

# Oneida Business Committee Agenda Request

**1. Meeting Date Requested:**    06   /   24   /   15

## 2. General Information:

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

Agenda Header: Reports

Reports
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☒ Accept as Information only

☐ Action - please describe:

### 3. Supporting Materials

☒ Report      ☐ Resolution      ☐ Contract☐ Other:

1. Bay Bancorporation FY '15 Q2 report

3.

2.

4.	
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☐ Business Committee signature required

#### 4. Budget Information

☐ Budgeted - Tribal Contribution      ☐ Budgeted - Grant Funded      ☐ Unbudgeted

## 5. Submission

Authorized Sponsor / Liaison:

Cristina Danforth, Tribal Chairwoman

Primary Requestor:

Jeff Bowman, Board member

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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, 2015

A. BAY BANK

Submitted by: Jeff Bowman, Board Member  
Directors: Lance Broberg, Fern Orie, 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 March 31, 2015:

1,012	Checking Accounts
310	Business Checking Accounts
68	Money Market Accounts

1,556	Savings Accounts
495	Certificates of Deposit
100	Commercial Real Estate Loans
668	Residential Real Estate Loans
141	Business Loans
526	Consumer Loans
52	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 \$45.0 million at March 31, 2015. There are 367 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 %	0.50%	0.70%

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 %	3.80 %	6.26 %

Bay Bank had budgeted total loans for the quarter ended March 31, 2015 in the amount of \$ 47.9 million. Actual total loans as of March 31, 2015 were \$ 49.0 million or \$ 1.1 million more than projected. Loans decreased \$ 3.3 million over the 12 month period ended March 31, 2015.

Bay Bank had budgeted total deposits for the quarter ended March 31, 2015 in the amount of \$ 63.8 million. Actual total deposits as of March 31, 2015 were \$ 63.2 million or \$ 0.6 million less than projected balances. We continue to allow various non-core deposits to mature. Deposits decreased \$ 1.5 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.