

**Tucson Old Pueblo Credit Union**  
**SUMMARY BALANCE SHEET**



As of: 1/31/2018

Produced: 2/8/2018 11:41:12AM

	Current Month Jan-2018	Prior Month Dec-2017	\$ Difference Dec-2017	Prior Year Jan-2017	\$ Difference Jan-2017
<b>LOANS</b>					
Credit Card Loans	1,445,150	1,492,169	(47,019)	1,439,282	5,868
Unsecured Loans	3,820,537	3,832,705	(12,168)	4,641,897	(821,360)
Direct Auto Loans	8,039,590	7,918,373	121,217	8,015,080	24,510
Indirect Auto Loans	34,600,213	34,430,356	169,857	24,490,060	10,110,153
Home Equity Loans	5,800,909	5,807,517	(6,608)	6,627,632	(826,723)
Fixed Real Estate Loans	18,148,390	18,190,172	(41,782)	18,895,383	(746,993)
Variable/Hybrid/Balloon RE Loans	2,676,416	2,691,505	(15,089)	3,556,416	(880,000)
Business Loans	764,596	766,992	(2,397)	677,467	87,129
Consumer Loan Participations	8,713,620	8,922,640	(209,020)	4,671,089	4,042,532
Share & Certificate Secured Loans	452,835	466,015	(13,181)	465,469	(12,634)
Other Loans	2,268,017	2,063,707	204,310	1,599,077	668,939
<b>TOTAL LOANS</b>	<b>86,730,272</b>	<b>86,582,152</b>	<b>148,120</b>	<b>75,078,851</b>	<b>11,651,421</b>
Allowance for Loan Losses	(1,048,264)	(996,113)	(52,151)	(864,368)	(183,896)
<b>NET LOANS</b>	<b>85,682,008</b>	<b>85,586,040</b>	<b>95,969</b>	<b>74,214,483</b>	<b>11,467,525</b>
<b>CASH</b>	<b>1,590,820</b>	<b>1,290,796</b>	<b>300,024</b>	<b>1,895,349</b>	<b>(304,528)</b>
<b>OVERNIGHT FUNDS &amp; INVESTMENTS</b>	<b>49,467,177</b>	<b>50,731,004</b>	<b>(1,263,826)</b>	<b>53,525,862</b>	<b>(4,058,684)</b>
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,640,780	3,650,360	(9,579)	3,752,321	(111,541)
F F & E and Leasehold Improvements (Net)	164,358	167,911	(3,553)	91,482	72,876
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	353,284	365,852	(12,568)	327,223	26,061
Prepaid Expenses	650,770	663,003	(12,232)	573,799	76,971
Other Assets	5,213,274	5,068,701	144,573	4,909,641	303,633
<b>TOTAL ASSETS</b>	<b>146,762,472</b>	<b>147,523,666</b>	<b>(761,194)</b>	<b>139,290,159</b>	<b>7,472,313</b>

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 2/8/18  
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 2/8/18  
 G. Vernon Babilon, President/CEO Date

Richard Prater 2/8/18  
 Richard Prater, Treasurer Date

Tucson Old Pueblo Credit Union  
**SUMMARY BALANCE SHEET**

As of: 1/31/2018  
 Produced: 2/8/2018 11:41:12AM

	Current Month Jan-2018	Prior Month Dec-2017	\$ Difference Dec-2017	Prior Year Jan-2017	\$ Difference Jan-2017
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,352,117	1,919,650	(567,533)	1,212,362	139,755
<b>TOTAL LIABILITIES</b>	<b>1,352,117</b>	<b>1,919,650</b>	<b>(567,533)</b>	<b>1,212,362</b>	<b>139,755</b>
<b>SHARES</b>					
Share and Club Accounts	63,065,038	63,520,946	(455,909)	58,221,264	4,843,774
Money Market Accounts	24,763,644	24,589,966	173,678	23,698,478	1,065,166
Share Draft Accounts	30,791,476	30,400,877	390,599	28,193,992	2,597,484
Share Certificates	9,451,327	9,577,679	(126,352)	10,178,679	(727,353)
Demand IRA Accounts	4,677,880	4,712,170	(34,291)	4,891,219	(213,340)
IRA Certificates	2,802,626	2,824,764	(22,138)	3,146,141	(343,516)
<b>TOTAL SHARES</b>	<b>135,551,990</b>	<b>135,626,403</b>	<b>(74,412)</b>	<b>128,329,775</b>	<b>7,222,215</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(527,726)	(385,616)	(142,110)	(316,509)	(211,218)
Undivided Earnings	4,197,922	4,175,061	22,861	3,876,362	321,560
<b>TOTAL EQUITY</b>	<b>9,858,364</b>	<b>9,977,613</b>	<b>(119,249)</b>	<b>9,748,022</b>	<b>110,342</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>146,762,472</b>	<b>147,523,666</b>	<b>(761,194)</b>	<b>139,290,159</b>	<b>7,472,313</b>

