

Oneida Business Committee Agenda Request

1. Meeting Date Requested: 5 / 24 / 18

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 3/31/18.

- 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

Bay Bank
QUARTERLY REPORT

Quarter ended March 31, 2018

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: David Jordan

B. MINUTES

None Submitted

ACTION TAKEN

No Tribal Policy change.

D. FINANCIAL

Note that various financial reports

December 31, 2018 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of March 31, 2018:

1,248	Checking Accounts
395	Business Checking Accounts
74	Money Market Accounts

1,631	Savings Accounts
373	Certificates of Deposit
95	Commercial Real Estate Loans
904	Residential Real Estate Loans
202	Business Loans
570	Consumer Loans
32	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 \$ 12.2 million in new loans have been made to over 128 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$68.9 million at March 31, 2018. There are 576 loans in the program currently.

G. GOALS AND OBJECTIVES

2018 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.50% Return on Assets for the year ending December 31, 2018. 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.

2018 ROA Goal	2018 YTD ROA Actual	2018 Peer Group Average
0.50 %	0.91%	1.02%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending December 31, 2018. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2018 ROE Goal	2018 YTD ROE Actual	2018 Peer Group Average
6.00 %	4.90 %	7.44 %

Bay Bank had budgeted total loans for the quarter ended March 31, 2018 in the amount of \$ 58.0 million. Total loans at March 31, 2018 were \$ 57.9 million or \$ 0.1 million less than projected. Loans increased \$ 2.4 million over the 12-month period ended March 31, 2018.

Bay Bank had budgeted total deposits for the quarter ended March 31, 2018 in the amount of \$ 71.2 million. Total deposits at March 31, 2018 were \$ 70.4 million or \$ 0.8 million less than projected balances. Deposits increased \$ 0.8 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.