

Bay Bank
QUARTERLY REPORT

Quarter ended September 30, 2020

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 changes.

D. FINANCIAL

Note that various financial reports

December 31, 2020 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of September 30, 2020:

1,418	Checking Accounts
458	Business Checking Accounts
134	Money Market Accounts

1,649	Savings Accounts
330	Certificates of Deposit
112	Commercial Real Estate Loans
1,056	Residential Real Estate Loans
330	Business Loans
511	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 \$ 14.2 million in new loans have been made to over 140 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$84.5 million at September 30, 2020. There are 695 loans in the program currently.

G. GOALS AND OBJECTIVES

2020 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.50% Return on Assets for the year ending December 31, 2020. 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.

2020 ROA Goal	2020 YTD ROA Actual	2020 Peer Group Average
0.50 %	1.03%	1.11%

GOAL B: Bay Bank will strive to attain a minimum 6.00 % Return on Equity for the year ending December 31, 2020. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2020 ROE Goal	2020 YTD ROE Actual	2020 Peer Group Average
6.00 %	7.73 %	9.55 %

Bay Bank had budgeted total loans for the quarter ended September 30, 2020 in the amount of \$ 66.4 million. Total loans at September 30, 2020 were \$ 80.5 million, an increase of \$ 14.1 million from budget. Loans increased \$ 15.4 million over the 12-month period ended September 30, 2020.

Bay Bank had budgeted total deposits for the quarter ended September 30, 2020 in the amount of \$ 89.5 million. Total deposits at September 30, 2020 were \$ 90.9 million, an increase of \$1.4 million over budget. Deposits increased \$ 8.1 million for the past twelve months, the result of increase in transaction accounts, savings deposits and time deposits.

H.

MEETINGS

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