

Bay Bank
QUARTERLY REPORT

Quarter ended December 31, 2022

A. BAY BANK

Submitted by: Jeff Bowman, Board Member
Directors: Fern Orie, 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 December 31, 2022:

1,817	Checking Accounts
511	Business Checking Accounts
164	Money Market Accounts

1,668	Savings Accounts
274	Certificates of Deposit
95	Commercial Real Estate Loans
1,155	Residential Real Estate Loans
254	Business Loans
794	Consumer Loans
39	Oneida Small Business 2000 Loan Program Loans
557	Oneida HRIP Loans
255	Other Tribal Loans

The Oneida Small Business Loan Program 2000 that is administered by Bay Bank started on May 1, 2002. As of this date over \$ 16.1 million in new loans have been made to over 151 new or growing Oneida tribal member owned businesses.

The Oneida HRIP loans total \$10.7 million as of December 31, 2022 and have been made to 557 customers.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$93.5 million on December 31, 2022. There are 747 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 %	0.74%	0.84%

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 %	9.31 %	9.30 %

Bay Bank had budgeted total loans for the quarter ended December 31, 2022, in the amount of \$ 85.6 million. Total loans on December 31, 2022, were \$ 85.4 million, a decrease of \$ 0.2 million from budget. Loans increased \$ 13.6 million over the 12-month period ended December 31, 2022.

Bay Bank had budgeted total deposits for the quarter ended December 31, 2022, in the amount of \$162.3 million. Total deposits on December 31, 2022, were \$ 194.1 million, an increase of \$ 31.8 million over budget. Deposits decreased \$ 1.0 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.