

# With His New Bank, Dan Yates Helped Businesses Facing COVID

**BANKING:** Opened in 2018, Endeavor Bank Originated \$300M in PPP Loans

■ BY JEFF CLEMETSON

When Endeavor Bank CEO Dan Yates co-founded the first new bank in San Diego County in over a decade, he brought with him more than 40 years of banking experience.

Since its opening in 2018, Endeavor Bank has provided consultative help to hundreds of local businesses. During COVID, Endeavor originated over \$300 million in PPP loans to serve hundreds of businesses in San Diego. This was a significant amount, particularly in relationship to the limited staffing resources the bank had.

Endeavor generated record earnings and growth in 2021 and was named a premier performing bank by the Findley reports and a five-star bank by Bauer's, the highest ratings available from these independent bank rating agencies.

**Decades of Leadership**

Yates' 40 years of experience in the banking industry includes leadership roles as president or chief executive officer of four community banks, including Endeavor Bank.

Yates obtained his Bachelor of Arts degree in Finance from San Diego State University in 1982 while working as a supervising manager in the central cash vault at Bank of America. After graduation, Yates worked as a banker at Manufacturers Bank for six years where he completed the commercial loan training program

and served as a commercial loan officer serving companies in the apparel industry.

Yates then worked at Union Bank where in just two years he became a top producer of new business relationships for the region, focusing on developing lower middle market companies with sales between \$5 million and \$100 million. His efforts earned him Union's Area III Marketing Award and he was promoted from assistant vice president to vice president.

In 1988, Yates began a 12-year stint as regional vice president of Mellon 1st Business Bank where he was responsible for managing and developing key client relationships,

managing a team of commercial bankers and served on the bank's Senior Loan Committee.

In 2001, Yates was the founding president and CEO of Regents Bank and served in that capacity until shortly after the bank was acquired by Grandpoint Capital. During his time as CEO, Regents retained consistent profitability and was rated a "Super Premier Performing Bank" by Findley in 2007 and 2008. Regents was merged into Grandpoint Bank in a series of acquisitions in 2010. Yates was retained by Grandpoint as president and served in that role for a

year, eventually leaving in 2013.

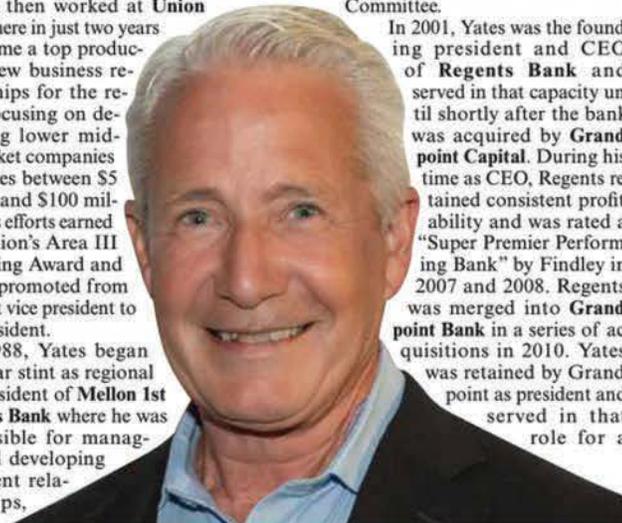
Following his brief role at Grandpoint, Yates was recruited by the board of directors Neighborhood Bancorp initially as a consultant and then named CEO to lead the effort to restore asset quality and recapitalize the bank. Yates accomplished both goals and parted ways with Neighborhood in 2017 – the year he founded Endeavor.

**Beyond Banking**

Outside of his work in the financial sector, Yates is dedicated to serving his community. He currently serves as vice chair of the Conrad Prebys Foundation, where he has played a central role in awarding millions in grants to the arts, youth development, medical research and other important causes that the foundation supports.

In addition to providing needed financial support to causes through the Conrad Prebys Foundation, Yates has also supported many nonprofits by providing banking services, PPP loans, direct donations and by offering consultative services through his role as CEO of Endeavor.

Yates is also a board member of the Entrepreneurs Organization - San Diego Chapter and a board member of California Community Banking Network. He has previously served on numerous other nonprofit boards, including Boys & Girls Club of San Diego, San Diego Opera, New Village Arts, San Diego Police Officers Foundation, Western Bankers Association and many others. ■



**IN HIS OWN WORDS:**

"Hundreds of local CEOs contributed capital in 2018 to create a bank to serve our business community. It is an honor to receive the CEO award. The recognition signifies the positive impact Endeavor Bank is making to help business clients achieve their goals. A very notable highlight includes the \$300 million in PPP loans we originated during the pandemic to save local companies and jobs. Our Endeavor team is dedicated to helping business clients thrive and it is a privilege to lead this great tribe of experienced talented bankers."

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Endeavor Bank congratulates our CEO

**DAN YATES**

for being named

2022

**CEO OF THE YEAR**

by the San Diego Business Journal!

Dan's consistent leadership over the years has helped our Bank succeed and our business community thrive.



WHAT'S YOUR ENDEAVOR

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