

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 1/31/2020

Produced: 2/12/2020 11:58:24AM

	Current Month Jan-2020	Prior Month Dec-2019	\$ Difference Dec-2019	Prior Year Jan-2019	\$ Difference Jan-2019
ASSETS					
LOANS					
Credit Card Loans	1,671,737	1,676,134	(4,397)	1,509,015	162,721
Unsecured Loans	4,593,683	4,501,562	92,120	3,936,607	657,076
Direct Auto Loans	7,601,547	7,700,148	(98,601)	8,445,979	(844,432)
Indirect Auto Loans	35,780,185	34,736,254	1,043,931	36,969,062	(1,188,876)
Home Equity Loans	4,386,474	4,500,939	(114,465)	5,266,807	(880,333)
Fixed Real Estate Loans	15,139,751	15,352,396	(212,645)	16,479,554	(1,339,803)
Variable/Hybrid/Balloon RE Loans	1,382,730	1,389,184	(6,454)	1,749,371	(366,642)
MBL & Commercial Loans	6,431,338	5,889,372	541,966	1,005,286	5,426,052
Share & Certificate Secured Loans	428,870	448,017	(19,147)	454,119	(25,248)
Solar Loans	3,500,243	3,383,416	116,827	2,371,011	1,129,232
Other Loans	661,493	668,571	(7,077)	594,845	66,648
Loan Participations	5,935,019	6,049,626	(114,607)	7,522,513	(1,587,494)
Net Deferred (Fees) Costs	303,675	294,995	8,680	409,185	(105,510)
GROSS LOANS	87,816,745	86,590,613	1,226,132	86,713,355	1,103,390
Allowance for Loan Losses	(1,029,600)	(1,000,715)	(28,885)	(992,226)	(37,374)
NET LOANS	86,787,145	85,589,898	1,197,247	85,721,129	1,066,016
CASH AND CASH EQUIVALENTS	9,398,979	8,431,120	967,860	9,705,834	(306,855)
INVESTMENTS	47,754,337	47,768,063	(13,726)	43,932,146	3,822,191
PROPERTY AND EQUIPMENT					
Land & Building	3,450,970	3,460,913	(9,942)	3,557,346	(106,375)
Other Fixed Assets	395,582	397,467	(1,885)	128,723	266,859
OTHER ASSETS					
Accrued Interest Receivable	374,656	389,948	(15,292)	374,129	527
Prepaid Expenses	442,275	361,016	81,259	414,195	28,080
Other Assets	5,582,242	5,803,390	(221,147)	4,928,517	653,725
TOTAL ASSETS	154,186,187	152,201,814	1,984,373	148,762,019	5,424,168

We certify, to the best of our knowledge and belief, that these financial statements are true and correct and present fairly the financial position and the results of operations for the periods covered.

Kenton Hall 2/12/20
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 2/12/2020
 G. Vernon Babilon, President/CEO Date

Mike McKendrick 2/29/2020
 Mike McKendrick, Treasurer Date

	Current Month Jan-2020	Prior Month Dec-2019	\$ Difference Dec-2019	Prior Year Jan-2019	\$ Difference Jan-2019
LIABILITIES AND MEMBERS' EQUITY					
LIABILITIES:					
MEMBERS' SHARE ACCOUNTS					
Share and Club Accounts	64,099,434	63,576,257	523,177	64,044,057	55,378
Money Market Accounts	25,513,991	25,013,013	500,977	24,866,107	647,883
Share Draft Accounts	36,262,666	35,040,149	1,222,516	32,306,290	3,956,376
Share Certificates	7,556,871	7,546,424	10,446	8,101,480	(544,609)
Demand IRA Accounts	4,717,282	4,840,060	(122,778)	5,111,236	(393,953)
IRA Certificates	2,590,840	2,591,564	(724)	2,639,216	(48,376)
TOTAL MEMBERS' SHARE ACCOUNTS	140,741,084	138,607,469	2,133,615	137,068,386	3,672,698
Accrued Expenses and Other Liabilities	641,664	955,599	(313,935)	812,760	(171,096)
TOTAL LIABILITIES	141,382,748	139,563,068	1,819,680	137,881,145	3,501,602
MEMBERS' EQUITY:					
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	467,810	309,060	158,750	(339,259)	807,069
Undivided Earnings	6,147,460	6,141,517	5,943	5,031,964	1,115,496
TOTAL MEMBERS' EQUITY	12,803,439	12,638,746	164,693	10,880,874	1,922,565
TOTAL LIABILITIES AND MEMBERS' EQUITY	154,186,187	152,201,814	1,984,373	148,762,019	5,424,168

