

XIV.B.01. Accept Bay Bancorporation Inc. FY '15 3rd quarter report

2. General Information:

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Reports-Corporation

☐ Business Committee signature required

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Bay Bank
QUARTERLY REPORT

Quarter ended June 30, 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 June 30, 2015:

1,017	Checking Accounts
324	Business Checking Accounts
66	Money Market Accounts

1,563	Savings Accounts
482	Certificates of Deposit
103	Commercial Real Estate Loans
665	Residential Real Estate Loans
137	Business Loans
547	Consumer Loans
49	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 \$47.5 million at June 30, 2015. There are 386 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 %	0.68%	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 %	5.06 %	6.26 %

Bay Bank had budgeted total loans for the quarter ended June 30, 2015 in the amount of \$ 49.6 million. Actual total loans as of June 30, 2015 were \$ 49.5 million or \$ 0.1 million less than projected. Loans increased \$ 173,000 over the 12 month period ended June 30, 2015.

Bay Bank had budgeted total deposits for the quarter ended June 30, 2015 in the amount of \$ 64.7 million. Actual total deposits as of June 30, 2015 were \$ 63.1 million or \$ 1.6 million less than projected balances. We continue to allow various non-core deposits to mature. Deposits decreased \$ 865,000 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.