

Topa Financial Plaza

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Topa
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NEWS

TENANT PROFILE

Expanded Wells Fargo offers 'One Stop' borrowing

Business has been good for Wells Fargo California Business Banking—very good, in fact. As Ventura County's economy has grown, so has Wells Fargo, which has moved down a flight from its 20th floor office in the Morgan Stanley to its new 19th floor digs (Suite 1900) with more than double the amount of space.

"We needed more room, and the good thing is we still have a great view," said Eric Mandell, Vice President and Senior Commercial Lender for Wells Fargo.

Mandell calls his office "one-stop shopping" for small businesses seeking loans and deposit solutions. It specializes in Small Business Administration (SBA) loans, commercial real estate loans and equipment loans – as well as lines of credit. Targeted businesses range from \$2 to \$20 million in annual sales.

Unlike most banks, Mandell said, all loan decisions are made out of the Morgan Stanley Tower office. As a result, the loan process is smoother and quicker than with most banks.

"We take the package, we underwrite it, we ap-



Eric Mandell, Vice President and Senior Commercial Lender for Wells Fargo.

prove it, we even print the documents here," Mandell said. "There are no loan committees or board of directors, less bureaucracy."

The office, he said, is modeled after successful Wells Fargo business offices in Sherman Oaks, Los Angeles and Orange County. The office's Regional Manager is Roc Calderone.

"We loaned over \$100 million out of this office last year," Mandell added. "We have \$1 billion available to

lend, and we expect to loan at least 25 percent more than we did last year."

Mandell has also doubled his office staff, to 16 members. They include business deposit consultants, merchant card representatives, local relationship managers and marketing representatives, all under one roof, "and we're still making new hires."

"We're ripping and roaring," Mandell added, "aggressively pursuing the right customer."

To reach Mandell, call 983-7193, or e-mail him at mandeler@wellsfargo.com.

Cajun band Acadiana opens Courtyard summer series

The distinctive sounds of Louisiana will fill the air as popular local Cajun and Zydeco band Acadiana will open Topa Management's annual *Fridays at the Courtyard* series on June 23rd.

The weekly lunchtime concerts showcasing the best local music talent will run each Friday, from 11:30 a.m. to 1:30 p.m., through August 25th, with the exception of the Friday preceding the Fourth of July Weekend (June 30th).

Acadiana is one of six music acts that performed during last year's *Fridays at the Courtyard* series making return appearances this year. Other acts lined up are:

- **July 7:** Blues keyboardist Bob Watley;
- **July 14:** Singer Jeanne Tatum & Company;
- **July 21:** Rock singer and guitarist Teresa Russell;
- **July 28:** Salsa band Nuestro;
- **Aug. 4:** Rock, Latin and Blues band The

Tempo Cats;

- **Aug. 11:** no-1u-no (Rock band featuring Mike Hobbs of Morteck Financial on drums)

- **Aug. 18:** Cynthia Manley Band (Rock, Jazz and Blues);

- **Aug. 25:** TBA.

Fridays at the Courtyard offers employees and visitors to the Topa Financial Plaza an opportunity to unwind at the end of a busy work week. Join your friends and colleagues for a relaxing lunch, while also basking in the sun and enjoying a variety of good music. The Courtyard's design provides a distinctive dining, socializing and networking environment in a market-place setting.

Also, each week participating restaurants, including Baja Fresh, Quizno's, Robek's Juice, The Habit and Starbucks, will feature lunch specials during the concerts.

NEW TENANTS

We welcome the following companies to the Topa Financial Plaza.

City National Bank Tower:

Pearlman, Borska & Wax, LLP

Global Realty & Development

Financial Title Company

Morgan Stanley Tower:

Ron Hamernik

Ameriprise Financial (Jim Gray & Joel Boyce)

First Magnus Financial

Merit Financial

US America, Inc.

BJ's Restaurant

Ascent Systems, LLC

Sydney Law Firm

Tenants with major expansions:

Wells Fargo Bank

SERVICE SPOTLIGHT

In ironic twist, blood drive saves donor's life

As she had done several times before, Jo Bichner, office manager of the Law Office of Hiepler & Hiepler, answered the call during Topa Management Company's Blood Drive last fall.

It was a routine she shared with her office "blood buddy," paralegal Heidi Rockwood. As Bichner put it, "We'd give blood, get our cookies and juices, and have a few laughs."

Bichner saved a life that day – her own.

