

Bay Bank

— QUARTERLY REPORT

Quarter ended June 30, 2022

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, 2022 is Bay Bank's fiscal year end.

E. **SPECIAL EVENTS AND TRAVEL**

None

F. **PERSONAL COMMENTS**

Bay Bank account numbers as of June 30, 2022:

1,746	Checking Accounts
508	Business Checking Accounts
161	Money Market Accounts

1,688	Savings Accounts
292	Certificates of Deposit
95	Commercial Real Estate Loans
1,109	Residential Real Estate Loans
248	Business Loans
714	Consumer Loans
38	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 \$ 15.7 million in new loans have been made to over 149 new or growing Oneida tribal member owned businesses.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$89.4 million on June 30, 2022. There are 718 loans in the program currently.

G. GOALS AND OBJECTIVES

2022 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.70% Return on Assets for the year ending December 31, 2022. 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.

2022 ROA Goal	2022 YTD ROA Actual	2021 Peer Group Average
0.70 %	0.50%	0.76%

GOAL B: Bay Bank will strive to attain a minimum 7.00 % Return on Equity for the year ending December 31, 2022. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2022 ROE Goal	2022 YTD ROE Actual	2021 Peer Group Average
7.00 %	5.82 %	8.00 %

Bay Bank had budgeted total loans for the quarter ended June 30, 2022, in the amount of \$ 75.7 million. Total loans on June 30, 2022, were \$ 75.7 million, a decrease of \$ 1.5 million from budget. Loans decreased \$ 4.9 million over the 12-month period ended June 30, 2022.

Bay Bank had budgeted total deposits for the quarter ended June 30, 2022, in the amount of \$ 180.3 million. Total deposits on June 30, 2022, were \$ 177.4 million, a decrease of \$ 2.9 million over budget. Deposits decreased \$ 5.7 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.