

# Oneida Business Committee Agenda Request

1. Meeting Date Requested: 4 / 27 / 17

## 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:

Your Name, Title / Dept. or Tribal Member

Additional Requestor:

Name, Title / Dept.

Additional Requestor:

Name, Title / Dept.

## Oneida Business Committee Agenda Request

### 6. Cover Memo:

Describe the purpose, background/history, and action requested:

Bay Bank is presenting its quarterly corporate report to the BC in Open Session. Management of Bay Bank will provide a summary of the Bank's financial results for the quarter ended 3/31/17.

- 1) Save a copy of this form for your records.
- 2) Print this form as a \*.pdf *OR* print and scan this form in as \*.pdf.
- 3) E-mail this form and all supporting materials in a **SINGLE** \*.pdf file to: [BC\\_Agenda\\_Requests@oneidanation.org](mailto:BC_Agenda_Requests@oneidanation.org)

**Bay Bank**  
**QUARTERLY REPORT**

Quarter ended March 31, 2017

A. BAY BANK

Submitted by: Jeff Bowman, Board Member  
Directors: Nathaniel King, Fern Oric, 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, 2017 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of March 31, 2017:

1,168	Checking Accounts
372	Business Checking Accounts
70	Money Market Accounts

1,596	Savings Accounts
381	Certificates of Deposit
90	Commercial Real Estate Loans
819	Residential Real Estate Loans
171	Business Loans
574	Consumer Loans
37	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 \$ 11.7 million in new loans have been made to over 126 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$60.6 million at March 31, 2017. There are 506 loans in the program currently.

#### G. GOALS AND OBJECTIVES

##### 2016 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.50% Return on Assets for the year ending December 31, 2017. 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.

2017 ROA Goal	2017 YTD ROA Actual	2017 Peer Group Average
0.50 %	0.74%	0.82%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending December 31, 2017. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2017 ROE Goal	2017 YTD ROE Actual	2016 Peer Group Average
6.00 %	5.16 %	6.88 %

Bay Bank had budgeted total loans for the quarter ended March 31, 2017 in the amount of \$ 51.6 million. Total loans at March 31, 2017 were \$ 55.5 million or \$ 3.9 million more than projected. Loans increased \$ 3.6 million over the 12-month period ended March 31, 2017.

Bay Bank had budgeted total deposits for the quarter ended March 31, 2017 in the amount of \$ 70.6 million. Total deposits at March 31, 2017 were \$ 69.5 million or \$ 1.1 million less than projected balances. Deposits increased \$ 5.1 million for the past twelve months, the result of increase in transaction and savings accounts offset to a lesser degree by a decrease in time deposits.

H.

#### MEETINGS

Monthly meeting on the third Thursday of each month. Well attended.