

Oneida Business Committee Agenda Request

1. Meeting Date Requested: 06 / 08 / 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:

Accept Bay Bancorporation FY '16 2nd quarter report

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: Jeff Bowman, Bay Bank President
Your Name, Title / Dept. or Tribal Member

Additional Requestor: _____
Name, Title / Dept.

Additional Requestor: _____
Name, Title / Dept.

Bay Bank
QUARTERLY REPORT

Quarter ended March 31, 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 March 31, 2016:

1,078	Checking Accounts
342	Business Checking Accounts
71	Money Market Accounts

1,538	Savings Accounts
424	Certificates of Deposit
94	Commercial Real Estate Loans
730	Residential Real Estate Loans
148	Business Loans
552	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 122 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$52.2 million at March 31, 2016. There are 430 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 %	0.94%	0.91%

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 %	4.23 %	6.47 %

Bay Bank had budgeted total loans for the quarter ended March 31, 2016 in the amount of \$ 50.5 million. Actual total loans as of March 31, 2016 were \$ 51.9 million or \$ 1.4 million more than projected. Loans increased \$ 1.4 million over the 12-month period ended March 31, 2016.

Bay Bank had budgeted total deposits for the quarter ended March 31, 2016 in the amount of \$ 65.8 million. Actual total deposits as of March 31, 2016 were \$ 64.4 million or \$ 1.4 million more than projected balances. Deposits increased \$ 1.2 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.
