

Bay Bank
QUARTERLY REPORT

Quarter ended March 31 2025

A. BAY BANK

Submitted by: Jeff Bowman, Board Member
Directors: Fern Orie, 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, 2025 is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of March 31, 2025:

2,107	Checking Accounts
568	Business Checking Accounts

199	Money Market Accounts
1,575	Savings Accounts
229	Certificates of Deposit
100	Commercial Real Estate Loans
1,245	Residential Real Estate Loans
276	Business Loans
1,084	Consumer Loans
48	Oneida Small Business 2000 Loan Program Loans
656	Oneida HRIP Loans
320	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 \$ 18.3 million in new loans have been made to over 162 new or growing Oneida tribal member owned businesses.

The Oneida HRIP loans total \$10.4 million as of March 31, 2025, and have been made to 656 customers.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$91.0 million on March 31, 2025. There are 734 loans in the program currently.

G. GOALS AND OBJECTIVES

2025 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.85% Return on Assets for the year ending December 31, 2025. 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.

2025 ROA Goal	2025 YTD ROA Actual	2025 Peer Group Average
0.85 % %	1.04%	0.95%

GOAL B: Bay Bank will strive to attain a minimum 8.50 % Return on Equity for the year ending December 31, 2025. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2025 ROE Goal	2025 YTD ROE Actual	2025 Peer Group Average
8.50 %	13.13 %	10.14 %

Bay Bank had budgeted total loans for the quarter ended March 31, 2025, in the amount of \$ 118.1 million. Total loans on March 31, 2025, were \$ 118.4 million, an increase of \$ 0.4 million from budget. Loans increased \$ 12.9 million over the 12-month period ended March 31, 2025.

Bay Bank had budgeted total deposits for the quarter ended March 31, 2025, in the amount of \$ 265.8 million. Total deposits on March 31, 2025, were \$ 269.1 million, an increase of \$ 3.3 million over budget. Deposits increased \$ 33.0 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.