Bay Bank

QUARTERLY REPORT

Quarter ended June 30, 2026

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

E. SPECIAL EVENTS AND TRAVEL

None

F. PERSONAL COMMENTS

Bay Bank account numbers as of June 30, 2026:

2,194	Checking Accounts
612	Business Checking Accounts

236	Money Market Accounts
1,498	Savings Accounts
210	Certificates of Deposit

96	Commercial Real Estate Loans
1,278	Residential Real Estate Loans
297	Business Loans
1,065	Consumer Loans
39	Oneida Small Business 2000 Loan Program Loans
707	Oneida HRIP Loans
7	Oneida SSBCI Loans
323	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 $ 19.7 million in new loans have been made to over 170 new or growing Oneida tribal member owned businesses.

The Oneida HRIP loans total $10.2 million as of June 30, 2026, and have been made to 707 customers.

The Section 184 mortgage loans serviced under FHLB MPF program totaled $89.7 million on June 30, 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	2026 Peer Group Average
0.85 %	1.14%	1.15%

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	2026 Peer Group Average
8.50 %	11.36%	12.21 %

Bay Bank had budgeted total loans for the quarter ending June 30, 2026, in the amount of $ 125.1 million. Total loans on June 30, 2026, were $ 133.9 million, an increase of $ 8.8 million from budget. Loans increased $ 10.6 million over the 12-month period ended June 30, 2026.

Bay Bank had budgeted total deposits for the quarter ended June 30, 2026, in the amount of $ 245.9 million. Total deposits on June 30, 2026, were $ 264.9 million, an increase of $ 19.0 million over budget. Deposits increased $ 4.7 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

Acronym	Full Name	Definition
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***