

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

Quarter ended December 31, 2018

A. BAY BANK

Submitted by: Jeff Bowman, Board Member  
Directors: 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 December 31, 2018:

1,286 Checking Accounts  
409 Business Checking Accounts

75	Money Market Accounts
1,615	Savings Accounts
346	Certificates of Deposit
109	Commercial Real Estate Loans
964	Residential Real Estate Loans
212	Business Loans
603	Consumer Loans
34	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 \$ 12.9 million in new loans have been made to over 131 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$76.3 million at December 31, 2018. There are 626 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 %	1.50%	0.95%

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 %	10.55 %	7.97 %

Bay Bank had budgeted total loans for the quarter ended December 31, 2018 in the amount of \$ 62.0 million. Total loans at December 31, 2018 were \$ 61.6 million and at budget. Loans increased \$ 4.9 million over the 12-month period ended December 31, 2018.

Bay Bank had budgeted total deposits for the quarter ended December 31, 2018 in the amount of \$ 74.5 million. Total deposits at December 31, 2018 were \$ 74.7 million or at projected balances. Deposits increased \$ 5.4 million for the past twelve months, the result of increase in transaction accounts and savings deposits offset to a lesser degree by an decrease in time deposits.

H. MEETINGS

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