

Oneida Business Committee Meeting Agenda Request Form

1. Meeting Date Requested: 03 / 11 / 15

2. Nature of request

Session: ☒ Open ☐ Executive - justification required. See instructions for the applicable laws that define what is considered "executive" information, then choose from the list:

Agenda Header (choose one):

Agenda item title (see instructions):

Bay Bancorporation Inc.

Action requested (choose one)

☐ Information only

☐ Action - please describe:

3. Justification

Why BC action is required (see instructions):

4. Supporting Materials

[Instructions](#)

☒ Memo of explanation with required information (see instructions)

☐ Report ☐ Resolution ☐ Contract (check the box below if signature required)

☐ Other - please list (**Note:** multi-media presentations due to Tribal Clerk 2 days prior to meeting)

1.

3.

2.

4.

☐ Business Committee signature required

5. Submission Authorization

Authorized sponsor (choose one):

Requestor (if different from above): Jeff Bowman, President

Name, Title / Dept. or Tribal Member

Additional signature (as needed):

Name, Title / Dept.

Additional signature (as needed):

Name, Title / Dept.

1) Save a copy of this form in a pdf format.

2) Email this form and all supporting materials to: BC_Agenda_Requests@oneidanation.org

Bay Bank
QUARTERLY REPORT

Quarter ended December 31, 2014

A. BAY BANK

Submitted by: Jeff Bowman, Board Member
Directors: Lance Broberg, Fern Orie, Diane House,
Jeff Bowman, Bob Jossie, Elaine Skenandore-Cornelius

Oneida Business Committee Contact: Brandon Stevens

B. MINUTES

None Submitted

ACTION TAKEN

No Tribal Policy change.

D. FINANCIAL

Note that various financial reports

December 31, 2014 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of December 31, 2014:

987	Checking Accounts
318	Business Checking Accounts
70	Money Market Accounts

1,548	Savings Accounts
512	Certificates of Deposit
102	Commercial Real Estate Loans
658	Residential Real Estate Loans
140	Business Loans
544	Consumer Loans
54	Oneida Small Business 2000 Loan Program Loans

The Oneida Small Business Loan Program 2000 that is administered by Bay Bank started on May 1, 2002. As of this date over \$ 11.3 million in new loans have been made to over 122 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$44.2 million at December 31, 2014. There are 361 loans in the program currently.

G. GOALS AND OBJECTIVES

2014 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.50% Return on Assets for the year ending December 31, 2014. Return on Assets (ROA) is a common measurement of a bank's profitability. This ratio informs you how well the bank is managing and investing the bank's assets.

2014 ROA Goal	2014 YTD ROA Actual	2014 Peer Group Average
0.50 %	0.84%	0.69%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending December 31, 2014. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2014 ROE Goal	2014 YTD ROE Actual	2014 Peer Group Average
6.00 %	6.68 %	6.22 %

Bay Bank had budgeted total loans for the quarter ended December 31, 2014 in the amount of \$ 49.0 million. Actual total loans as of December 31, 2014 were \$ 48.8 million or \$ 0.2 million less than projected. Loans decreased \$ 4.5 million over the 12 month period ended December 31, 2014.

Bay Bank had budgeted total deposits for the quarter ended December 31, 2014 in the amount of \$ 62.6 million. Actual total deposits as of December 31, 2014 were \$ 65.5 million or \$ 2.9 million over projections. We continue to allow various non-core deposits to mature. Deposits decreased \$ 3.2 million for the past twelve months as various non-core deposits matured and were not replaced.

H. MEETINGS

Monthly meeting on the third Thursday of each month. Well attended.