Her "routine" visit turned ominous when, to her astonishment, Bichner was rejected as a donor. A blood test that is given to all potential donors revealed she had a low white blood cell count.

"When you get a red flag like that," she said, "you pay attention to it, even though I had my annual physical a month before."

So, Bichner made an immediate appointment with her primary care physician, Dr. Lynn Pluche. A chest x-ray revealed a spot on her right lung. Although she had given up smoking 10 years ago, Bichner had lung cancer.

On Nov. 29, 2005 – exactly one week after Topa's Fall Blood Drive – Bichner had one-third of her right lung removed by Oxnard

surgeon Dr. Richard Declusin. Thanks to the excellent treatment she has received from her doctors, including pulmonary specialist Dr. Andrew Weymer, Bichner is happy to report that she is "cancer-free, and I plan to stay around awhile."

And, less than three months following her surgery, Bichner returned to work at Hiepler & Hiepler on a part-time basis. "My boss Mark has been so willing to work with me through this," she said.

Bichner also thanks her lucky stars each day. Lung cancer has been in the national spotlight lately, with the deaths of newsman Peter Jennings and actor Christopher Reeve's widow, Dana. Bichner said she read somewhere that 85 percent of people diagnosed with the disease die within a year.

So, Bichner notes, half jokingly, that if she hadn't signed up to donate blood last fall, "I'd be dying right now."

Bichner can't yet, but says she will give blood again, "as soon as I am able to," and encourages all Topa Financial Plaza employees to do so also.

"You never know," she reminds everyone, "the life you save might be your own."

Donate the gift of life
Blood Drive
Wednesday, June 14

Topa Financial Plaza
300 E. Esplanade Dr., Suite 515

Stations will be set up from 10 a.m. to 3 p.m. All donors will receive a T-shirt and travel mug, and will be entered in a raffle for two \$25 gift certificates to your favorite restaurant in the Courtyard restaurant or Bakers Square.

All blood types are needed, and the only requirements to donate are that you are 17 years and older, weigh at least 110 pounds and are in good health.

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.bloodhero.com and follow the site's instructions. Topa Management's sponsor code is OXFT.



**United
Blood
Services**

Elevators being upgraded in City National Bank Tower

The "State of the Art" elevator renovation project in the City National Bank Tower is in high gear.

Elevator No. 4 has already undergone its makeover, and No. 3 should be up and running again by the end of July. Work on No. 2 should begin in August and on No. 1 in late fall. The \$720,000 project is scheduled to be completed by the end of the year.

Please accept Topa Management Company's apologies for any inconvenience to our City National Bank Tower tenants and their visitors during the modernization project. You may have to wait a bit longer for your ride up or down while one elevator at a time is temporarily out of service. Thank you for your patience. There is no doubt you will be happy with the improvements we are making.

The complete modernization project includes remodeling the interiors of the cabs and replacing all the cabs' mechanical equipment, including motors, drives and cables. In addition, security cameras will be installed in all four elevators as well as a security access system that will help secure the building after business hours.

"We are excited to be in the midst of the huge but much needed re-modernization. The No. 4 elevator speed has increased from 240 feet per minute to 400 feet per minute and the difference is quite noticeable," said Dean Christian, Senior Property Manager for Topa Management Company.



John Romero shows off the newly renovated elevator No. 4 in the City National Bank Tower.

City National Bank Tower being spruced up

Topa Management Company remains committed to enhancing the Financial Plaza's status as the top business complex in Ventura County.

Beginning with the lobby and top floor, the City National Bank Tower will be undergoing major improvements over the next several years – floor by floor – with the floors requiring the most attention receiving it first.

The Phase One \$225,000 project incorporating the main lobby and the 15th floor consists of new carpeting and tile, wall covering, doors and tenant signs. The main lobby will also include artwork, lighting, ceiling work and a beautiful stone medallion in the elevator lobby floor. A new security console will also be installed in the main lobby. The 15th floor materials have been ordered and installation will begin upon arrival. The main lobby renovations will begin in the 4th quarter.

"We are excited to begin upgrading the finishes in the common areas of the building to a more contemporary feel," says Vice President Robin Platt. "Anyone who would like to see the finishes are welcome to stop by our office on the 5th floor and see the finish board."

As always, Topa Management Company appreciates your input. We're here to serve you, so let us know what we can do to make the Topa Financial Plaza even better. Call us at 485-3193.