

Bay Bank
QUARTERLY REPORT

Quarter ended March 31, 2026

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, 2026, is Bay Bank's fiscal year end.

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of March 31, 2026:

2,185 Checking Accounts
601 Business Checking Accounts

231	Money Market Accounts
1,513	Savings Accounts
210	Certificates of Deposit
95	Commercial Real Estate Loans
1,275	Residential Real Estate Loans
296	Business Loans
1,056	Consumer Loans
40	Oneida Small Business 2000 Loan Program Loans
712	Oneida HRIP Loans
6	Oneida SSBCI Loans
327	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 \$ 19.4 million in new loans have been made to over 168 new or growing Oneida tribal member owned businesses.

The Oneida HRIP loans total \$10.6 million as of March 31, 2026, and have been made to 712 customers.

The Section 184 mortgage loans serviced under FHLB MPF program totaled \$88.9 million on March 31, 2026. There are 721 loans in the program currently.

G. GOALS AND OBJECTIVES

2026 GOALS:

GOAL A: Bay Bank will strive to attain a minimum 0.85% Return on Assets for the year ending December 31, 2026. 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.

2026 ROA Goal	2026 YTD ROA Actual	2025 Peer Group Average
0.85 %	1.13%	1.24%

GOAL B: Bay Bank will strive to attain a minimum 8.50 % Return on Equity for the year ending December 31, 2026. Return on Equity (ROE) is the measurement of how well the bank is performing for its stockholder.

2026 ROE Goal	2026 YTD ROE Actual	2025 Peer Group Average
8.50 %	11.17%	12.88 %

Bay Bank had budgeted total loans for the quarter ending March 31, 2026, in the amount of \$ 133.5 million. Total loans on March 31, 2026, were \$ 131.1 million, a decrease of \$ 2.4 million from budget. Loans increased \$ 12.7 million over the 12-month period ended March 31, 2026.

Bay Bank had budgeted total deposits for the quarter ended March 31, 2026, in the amount of \$ 250.0 million. Total deposits on March 31, 2026, were \$ 259.3 million, an increase of \$ 9.3 million over budget. Deposits decreased \$ 9.8 million for the past twelve months, the result of decrease in money market deposit accounts.

H.

MEETINGS

Monthly meeting on the fourth Thursday of each month.

Financial Ratio Definitions

<u>Acronym</u>	<u>Full Name</u>	<u>Definition</u>
ROA	Return on Assets	Measures Profits as a percentage of total average assets
ROE	Return on Equity	Measures Profit as a percentage of shareholder's equity

Return on Assets example:

ROA = Profit divided by Asset Size

2025 Profit \$ 3,875,000

2025 Average Assets \$ 305,000,000

\$ 3,875,000 divided by \$305,000,000 = **1.27% Return on Assets Ratio**

Return on Equity example:

ROE = Profit divided by Shareholder's Equity

2025 Profit \$ 3,875,000

2025 Average Equity \$ 27,000,000

\$ 3,875,000 divided by \$ 27,000,000 = **14.3% Return on Equity Ratio**