**Tucson Old Pueblo Credit Union**  
**SUMMARY INCOME STATEMENT**



As of: 1/31/2018

Produced: 2/8/2018 11:43:04AM

	MTD Actual Jan-2018	Prior Mo Actual Dec-2017	QTD Actual Jan-2018	YTD Actual Jan-2018	YTD Budget Jan-2018	\$ Diff YTD Jan-2018	% Diff YTD Jan-2018
<b>INCOME</b>							
Interest on Loans	386,364	388,341	386,364	386,364	390,154	(3,790)	(0.97)
Interest on Investments	66,563	70,511	66,563	66,563	71,200	(4,637)	(6.51)
Fee and Other Operating Income	165,810	134,372	165,810	165,810	151,347	14,463	9.56
<b>TOTAL INCOME</b>	<b>618,737</b>	<b>593,224</b>	<b>618,737</b>	<b>618,737</b>	<b>612,701</b>	<b>6,036</b>	<b>0.99</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	201,552	187,996	201,552	201,552	217,502	(15,950)	(7.33)
Payroll Tax Expense	20,225	11,376	20,225	20,225	21,235	(1,010)	(4.75)
Employee Commissions/Incentives	6,622	7,354	6,622	6,622	10,440	(3,818)	(36.57)
Employee Benefits	25,848	27,121	25,848	25,848	26,622	(774)	(2.91)
Meetings	749	900	749	749	921	(172)	(18.63)
Loan Servicing	23,475	25,603	23,475	23,475	27,952	(4,477)	(16.02)
State Banking Department Fee	1,741	1,741	1,741	1,741	1,741	0	0.00
Office Occupancy	35,307	39,749	35,307	35,307	38,046	(2,739)	(7.20)
Office Operations	52,601	53,262	52,601	52,601	49,116	3,485	7.09
Miscellaneous Expenses	2,637	2,870	2,637	2,637	1,150	1,487	129.28
Association Dues	4,016	2,217	4,016	4,016	5,022	(1,006)	(20.03)
Education, Training & Research	790	1,384	790	790	4,325	(3,535)	(81.74)
Professional & Outside Services	93,291	91,673	93,291	93,291	98,905	(5,614)	(5.68)
Travel & Conferences	0	320	0	0	1,863	(1,863)	(100.00)
Promotional Expenses	4,732	7,144	4,732	4,732	10,313	(5,581)	(54.11)
Operating Losses	1,235	1,625	1,235	1,235	2,620	(1,385)	(52.88)
<b>TOTAL OPERATING EXPENSES</b>	<b>474,820</b>	<b>462,336</b>	<b>474,820</b>	<b>474,820</b>	<b>517,773</b>	<b>(42,953)</b>	<b>(8.30)</b>
<b>NET OPERATING INCOME</b>	<b>143,917</b>	<b>130,889</b>	<b>143,917</b>	<b>143,917</b>	<b>94,928</b>	<b>48,989</b>	<b>51.61</b>
Provision for Loan Losses	112,454	124,525	112,454	112,454	50,000	62,454	124.91
Provision for Courtesy Pay Losses	1,479	(613)	1,479	1,479	3,500	(2,021)	(57.74)
Dividend Expense	7,123	7,166	7,123	7,123	7,149	(26)	(0.37)
Interest on Borrowings	0	2,856	0	0	0	0	0.00
(Gain)/Loss on Investments	0	4,140	0	0	0	0	0.00
(Gain)/Loss on Other Assets	0	2,976	0	0	0	0	0.00
<b>NET INCOME</b>	<b>22,861</b>	<b>(10,161)</b>	<b>22,861</b>	<b>22,861</b>	<b>34,279</b>	<b>(11,418)</b>	<b>(33.31)</b>