

Oneida Business Committee Agenda Request

1. Meeting Date Requested: 8 / 23 / 18

2. General Information:

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

[Empty text box]

Agenda Header: Reports

- Accept as Information only
 Action - please describe:

[Large empty text box for description]

3. Supporting Materials

- Report Resolution Contract
 Other:

1. Quarterly report from Bay Bank for Open Session

3. [Empty text box]

2. [Empty text box]

4. [Empty text box]

Business Committee signature required

4. Budget Information

- Budgeted - Tribal Contribution Budgeted - Grant Funded Unbudgeted

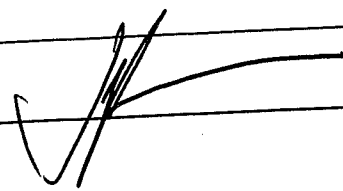
5. Submission

Authorized Sponsor / Liaison:

David Jordan, Council Member

Primary Requestor/Submitter:

Jeff Bowman, President, Bay Bank
Your Name, Title / Dept. or Tribal Member



Additional Requestor:

Name, Title / Dept.

Additional Requestor:

Name, Title / Dept.

Bay Bank
QUARTERLY REPORT

Quarter ended June 30, 2018

A. BAY BANK

Submitted by: Jeff Bowman, Board Member
Directors: Nathaniel King, Fern Orié, Bob Jossie
Jeff Bowman, Todd Van Den Heuvel, 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 June 30, 2018:

1,278	Checking Accounts
403	Business Checking Accounts

74	Money Market Accounts
1,614	Savings Accounts
360	Certificates of Deposit
100	Commercial Real Estate Loans
934	Residential Real Estate Loans
208	Business Loans
579	Consumer Loans
35	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 \$ 12.6 million in new loans have been made to over 129 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$72.4 million at June 30, 2018. There are 599 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 %	1.15%	1.11%

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 %	8.10 %	9.22 %

Bay Bank had budgeted total loans for the quarter ended June 30, 2018 in the amount of \$ 59.4 million. Total loans at June 30, 2018 were \$ 60.0 million or \$ 0.6 million more than projected. Loans increased \$ 3.6 million over the 12-month period ended June 30, 2018.

Bay Bank had budgeted total deposits for the quarter ended June 30, 2018 in the amount of \$ 72.3 million. Total deposits at June 30, 2018 were \$ 72.3 million or at projected balances. Deposits increased \$ 2.0 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.