

Bay Bank
QUARTERLY REPORT

Quarter ended December 31, 2023

A. BAY BANK

Submitted by: Jeff Bowman, Board Member
Directors: Fern Orié, Sam McMahon, Jeff Bowman, Joshua Cottrell
Todd Van Den Heuvel, Elaine Skenandore-Cornelius

Oneida Business Committee Contact: Larry Barton

B. MINUTES

None Submitted

ACTION TAKEN

No Tribal Policy changes.

D. FINANCIAL

Note that various financial reports

December 31, 2023 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of December 31, 2023:

1,997	Checking Accounts
547	Business Checking Accounts
172	Money Market Accounts

1,623	Savings Accounts
246	Certificates of Deposit
99	Commercial Real Estate Loans
1,201	Residential Real Estate Loans
272	Business Loans
947	Consumer Loans
43	Oneida Small Business 2000 Loan Program Loans
619	Oneida HRIP Loans
284	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 \$ 17.0 million in new loans have been made to over 156 new or growing Oneida tribal member owned businesses.

The Oneida HRIP loans total \$10.9 million as of December 31, 2023, and have been made to 619 customers.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$92.8 million on December 31, 2023. There are 743 loans in the program currently.

G. GOALS AND OBJECTIVES

2023 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.70% Return on Assets for the year ending December 31, 2023. 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.

2023 ROA Goal	2023 YTD ROA Actual	2023 Peer Group Average
0.70 %	0.98%	1.03%

GOAL B: Bay Bank will strive to attain a minimum 7.00 % Return on Equity for the year ending December 31, 2023. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2023 ROE Goal	2023 YTD ROE Actual	2023 Peer Group Average
7.00 %	14.19 %	12.30 %

Bay Bank had budgeted total loans for the quarter ended December 31, 2023, in the amount of \$ 91.7 million. Total loans on December 31, 2023, were \$ 102.6 million, an increase of \$ 10.9 million from budget. Loans increased \$ 17.2 million over the 12-month period ended December 31, 2023.

Bay Bank had budgeted total deposits for the quarter ended December 31, 2023, in the amount of \$194.1 million. Total deposits on December 31, 2023, were \$ 225.3 million, an increase of \$ 31.2 million over budget. Deposits increased \$ 32.5 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.