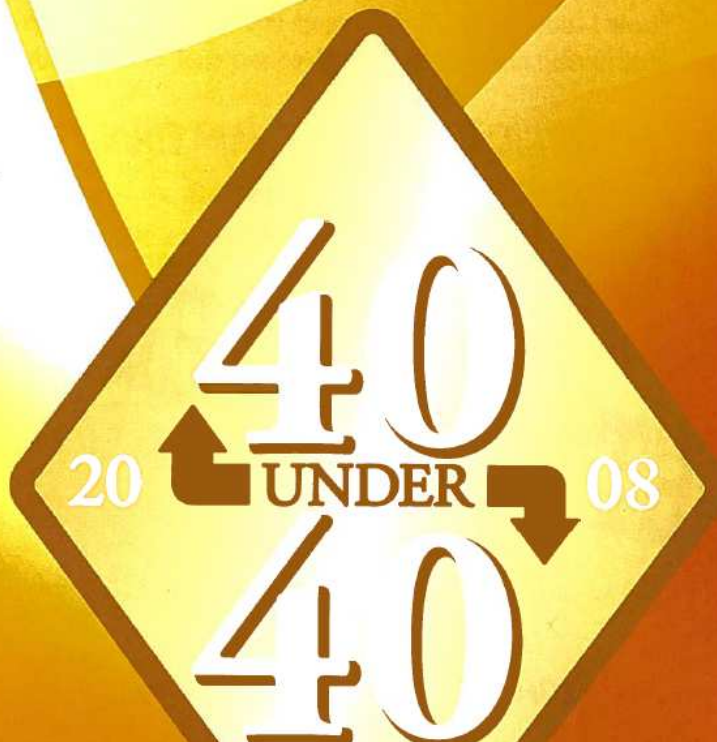


8th Annual



SEPT. 26-OCT. 2, 2008

PACIFIC COAST BUSINESS TIMES



40
Under **40**

40 Under 40 winners reflect tri-county business community

With more than 60 people nominated for the 40 spots, selection to the 2008 40 Under 40 class was as competitive as ever. Business Times Editor Henry Dubroff and Assistant Managing Editor Emily Rancer had their hands full making the final selections. Each nominee was evaluated based on three criteria: professional accomplishment, community involvement and outside validation of those accomplishments.

The winners are a very representative cross section of the tri-county business community. The class of 2008 includes representatives from all three counties, entrepreneurs and business services professionals, 25 men and 15 women, and ages ranging from 25 to 39.

There was great enthusiasm displayed in the nomination process, with one candidate receiving more than 40 nominations.

The 40 Under 40 report was designed and produced by Rancer and the profiles were written by her, Managing Editor Ray Estrada, Real Estate and Banking Editor Barbara Pearson, Science and Technology Editor Stephen Nellis, intern Carla



GEORGE WOLVERTON
Publisher

Amurao and freelance writer Elizabeth Werhane. The section cover was designed by Advertising Graphic Artist Ashley Dunsmore.

A special thank you goes to our 2008 sponsors who have underwritten the cost of producing the section as well as the 40 Under 40 awards dinner. They are Wells Fargo Bank, United

Way of Santa Barbara County, United Way of Ventura County and Copier Headquarters, Inc.

The gala awards dinner will be held Monday night, Oct. 13, from 5:30 to 7:30 at the Topa Tower Club in Oxnard. Tickets are available for the dinner at \$50 each or reserve a table for eight for \$375. To reserve space, contact Director of Marketing Jennifer Hemmy at (805) 560-6950 ext. 223 or at jhemmy@pacbiztimes.com. You can also register online at www.pacbiztimes.com.

We hope you will join the Business Times and our 40 Under 40 sponsors in honoring this outstanding group of young business leaders.

George Wolverton can be reached by e-mail at gwolverton@pacbiztimes.com.

KRISTEN AYAR
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JERAMY GORD
ERIC DAVID G
LINDSEY HART
JEFF HAYDON
BRAD HERREM
STAR LADIN
CHRIS LAROCC

Woods becomes CEO 18 years after ITS' start

Sharon Woods has worked at Simi Valley-based Integrated Telemanagement Services for 18 years. Her first title, in 1990, was manager of finance and operations. She was one of the first employees the then-new company hired. Now, having been appointed president and chief executive officer in 2002, she's reached some of the goals she laid out for the company.

In September 2007, ITS moved into new corporate headquarters on Guardian Street. In February of this year, ITS launched its network services division. The move reflected Woods' commitment to provide the latest technology to the company's clients.

In August, Woods helped complete the acquisition of Americomm, a move that added phone equipment and infrastructure to the ITS portfolio.

Woods has a degree in business management from University of Phoenix, and she began her hands-on training in small business as general manager at Sherotec.

She supports the American Heart Association, Simi Valley Education Foundation and Girl Scouts. She's a member



Sharon Woods
ITS

of the CEO Roundtable. She's also a member of Women in Technology International.

Her family takes their 40-foot motor home camping monthly. Woods indulges her love for the outdoors with hiking, biking, gardening and horseback riding.

What was your first job?

I started working at a local printer during the summer of 1985. I handled customers, the front desk and orders.

What are the top artists on your iPod?

Coincidentally, my 13-year-old son and I have several favorites in common. Classic rock from the '80s has made its way into the middle schools. Journey, Tom Petty and Red Hot Chili Peppers

What's your proudest accomplishment in life?

I'm blessed with birthing three healthy, brilliant and beautiful children. Growing and owning a successful \$7 million business is another.

Who is your role model?

My father — a successful business man, entrepreneur, outdoorsman and wonderful parent — is my role model and mentor.