

Oneida Business Committee Agenda Request

1. Meeting Date Requested: 11 / 29 / 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.

Bay Bank
QUARTERLY REPORT

Quarter ended September 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 September 30, 2018:

1,293 Checking Accounts
405 Business Checking Accounts

72	Money Market Accounts
1,661	Savings Accounts
354	Certificates of Deposit
106	Commercial Real Estate Loans
954	Residential Real Estate Loans
203	Business Loans
599	Consumer Loans
36	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 \$ 12.8 million in new loans have been made to over 130 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$73.9 million at September 30, 2018. There are 613 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 %	1.45%	1.13%

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 %	10.22 %	9.39 %

Bay Bank had budgeted total loans for the quarter ended September 30, 2018 in the amount of \$ 60.7 million. Total loans at September 30, 2018 were \$ 60.7 million and at budget. Loans increased \$ 6.5 million over the 12-month period ended September 30, 2018.

Bay Bank had budgeted total deposits for the quarter ended September 30, 2018 in the amount of \$ 73.4 million. Total deposits at September 30, 2018 were \$ 75.6 million or at projected balances. Deposits decreased \$ 4.9 million for the past twelve months, the result of decrease in transaction and time deposits offset to a lesser degree by an increase in savings deposits.

H.

MEETINGS

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