

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 3/31/2017

Produced: 4/11/2017 2:17:56PM

	Current Month Mar-2017	Prior Month Feb-2017	\$ Difference Feb-2017	Prior Year Mar-2016	\$ Difference Mar-2016
LOANS					
Credit Card Loans	1,413,743	1,401,053	12,691	1,356,646	57,098
Unsecured Loans	4,119,290	4,438,960	(319,670)	4,571,247	(451,957)
Direct Auto Loans	8,165,163	7,903,993	261,170	8,062,212	102,951
Indirect Auto Loans	27,852,855	25,558,342	2,294,513	17,489,983	10,362,872
Home Equity Loans	6,392,884	6,544,152	(151,267)	7,200,943	(808,058)
Fixed Real Estate Loans	18,953,456	19,057,321	(103,865)	20,694,338	(1,740,882)
Variable/Hybrid/Balloon RE Loans	3,397,341	3,543,649	(146,307)	4,066,735	(669,394)
Business Loans	788,204	673,966	114,239	0	788,204
Consumer Loan Participations	4,491,146	4,592,288	(101,142)	0	4,491,146
Share & Certificate Secured Loans	450,045	461,002	(10,957)	443,222	6,823
Other Loans	1,606,587	1,589,519	17,068	1,150,162	456,425
TOTAL LOANS	77,630,715	75,764,243	1,866,472	65,035,488	12,595,227
Allowance for Loan Losses	(786,839)	(813,791)	26,952	(779,832)	(7,007)
NET LOANS	76,843,876	74,950,452	1,893,424	64,255,656	12,588,220
CASH AND CASH EQUIVALENTS	1,245,909	1,936,006	(690,097)	1,844,669	(598,760)
INVESTMENTS	57,294,628	54,890,834	2,403,794	65,700,960	(8,406,331)
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,731,656	3,741,488	(9,832)	3,801,613	(69,957)
F F & E and Leasehold Improvements (Net)	171,763	82,754	89,009	160,731	11,032
OTHER ASSETS					
Accrued Interest Receivable	316,118	307,983	8,135	334,380	(18,262)
Prepaid Expenses	546,661	568,587	(21,927)	423,869	122,792
Other Assets	4,958,858	5,137,505	(178,647)	4,914,898	43,960
TOTAL ASSETS	145,109,470	141,615,610	3,493,860	141,436,776	3,672,694
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,284,491	1,295,946	(11,455)	1,365,990	(81,499)
TOTAL LIABILITIES	1,284,491	1,295,946	(11,455)	1,365,990	(81,499)
SHARES					
Share and Club Accounts	60,486,882	58,993,469	1,493,413	58,992,029	1,494,853
Money Market Accounts	23,835,292	23,701,219	134,073	23,184,572	650,720
Share Draft Accounts	31,622,649	29,691,779	1,930,870	27,897,494	3,725,154
Share Certificates	10,136,558	10,167,637	(31,079)	11,494,883	(1,358,325)
Demand IRA Accounts	4,839,422	4,854,305	(14,883)	5,201,262	(361,841)
IRA Certificates	3,127,118	3,132,969	(5,852)	3,471,462	(344,344)
TOTAL SHARES	134,047,920	130,541,378	3,506,542	130,241,702	3,806,218
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(364,872)	(317,851)	(47,020)	(71,598)	(293,274)
Undivided Earnings	3,953,762	3,907,969	45,793	3,712,514	241,248
TOTAL EQUITY	9,777,059	9,778,286	(1,227)	9,829,085	(52,026)
TOTAL LIABILITIES AND EQUITY	145,109,470	141,615,610	3,493,860	141,436,776	3,672,694

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 4/11/17
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 4/11/17
 G. Vernon Babilon, President/CEO Date

William Richards 4-10-17
 William Richards, Treasurer Date

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 3/31/2017

Produced: 4/11/2017 3:58:03PM

	MTD Actual Mar-2017	Prior Mo Actual Feb-2017	QTD Actual Mar-2017	YTD Actual Mar-2017	YTD Budget Mar-2017	\$ Diff YTD Mar-2017	% Diff YTD Mar-2017
INCOME							
Interest on Loans	372,941	346,217	1,070,266	1,070,266	1,053,048	17,218	1.64
Interest on Investments	70,163	63,134	201,766	201,766	196,304	5,462	2.78
Fee and Other Operating Income	135,012	118,447	389,863	389,863	401,115	(11,252)	(2.81)
TOTAL INCOME	578,116	527,799	1,661,895	1,661,895	1,650,467	11,428	0.69
OPERATING EXPENSES							
Employee Compensation	208,425	182,322	587,376	587,376	589,950	(2,574)	(0.44)
Payroll Tax Expense	18,109	16,170	52,975	52,975	51,272	1,703	3.32
Employee Commissions/Incentives	12,079	6,678	36,108	36,108	38,394	(2,286)	(5.95)
Employee Benefits	24,662	26,279	77,624	77,624	82,050	(4,426)	(5.39)
Meetings	939	739	2,391	2,391	3,790	(1,399)	(36.92)
Loan Servicing	39,452	38,778	116,132	116,132	123,537	(7,405)	(5.99)
State Banking Department Fee	1,355	1,355	4,065	4,065	3,954	111	2.81
Office Occupancy	39,408	38,484	118,052	118,052	111,434	6,618	5.94
Office Operations	55,775	57,678	170,149	170,149	169,545	604	0.36
Miscellaneous Expenses	733	1,059	3,359	3,359	3,800	(441)	(11.61)
Association Dues	2,705	2,502	8,200	8,200	9,021	(821)	(9.10)
Education, Training & Research	327	2,648	3,511	3,511	2,627	884	33.64
Professional & Outside Services	89,568	95,825	272,481	272,481	271,382	1,099	0.40
Travel & Conferences	1,449	833	2,483	2,483	9,657	(7,174)	(74.29)
Promotional Expenses	4,848	2,538	13,300	13,300	16,325	(3,025)	(18.53)
Operating Losses	7,909	5,695	17,640	17,640	5,925	11,715	197.72
TOTAL OPERATING EXPENSES	507,744	479,583	1,485,846	1,485,846	1,492,663	(6,817)	(0.46)
NET OPERATING INCOME	70,372	48,215	176,050	176,050	157,804	18,246	11.56
Provision for Loan Losses	13,826	5,571	104,145	104,145	90,750	13,395	14.76
Provision for Courtesy Pay Losses	2,023	5,025	11,338	11,338	6,750	4,588	67.97
Dividend Expense	7,237	6,460	21,048	21,048	22,047	(999)	(4.53)
Interest on Borrowings	0	610	2,002	2,002	0	2,002	0.00
(Gain)/Loss on Other Assets	1,494	(1,058)	436	436	0	436	0.00
NET INCOME	45,793	31,607	37,082	37,082	38,257	(1,175)	(3.07)