

Oneida Business Committee Meeting Agenda Request Form

1. Meeting Date Requested: 11 / 26 / 14

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): Report

Agenda item title (see instructions):

Bay Bank quarterly report

Action requested (choose one)

Information only

Action - please describe:

3. Justification

Why BC action is required (see instructions):

Required Reporting

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): Brandon Stevens, Council Member

Requestor (if different from above):

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 September 30, 2014

A. BAY BANK

Submitted by: Jeff Bowman, Board Member
Directors: Lance Broberg, Fern Orié, 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 September 30, 2014:

953	Checking Accounts
304	Business Checking Accounts
69	Money Market Accounts

1,548	Savings Accounts
543	Certificates of Deposit
96	Commercial Real Estate Loans
641	Residential Real Estate Loans
133	Business Loans
497	Consumer Loans
57	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 \$43.1 million at September 30, 2014. There are 354 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 September 30, 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 %	0.90%	0.69%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending September 30, 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 %	7.17 %	6.22 %

Bay Bank had budgeted total loans for the quarter ended September 30, 2014 in the amount of \$ 48.6 million. Actual total loans as of September 30, 2014 were \$ 48.3 million or \$ 0.9 million less than projected. Loans decreased \$ 7.1 million over the 12 month period ended September 30, 2014.

Bay Bank had budgeted total deposits for the quarter ended September 30, 2014 in the amount of \$ 61.6 million. Actual total deposits as of September 30, 2014 were \$ 66.9 million or \$ 5.3 million over projections. We continue to allow various non-core deposits to mature. Deposits decreased \$ 2.8 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.