

Bay Bank
QUARTERLY REPORT

Quarter ended December 31, 2013

A. BAY BANK

Submitted by: Jeff Bowman, Board Member
Directors: Lance Broberg, Peter King III, 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, 2013 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of December 31, 2013:

952	Checking Accounts
311	Business Checking Accounts
73	Money Market Accounts

1,481	Savings Accounts
559	Certificates of Deposit
96	Commercial Real Estate Loans
653	Residential Real Estate Loans
120	Business Loans
439	Consumer Loans
59	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 \$ 10.8 million in new loans have been made to over 120 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$40.2 million at December 31, 2013. There are 332 loans in the program currently.

G. GOALS AND OBJECTIVES

2013 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.50% Return on Assets for the year ending December 31, 2013. 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.

2013 ROA Goal	2013 YTD ROA Actual	2013 Peer Group Average
0.50 %	0.10%	0.63%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending December 31, 2013. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2013 ROE Goal	2013 YTD ROE Actual	2013 Peer Group Average
6.00 %	0.85 %	5.59 %

Bay Bank had budgeted total loans for the quarter ended December 31, 2013 in the amount of \$ 56.5 million. Actual total loans as of December 31, 2013 were \$ 53.3 million or \$ 3.2 million less than projected. Loans decreased \$ 7.7 million over the 12 month period ended December 31, 2013.

Bay Bank had budgeted total deposits for the quarter ended December 31, 2013 in the amount of \$ 65.7 million. Actual total deposits as of December 31, 2013 were \$ 68.7 million or \$ 3.0 million under projections as we allowed various non-core deposits to mature. Deposits decreased \$ 3.0 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.