

# Oneida Business Committee Agenda Request

1. Meeting Date Requested: 9 / 14 / 16

## 2. General Information:

Session:  Open  Executive - See instructions for the applicable laws, then choose one:

Agenda Header:

Accept as Information only

Action - please describe:

## 3. Supporting Materials

Report  Resolution  Contract

Other:

1.

3.

2.

4.

Business Committee signature required

## 4. Budget Information

Budgeted - Tribal Contribution

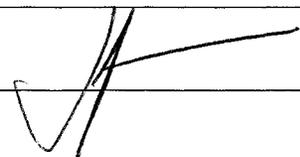
Budgeted - Grant Funded

Unbudgeted

## 5. Submission

Authorized Sponsor / Liaison:

Primary Requestor/Submitter:   
Your Name, Title / Dept. or Tribal Member



Additional Requestor: \_\_\_\_\_  
Name, Title / Dept.

Additional Requestor: \_\_\_\_\_  
Name, Title / Dept.

## Oneida Business Committee Agenda Request

### 6. Cover Memo:

Describe the purpose, background/history, and action requested:

Bay Bank is presenting its quarterly corporate report to the BC in Open Session. Management of Bay Bank will provide a summary of the Bank's financial results for the quarter ended 6/30/16.

- 1) Save a copy of this form for your records.
- 2) Print this form as a \*.pdf *OR* print and scan this form in as \*.pdf.
- 3) E-mail this form and all supporting materials in a **SINGLE** \*.pdf file to: [BC\\_Agenda\\_Requests@oneidanation.org](mailto:BC_Agenda_Requests@oneidanation.org)

**Bay Bank**  
**QUARTERLY REPORT**

Quarter ended June 30, 2016

A. BAY BANK

Submitted by: Jeff Bowman, Board Member  
Directors: Lance Broberg, Fern Orié, Bob Jossie  
Jeff Bowman, Pete King, Elaine Skenandore-Cornelius

Oneida Business Committee Contact: Tina Danforth

B. MINUTES

None Submitted

ACTION TAKEN

No Tribal Policy change.

D. FINANCIAL

Note that various financial reports

December 31, 2016 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of June 30, 2016:

1,095	Checking Accounts
358	Business Checking Accounts
71	Money Market Accounts

1,556	Savings Accounts
414	Certificates of Deposit
89	Commercial Real Estate Loans
766	Residential Real Estate Loans
149	Business Loans
562	Consumer Loans
44	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 \$ 11.4 million in new loans have been made to over 124 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$55.1 million at June 30, 2016. There are 455 loans in the program currently.

#### G. GOALS AND OBJECTIVES

##### 2016 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.50% Return on Assets for the year ending December 31, 2016. 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.

2016 ROA Goal	2016 YTD ROA Actual	2016 Peer Group Average
0.50 %	1.45%	0.81%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending December 31, 2016. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2016 ROE Goal	2016 YTD ROE Actual	2016 Peer Group Average
6.00 %	10.41 %	6.92 %

Bay Bank had budgeted total loans for the quarter ended June 30, 2016 in the amount of \$ 51.0 million. Actual total loans as of June 30, 2016 were \$ 52.2 million or \$ 1.2 million more than projected. Loans increased \$ 2.7 million over the 12-month period ended June 30, 2016.

Bay Bank had budgeted total deposits for the quarter ended June 30, 2016 in the amount of \$ 65.8 million. Actual total deposits as of June 30, 2016 were \$ 67.5 million or \$ 1.7 million more than projected balances. Deposits increased \$ 4.4 million for the past twelve months as a result of demand and savings deposits increasing during this timeframe.

H.

#### MEETINGS

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