

# Oneida Business Committee Agenda Request

1. Meeting Date Requested: 10 / 26 / 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

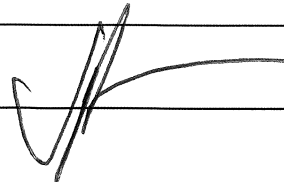
## 4. Budget Information

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 9/30/17.

- 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@oneidation.org](mailto:BC_Agenda_Requests@oneidation.org)

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

Quarter ended September 30, 2017

A. BAY BANK

Submitted by: Jeff Bowman, Board Member  
Directors: Nathaniel King, Fern Orie, Bob Jossie  
Jeff Bowman, Pete King, Elaine Skenandore-Cornelius

Oneida Business Committee Contact: Trish King

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 September 30, 2017:

|       |                            |
|-------|----------------------------|
| 1,204 | Checking Accounts          |
| 373   | Business Checking Accounts |
| 69    | Money Market Accounts      |

|       |   |
|-------|---|
| 1,656 | Savings Accounts                              |
| 373   | Certificates of Deposit                       |
| 90    | Commercial Real Estate Loans                  |
| 868   | Residential Real Estate Loans                 |
| 198   | Business Loans                                |
| 563   | Consumer Loans                                |
| 38    | 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 \$ 11.9 million in new loans have been made to over 127 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$65.2 million at September 30, 2017. There are 544 loans in the program currently.

#### G. GOALS AND OBJECTIVES

##### 2017 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 %        | 0.77%               | 1.04%                   |

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 | 2017 Peer Group Average |
|---------------|---------------------|-------------------------|
| 6.00 %        | 5.44 %              | 8.69 %                  |

Bay Bank had budgeted total loans for the quarter ended September 30, 2017 in the amount of \$ 56.8 million. Total loans at September 30, 2017 were \$ 54.1 million or \$ 2.7 million less than projected. Loans increased \$ 949,000 over the 12-month period ended September 30, 2017.

Bay Bank had budgeted total deposits for the quarter ended September 30, 2017 in the amount of \$ 76.8 million. Total deposits at September 30, 2017 were \$ 80.5 million or \$ 3.7 million more than projected balances. Deposits increased \$ 15.1 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.