

Grandpoint Bank is proud to introduce its new Technology and Venture Banking division to cater to the unique needs of early-stage, high-growth companies and their investors. We understand the obstacles and challenges that early stage technology and other high-growth companies face and want to partner with you to help you accelerate your growth. This offering is uniquely tailored for early stage companies who are looking to or have raised venture funding.

What Makes Us Different

Entrepreneurial Culture: Grandpoint was started just three years ago and has doubled in size in the past year. We understand first-hand the challenges of building a fast-growing business from scratch.

Personalized Service with Startup Expertise: As a client, you will have a dedicated account manager whose sole priority is to help you succeed. You'll work with people who have been part of a tech startup so we understand what it's like to be in your shoes. We won't look at you funny when you use words like "SEO, offshore development, or cap structure."

Southern California Headquarters: Grandpoint is headquartered in downtown Los Angeles and our Technology and Venture Banking office is in Santa Monica. That means we hold events and have our resources right here locally in southern California. By having all of our decision-makers here, we can also make decisions quickly and give you access to our senior management.

Products and Services

	Early Stage	Emerging Growth
Checking Account	<ul style="list-style-type: none"> ✓ Basic No Fee Checking + No incoming wire fees + 2 free wires/month (with online banking) ✓ One-on-One Banking with Experienced Team Member ✓ RDC, Payroll & Merchant Banking ✓ Easy Online Banking ✓ Mobile Banking ✓ Mobile Deposits 	<ul style="list-style-type: none"> ✓ Checking Account tailored to your needs ✓ One-on-One Banking with Experienced Team Member ✓ ACH, RDC, Payroll & Merchant Banking ✓ Easy Online Banking ✓ Mobile Banking ✓ Mobile Deposits
Credit Products	<ul style="list-style-type: none"> ✓ Credit Cards 	<ul style="list-style-type: none"> ✓ Credit Cards ✓ Venture Debt Lines of Credit ✓ Venture Debt Term Loans

Resources & Expertise	<ul style="list-style-type: none"> ✓ Access to dedicated Service Team with Expertise ranging from Startups to IPOs ✓ Relationships with VCs and Angel Investors ✓ Referrals to professionals and advisors with relevant experience 	<ul style="list-style-type: none"> ✓ Access to dedicated Service Team with Expertise ranging from Startups to IPOs ✓ Relationships with VCs and other Investors ✓ Referrals to professionals and advisors with relevant experience
Events	<ul style="list-style-type: none"> ✓ Invites to monthly events and seminars 	<ul style="list-style-type: none"> ✓ Invites to monthly events and seminars



Petra S. Griffith

Senior Vice President & Director of Technology and Venture Banking

Petra Griffith manages the Technology and Venture Banking division of Grandpoint Bank, a new division focusing on the unique needs of early stage, high-growth companies and their investors. Petra lends a unique entrepreneurial and operational perspective to the banking industry, having spent over 15 years building technology products for start-ups as well as larger companies.

Prior to joining Grandpoint, Petra was a senior product manager with Yahoo since 2006, where she led monetization products for Yahoo's media experience division. Previously, she helped start two start-ups in the Bay Area, iPrint.com and ZuluSports.com, and launched new products within larger fitness and media companies, including 24 Hour Fitness, BSKyB and Time, Inc.

Petra has been active in the Los Angeles start-up community, acting as a coach for the Women in Los Angeles Venture Association business plan competition and hosting industry panels. Petra earned her undergraduate degree in International Politics and Economics, and German Cultural Studies from Middlebury College in Vermont, and an M.B.A. from the London Business School. You can follow Petra on Twitter (@petragriffith) and find her on LinkedIn at <http://www.linkedin.com/in/petragriffith>.

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Technology &
Venture Banking



Mackenzie Chambers

Vice President & Relationship Manager, Technology and Venture Banking

Mackenzie manages the business development and marketing of the Technology and Venture Banking division of Grandpoint Bank. As a CPA-turned-entrepreneur, Mackenzie understands firsthand the challenges of building a business from scratch.

In addition, Mackenzie is a Founding Board Member & Treasurer of imagine1day (USA), the brainchild of Lululemon Athletica's Founder & Chairman Chip Wilson & his wife Shannon. imagine1day is committed to sending children to school in Ethiopia. To date, imagine1day has kept 51,347 boys and girls in school, funded 123 primary schools and trained 1,700 teachers in Ethiopia.

Prior to joining Grandpoint, Mackenzie was a co-founder and COO of wmbly, inc., a social platform for premium live and on demand video content. wmbly streamed in 25 countries around the world and was the recipient of the YPO award for best new business plan. Previously, Mackenzie audited public and emerging companies at Deloitte & Touche. She also has PR experience working with various media outlets including: the New York Times, the Wall Street Journal, CNN & ABC News.

Mackenzie is a CPA and has a BA from Claremont McKenna College and a Masters in Accounting and a Masters in Business Taxation from USC's Marshall School of Business.

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For more information on our startup banking products and services or to open an account, please contact Petra or Mackenzie directly or email startupbanking@grandpointbank.com