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 1/31/2020

Produced: 2/12/2020 12:08:36PM

	MTD Actual Jan-2020	Prior Mo Actual Dec-2019	QTD Actual Jan-2020	YTD Actual Jan-2020	YTD Budget Jan-2020	\$ Diff YTD Jan-2020	% Diff YTD Jan-2020
INCOME							
Interest on Loans	422,239	414,624	422,239	422,239	424,418	(2,179)	(0.51)
Interest on Investments	105,623	98,262	105,623	105,623	89,085	16,538	18.56
Fee and Other Operating Income	201,549	548,398	201,549	201,549	196,942	4,607	2.34
TOTAL INCOME	729,411	1,061,285	729,411	729,411	710,445	18,966	2.67
OPERATING EXPENSES							
Employee Compensation	274,033	613,124	274,033	274,033	266,126	7,907	2.97
Payroll Tax Expense	33,992	16,737	33,992	33,992	25,540	8,452	33.09
Employee Commissions/Incentives	13,676	30,178	13,676	13,676	20,847	(7,171)	(34.40)
Employee Benefits	28,515	29,532	28,515	28,515	29,485	(970)	(3.29)
Meetings	1,695	962	1,695	1,695	300	1,395	465.09
Loan Servicing	26,281	27,049	26,281	26,281	31,492	(5,211)	(16.55)
State Banking Department Fee	1,269	1,269	1,269	1,269	1,269	0	0.00
Office Occupancy	30,975	28,022	30,975	30,975	34,389	(3,414)	(9.93)
Office Operations	48,633	46,637	48,633	48,633	57,904	(9,271)	(16.01)
Miscellaneous Expenses	7,122	2,937	7,122	7,122	1,950	5,172	265.24
Association Dues	2,422	2,403	2,422	2,422	4,375	(1,953)	(44.65)
Education, Training & Research	2,306	2,044	2,306	2,306	5,025	(2,719)	(54.11)
Professional & Outside Services	129,193	110,244	129,193	129,193	108,073	21,120	19.54
Travel & Conferences	94	800	94	94	5,800	(5,706)	(98.39)
Promotional Expenses	7,339	8,105	7,339	7,339	9,387	(2,048)	(21.82)
Operating Losses	1,345	1,339	1,345	1,345	2,307	(962)	(41.68)
TOTAL OPERATING EXPENSES	608,890	921,381	608,890	608,890	604,269	4,621	0.76
NET OPERATING INCOME	120,521	139,903	120,521	120,521	106,176	14,345	13.51
Provision for Loan Losses	96,133	34,097	96,133	96,133	40,000	56,133	140.33
Provision for Courtesy Pay Losses	1,047	1,814	1,047	1,047	2,500	(1,453)	(58.12)
Dividend Expense	17,409	17,379	17,409	17,409	17,162	247	1.44
Interest on Borrowings	40	0	40	40	0	40	0.00
(Gain)/Loss on Investments	0	(511)	0	0	0	0	0.00
(Gain)/Loss on Fixed Assets	(50)	0	(50)	(50)	0	(50)	0.00
NET INCOME	5,943	87,124	5,943	5,943	46,514	(40,571)	(87.22)