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# **Financial Results Corporations**

# Oneida Seven Generations Corporation

## Statements of Revenue, Expenses, and Changes in Net Position

<i>Year ended September 30,</i>	<b>2013</b>	<b>2012</b>
<b>Operating Revenue:</b>		
Rental income	\$ 1,894,702	\$ 1,862,675
Equity in net earnings of business ventures	874,390	732,036
<b>Total Operating Revenue</b>	<b>2,769,092</b>	<b>2,594,711</b>
<b>Operating Expenses:</b>		
Salaries and benefits	477,281	422,045
Depreciation	439,937	418,398
Occupancy costs	422,236	404,586
Contracted services	210,751	129,510
Repairs and maintenance	72,235	98,238
Real estate taxes	62,466	55,246
Utilities	41,931	41,737
Insurance	21,989	31,578
Meeting expense	12,204	16,437
Travel	9,599	20,598
Amortization	4,820	7,066
Promotions	4,336	6,020
Donations	525	1,776
Other	23,921	12,529
<b>Total Operating Expenses</b>	<b>1,804,231</b>	<b>1,665,764</b>
<b>Operating Income</b>	<b>964,861</b>	<b>928,947</b>
<b>Nonoperating Revenues (Expenses):</b>		
Interest income	227	3,565
Interest expense	(456,664)	(485,466)
Other income and reimbursements	18,738	66,265
<b>Total Nonoperating Expenses</b>	<b>(437,699)</b>	<b>(415,636)</b>
<b>Income before transfers</b>	<b>527,162</b>	<b>513,311</b>
<b>Member contribution (draw)</b>	<b>136,208</b>	<b>(138,363)</b>
<b>Change in Net Position</b>	<b>663,370</b>	<b>374,948</b>
<b>Net Position, beginning of year</b>	<b>9,719,094</b>	<b>9,344,146</b>
<b>Net Position, end of year</b>	<b>\$ 10,382,464</b>	<b>\$ 9,719,094</b>

*See accompanying independent auditor's report and notes to financial statements.*

# Oneida Airport Hotel Corporation

## Statements of Operations and Changes in Net Position

Years Ended September 30, 2013 and 2012

	2013	2012
Operating revenues	\$16,137,354	\$18,503,189
Operating expenses	12,236,400	14,705,014
Gross operating income	3,900,954	3,798,175
Depreciation and other expenses:		
Rent, insurance, and other	337,396	294,035
Management, franchise, and owner fees	1,065,357	975,881
Depreciation and amortization	1,909,362	1,972,671
Total depreciation and other expenses	3,312,115	3,242,587
Net operating income	588,839	555,588
Nonoperating income (expenses):		
Interest expense	(1,162,575)	(1,223,565)
Gain on sale of capital assets	0	11,333
Total nonoperating expenses	(1,162,575)	(1,212,232)
Transfers from Oneida Tribe of Indians of Wisconsin	123,333	400,000
Change in net position	(450,403)	(256,644)
Net position at beginning - Restated	13,205,182	13,461,826
Net position at end	\$12,754,779	\$13,205,182

See accompanying notes to financial statements.

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# Oneida Golf Enterprise

## Statements of Operations and Changes in Net Position

Years Ended September 30, 2013 and 2012

	(Audited) 2013	(Unaudited) 2012
Operating revenues:		
Golf - Net	\$ 1,392,671	\$ 1,446,049
Food and beverage - Net	1,651,793	1,541,035
Other	78,162	40,776
Total operating revenues	3,122,626	3,027,860
Operating expenses:		
Golf costs of sales	110,038	118,095
Food and beverage costs of sales	541,546	470,986
Golf salaries and benefits	496,343	507,356
Food and beverage salaries and benefits	605,276	645,969
Golf - Other expenses	200,794	213,609
Food and beverage - Other expenses	92,954	87,159
General and administrative	320,432	214,566
Sales and marketing	226,944	289,303
Energy costs	127,364	138,312
Property operations and maintenance	112,663	125,669
Rent and management fee	181,173	336,971
Property and casualty insurance	15,940	18,021
Depreciation expense	224,562	204,594
Total operating expenses	3,256,029	3,370,610
Loss from operations	(133,403)	(342,750)
Other income (expense):		
Other income - Prior year's rent credit	166,855	0
Interest expense	(30,269)	(27,996)
Owner's expense	(26,022)	(17,422)
Total other income (expense)	110,564	(45,418)
Loss before transfers	(22,839)	(388,168)
Transfers from Oneida Tribe of Indians of Wisconsin	300,000	487,027
Change in net position	277,161	98,859
Net position at beginning	695,020	596,161
Net position at end	\$ 972,181	\$ 695,020

See accompanying notes to financial statements.

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# Bay Bancorporation, Inc. and Subsidiaries

## Consolidated Statements of Operations

Years Ended December 31, 2012 and 2011

	2012	2011
Interest income:		
Loans, including fees	\$ 3,996,793	\$ 4,201,699
Securities:		
Taxable	309,061	497,791
Tax-exempt	385,582	431,065
Other interest income	18,427	21,965
Total interest income	4,709,863	5,152,520
Interest expense:		
Deposits	567,330	920,702
Borrowings	127,507	256,168
Total interest expense	694,837	1,176,870
Net interest income	4,015,026	3,975,650
Provision for loan losses	2,033,000	2,059,000
Net interest income after provision for loan losses	1,982,026	1,916,650
Other income:		
Service charges on deposit accounts	237,427	328,211
Loan-origination fee	155,024	138,293
Mortgage banking activities	816,298	484,706
Commissions and fee income	144,856	160,175
Net increase in cash value of life insurance	107,360	108,963
Net gains from sales of securities	0	175,135
Other	14,444	14,295
Total other income	1,475,409	1,409,778

**ONEIDA TOTAL INTEGRATED ENTERPRISES, LLC AND SUBSIDIARY**  
**CONSOLIDATED STATEMENTS OF INCOME AND MEMBER'S EQUITY**  
Years ended September 30, 2013 and 2012

	2013	2012
Net sales	\$ 55,061,133	\$ 47,055,456
Direct cost of sales:		
Subcontracting	24,560,661	23,711,262
Other direct costs	2,555,014	2,055,046
Direct labor	8,761,222	7,122,730
Total direct cost of sales	35,876,897	32,889,038
Gross profit	19,184,236	14,166,418
Operating expenses (see Note N)	13,274,089	11,412,141
Operating income	5,910,147	2,754,277
Non-operating income (expense):		
Gain on sale of property and equipment	1,300	1,559
Equity in earnings from unconsolidated joint venture	62,320	128,335
Loss on termination of joint venture interest	0	(52,199)
Interest expense	(4,053)	(32,097)
Interest income	12,267	1,221
Unrealized gain on investments	45,681	58,375
Earn-out provision (see Note K)	(3,102,795)	(1,501,864)
Other income (expense)	(14,903)	1,645
Total non-operating income (expense)	(3,000,183)	(1,395,025)
Income before income taxes	2,909,964	1,359,252
Income taxes	474,905	185,571
Net income	2,435,059	1,173,681
Member's equity, beginning	8,534,187	7,430,506
Distributions	(250,000)	(70,000)
Member's equity, ending	\$ 10,719,246	\$ 8,534,187

The accompanying notes are an integral part of these consolidated financial statements.