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Endeavor Bank Hires Key San Diego Bankers

San Diego's first new community bank in 10 years is growing

SAN DIEGO, California (July 10, 2018) – Endeavor Bank is growing. Since opening its doors in January of this year, the Bank has welcomed six well-known local bankers to its existing team of bankers who founded the bank. These professionals bring extensive local experience, share the Bank's consultative/advisory banking philosophy and are focused on relationship building to support their clients' growth and profitability.

"We're pleased that six of San Diego's brightest financial services leaders have joined our ongoing efforts to create a strong, local business bank where consultative advice is coupled with the delivery of innovative technology," said CEO Dan Yates.

Endeavor Bank is proud to announce that the following local relationship managers and treasury management professionals have joined the Bank:

Bill Perkins: Bill joined the Bank in January, 2018, as Vice President, Relationship Manager in the Symphony Towers Office. He brings nearly a decade of banking experience specializing in fast growing companies. Bill began his banking career at Wells Fargo Bank, having served as a Business Relationship Manager to lower middle market companies based in San Diego. In early 2015, he temporarily left banking to serve as a Chief Financial Officer of an Inc. 500 #1 fastest growing company in the education sector. After joining that company, he assisted its founder with a successful exit from a sales to a Private Equity firm. Bill received an M.B.A. from San Diego State University in 2008. When not busy serving his business clients, Bill enjoys hiking, golfing and just relaxing in San Diego's finest spots. Bill is married to his college sweetheart, Danielle, and has three young children.

Dana Stewart: Dana came on board in March, 2018, as Digital Banking Officer in the Symphony Towers Office. Dana brings 14 years of banking experience with over a decade specializing in

online banking products and treasury management services. She began her banking career at Community National Bank and then worked for Pacific Western Bank supporting clients and managing projects in its electronic banking department. In 2014, Dana received the “President’s Award of Excellence” for outstanding performance and exceptional contributions. Dana’s career passion is providing support and guidance to her clients in all aspects of digital banking. She is a San Diego native who enjoys spending time with friends and family, beach activities, sushi restaurants, and listening to live music.

Pete DeMaster: Pete joined the Bank in April, 2018, as Vice President, Relationship Manager in the Symphony Towers Office. Pete has been in commercial lending since 2000, starting in San Diego with California Bank & Trust. He has middle market, commercial banking experience throughout California, via stints in Los Angeles, Oakland, and San Diego. Most recently, Pete served commercial clients at Banner Bank in San Diego. He has been a top performer in the industry, earning President’s Club honors in 2008 at California Bank & Trust, and again in 2014 & 2015 at Citizens Business Bank. Pete and his wife, Jessica enjoy spending time in their Mission Hills community with their growing family.

Randy Kohls: Randy came on board the end of April, 2018, as Senior Vice President, Relationship Manager in the Carlsbad Office. Randy started his banking career in Chicago in 1981. Moving to San Diego’s North County in 1985, he has been a commercial banker with San Diego Trust, Union Bank, California Bank & Trust and Silvergate for the past 33 years. Randy has a strong record of client development and enjoys building long term relationships, earning him “Banker of the Year” at Union Bank twice during his time at that bank. His goal is to become a trusted advisor for his clients in order to help them achieve their goals. Randy resides in Vista with his wife, Mary. They have three grown daughters and one granddaughter.

John Harelson: John also joined the Bank at the end of April, 2018, as Senior Vice President, Relationship Manager in the Carlsbad Office. John has lived and worked in San Diego for almost 30 years and has completed over \$1 Billion in business and commercial real estate financing in Southern California. He spent nine years at Torrey Pines Bank and opened its Carlsbad Office. John also opened the first offices for both Citizens Business Bank in Carmel Valley and First Choice Bank in Carlsbad. John is a graduate of Pacific Coast Banking School as well as a USD International Business Certificate Program. He and his wife of almost 28 years, Tami, reside in Carlsbad and have two children in high school at Canyon Crest Academy. When John isn’t coming up with creative solutions to support his business owner and real estate investor clients, he involves himself in charity work at the Coastal Community Foundation and as a 13-year board member of the Carlsbad Boys & Girls Club. John also enjoys watching his children play Field Hockey and Lacrosse, and spends free time turning a wrench on a ‘71 VW Bus and a ‘62 Corvette restoration projects.

Kate Jackson: Kate joined the Bank in June, 2018, as Vice President, Digital Banking Consultant in the Symphony Towers Office. She brings approximately 15 years of banking experience

specializing in treasury management and offering technical solutions and training expertise. Kate spent over eight years at Bank of America in its wealth management sector, followed by another six years at what is now Banner Bank in various capacities, such as branch manager and overseeing its treasury management operations for the San Diego and LA/Inland Empire markets. Kate also earned recognition as Top Sales Manager at Banner Bank in 2013. In her spare time, Kate is involved in the Junior League of San Diego and sits on the Board for Access to Independence. She enjoys hiking trails throughout San Diego and just recently got back into sailing.

“This is an exciting time watching Endeavor Bank expand and attract such banking talent. We are very pleased with how our launch has been received by both the San Diego business community and our banking peers,” said President, Steve Sefton. “Bill, Dana, Pete, Randy, John and Kate will play critical roles in our enterprise-wide commitment to become a leading resource to business owners and their companies in our community as we strive to generate ideas, solutions, and opportunities for our clients.”

About Endeavor Bank

Endeavor Bank is owned and operated by San Diegans for San Diego businesses and their owners. The bank’s focus is local: local decision-making, local board, local founders, local owners, and strong relationships with local clients.

Headquartered in downtown San Diego in Symphony Towers, the bank also has a loan production office in Carlsbad, California. Endeavor Bank opened in January, 2018, and offers traditional business banking services across a broad spectrum of industries and specialties. Unique to the bank are its consultative banking services that partner business clients with Endeavor Bank’s senior management to build strategies and provide resources that solve problems, plan for the future, and help clients’ efforts to grow revenues and profits. Visit www.bankendeavor.com for more information.

Forward-Looking Statements

Certain matters discussed in this press release constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, and are subject to the safe harbors created by that Act. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts. They often include the words “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” or words of similar meaning, or future or conditional verbs such as “will,” “would,” “should,” “could,” or “may.” Forward-looking statements are based on currently available information, expectations, assumptions, projections, and management’s judgment about, the Bank, the banking industry and general economic conditions. These forward-looking statements are not guarantees of future performance, nor

should they be relied upon as representing management's views as of any subsequent date. Future events are difficult to predict, and the expectations described above are necessarily subject to risk and uncertainty that may cause actual results to differ materially and adversely.

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