services

(VES) of Ventura and the Academy of Education Services (AES) in Oxnard.

Zampese-Perez and her husband Robert have a 9-year-old daughter and two sons, ages 2½ and 1½. She enjoys spending her time away from the office with her family and attending her daughter's softball and basketball games.

As receptionist, Hernandez-Pilios oftentimes is the first person tenants and business associates of Topa Management come in contact with, either in person or over the phone.

"I enjoy getting to meet everyone," Hernandez-Pilios says. "The tenants are all so nice."

Hernandez-Pilios is a 1989 graduate of Oxnard High School, and like Zampese-Perez, has extensive experience in the vocational training field, having worked with her friend at CET and AES. She also worked in job placement at Waterson College and Arbor Inc. in Oxnard.

Hernandez-Pilios devotes her week-nights and weekends to her husband Bill and their two teen-age sons.

"I also love doing what all women love to do," she adds. "Shop!"

Donate the gift of life

Blood Drive – Tuesday, June 15

Sponsored by:

**Topa Management Company
And United Blood Services
Topa Financial Plaza
300 Esplanade Dr., Suite 300**

Donating blood is a simple procedure that takes only a few minutes, and it saves lives. The problem often occurs in finding the time from a busy work schedule to make a trip to a donation center.

Topa Management Company and United Blood Services are making it easy by coming to you.

On Tuesday, June 15, you can roll up your sleeves and head to Suite 300 in the Morgan Stanley Tower. You'll be a hero to someone needing a blood transfusion, and you'll also receive a free travel mug.

The station will be open from 10 a.m. to 3 p.m. Appointments are encouraged, but walk-ins are also welcomed.

To make an appointment, call 1-800-715-3699 or visit United Blood Service's Web site, www.unitedbloodservices.org and follow the site's instructions. Topa Management's sponsor code is: OXFT.

For more information, call Topa Management at 485-3193.



Towering achievement

A giant 315-foot crane hoists roofing materials onto the top of the Morgan Stanley Tower during last month's ambitious roofing project. In the last several months, Topa Management also has upgraded the air-conditioning and heating systems in the Morgan Stanley and City National Bank towers, as well as the office buildings at 405 and 445 Esplanade Dr.

Book and Tenant Fairs are big successes

The lobby of Morgan Stanley Tower was transformed into a book and gift shop on May 26-27 for Topa Management Company's third "Books Are Fun" fundraiser.

"Books Are Fun" provided Topa Financial Plaza employees and visitors the opportunity to choose from a selection of hundreds of new books and assorted gift items at discounted prices. The event raised \$830 for St. John's Regional Medical Center Foundation in Oxnard. The total is \$200 higher than was raised at our previous "Books Are Fun" event in December.

Thanks to all who bought books – as well as other gifts – for a good cause.

Morgan Stanley Tower's lobby also was the setting for our first Tenant Fair on June 7-8. Topa tenants taking advantage of the occasion to set up booths and share information about their companies with others included: Topa Tower Club; Chesser Mortgage Group; Dr. Gary Jacobs – All About Eyes; Dr. Jeffrey Trester, DDS; MidState Bank; Quality Home Loans; and Ultimate Staffing.