

Oneida Business Committee Agenda Request

1. Meeting Date Requested: 12 / 9 / 15

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: Jeff Bowman, President & CEO
Your Name, Title / Dept. or Tribal Member

Additional Requestor: _____
Name, Title / Dept.

Additional Requestor: _____
Name, Title / Dept.

Bay Bank
QUARTERLY REPORT

Quarter ended September 30, 2015

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, 2015 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of September 30, 2015:

1,028	Checking Accounts
331	Business Checking Accounts
69	Money Market Accounts

1,595	Savings Accounts
477	Certificates of Deposit
101	Commercial Real Estate Loans
701	Residential Real Estate Loans
146	Business Loans
576	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 \$49.2 million at September 30, 2015. There are 402 loans in the program currently.

G. GOALS AND OBJECTIVES

2015 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.50% Return on Assets for the year ending December 31, 2015. 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.

2015 ROA Goal	2015 YTD ROA Actual	2015 Peer Group Average
0.50 %	0.74%	0.76%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending December 31, 2015. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2015 ROE Goal	2015 YTD ROE Actual	2015 Peer Group Average
6.00 %	5.46 %	6.53 %

Bay Bank had budgeted total loans for the quarter ended September 30, 2015 in the amount of \$ 52.6 million. Actual total loans as of September 30, 2015 were \$ 50.3 million or \$ 2.3 million less than projected. Loans increased \$ 2.0 million over the 12 month period ended September 30, 2015.

Bay Bank had budgeted total deposits for the quarter ended September 30, 2015 in the amount of \$ 64.3 million. Actual total deposits as of September 30, 2015 were \$ 65.9 million or \$ 1.6 million more than projected balances. We continue to allow various non-core deposits to mature. Deposits decreased \$ 945,000 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.