

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



As of: 3/31/2020

Produced: 4/10/2020 9:14:51AM

	Current Month Mar-2020	Prior Month Feb-2020	\$ Difference Feb-2020	Prior Year Mar-2019	\$ Difference Mar-2019
<b>ASSETS</b>					
<b>LOANS</b>					
Credit Card Loans	1,615,214	1,644,637	(29,423)	1,466,343	148,871
Unsecured Loans	4,618,032	4,607,379	10,653	3,954,949	663,084
Direct Auto Loans	7,680,251	7,575,290	104,961	8,252,926	(572,675)
Indirect Auto Loans	36,857,039	36,435,894	421,145	35,798,081	1,058,958
Home Equity Loans	4,645,975	4,358,381	287,594	4,895,563	(249,588)
Fixed Real Estate Loans	14,857,548	15,282,490	(424,942)	16,286,753	(1,429,205)
Variable/Hybrid/Balloon RE Loans	1,371,519	1,377,473	(5,955)	1,731,278	(359,759)
MBL & Commercial Loans	7,372,918	6,799,333	573,585	2,555,784	4,817,134
Share & Certificate Secured Loans	412,207	425,419	(13,212)	479,778	(67,571)
Solar Loans	3,694,668	3,649,873	44,795	2,330,604	1,364,064
Other Loans	707,955	686,551	21,404	601,619	106,336
Loan Participations	5,732,547	5,835,298	(102,751)	7,276,257	(1,543,710)
Net Deferred (Fees) Costs	307,828	309,308	(1,480)	379,524	(71,697)
<b>GROSS LOANS</b>	<b>89,873,699</b>	<b>88,987,327</b>	<b>886,372</b>	<b>86,009,458</b>	<b>3,864,241</b>
Allowance for Loan Losses	(1,129,835)	(1,096,380)	(33,455)	(1,028,641)	(101,195)
<b>NET LOANS</b>	<b>88,743,864</b>	<b>87,890,947</b>	<b>852,917</b>	<b>84,980,817</b>	<b>3,763,047</b>
CASH AND CASH EQUIVALENTS	8,918,515	9,577,232	(658,717)	12,698,582	(3,780,067)
INVESTMENTS	46,715,718	47,007,654	(291,936)	47,473,445	(757,727)
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building	3,488,479	3,499,411	(10,932)	3,537,353	(48,874)
Other Fixed Assets	382,842	389,041	(6,200)	119,981	262,861
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	383,525	371,024	12,501	383,286	239
Prepaid Expenses	606,790	491,964	114,825	476,557	130,232
Other Assets	5,405,363	5,802,138	(396,776)	5,008,176	397,187
<b>TOTAL ASSETS</b>	<b>154,645,095</b>	<b>155,029,412</b>	<b>(384,317)</b>	<b>154,678,196</b>	<b>(33,101)</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* 4/10/2020  
 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 4/10/2020  
 G. Vernon Babilon, President/CEO Date

*Mike McKendrick* 4/30/2020  
 Mike McKendrick, Treasurer Date

Tucson Old Pueblo Credit Union  
SUMMARY BALANCE SHEET

As of: 3/31/2020  
Produced: 4/10/2020 9:14:52AM

	Current Month Mar-2020	Prior Month Feb-2020	\$ Difference Feb-2020	Prior Year Mar-2019	\$ Difference Mar-2019
<b>LIABILITIES AND MEMBERS' EQUITY</b>					
<b>LIABILITIES:</b>					
<b>MEMBERS' SHARE ACCOUNTS</b>					
Share and Club Accounts	65,328,876	64,460,194	868,683	64,647,423	681,453
Money Market Accounts	24,257,256	24,432,975	(175,719)	24,420,175	(162,919)
Share Draft Accounts	36,802,406	37,339,411	(537,005)	38,492,249	(1,689,843)
Share Certificates	7,462,848	7,515,488	(52,639)	7,986,217	(523,368)
Demand IRA Accounts	4,528,497	4,647,423	(118,926)	4,497,983	30,514
IRA Certificates	2,592,831	2,588,506	4,325	2,613,006	(20,174)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>140,972,715</b>	<b>140,983,997</b>	<b>(11,282)</b>	<b>142,657,053</b>	<b>(1,684,338)</b>
Accrued Expenses and Other Liabilities	566,951	1,114,590	(547,639)	835,459	(268,508)
<b>TOTAL LIABILITIES</b>	<b>141,539,666</b>	<b>142,098,587</b>	<b>(558,921)</b>	<b>143,492,512</b>	<b>(1,952,846)</b>
<b>MEMBERS' EQUITY:</b>					
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	1,039,161	658,001	381,160	(108,057)	1,147,217
Undivided Earnings	5,878,100	6,084,655	(206,556)	5,105,572	772,527
<b>TOTAL MEMBERS' EQUITY</b>	<b>13,105,429</b>	<b>12,930,825</b>	<b>174,604</b>	<b>11,185,684</b>	<b>1,919,745</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>154,645,095</b>	<b>155,029,412</b>	<b>(384,317)</b>	<b>154,678,196</b>	<b>(33,101)</b>

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



As of: 3/31/2020

Produced: 4/10/2020 9:13:03AM

	MTD Actual Mar-2020	Prior Mo Actual Feb-2020	QTD Actual Mar-2020	YTD Actual Mar-2020	YTD Budget Mar-2020	\$ Diff YTD Mar-2020	% Diff YTD Mar-2020
<b>INCOME</b>							
Interest on Loans	418,077	392,511	1,232,827	1,232,827	1,282,982	(50,155)	(3.91)
Interest on Investments	94,936	94,662	295,221	295,221	256,561	38,660	15.07
Fee and Other Operating Income	(58,336)	14,184	157,397	157,397	495,375	(337,978)	(68.23)
<b>TOTAL INCOME</b>	<b>454,677</b>	<b>501,357</b>	<b>1,685,445</b>	<b>1,685,445</b>	<b>2,034,918</b>	<b>(349,473)</b>	<b>(17.17)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	246,530	220,192	714,428	714,428	714,504	(76)	(0.01)
Payroll Tax Expense	18,562	18,057	70,611	70,611	63,492	7,119	11.21
Employee Commissions/Incentives	3,580	10,157	27,414	27,414	29,447	(2,033)	(6.90)
Employee Benefits	(158,054)	(85,894)	(189,106)	(189,106)	133,414	(322,520)	(241.74)
Meetings	335	764	2,795	2,795	2,800	(5)	(0.18)
Loan Servicing	29,938	30,689	86,907	86,907	94,476	(7,569)	(8.01)
State Banking Department Fee	1,269	1,269	3,807	3,807	3,807	0	0.00
Office Occupancy	31,880	31,821	94,675	94,675	104,727	(10,052)	(9.60)
Office Operations	42,445	45,513	136,590	136,590	169,580	(32,990)	(19.45)
Miscellaneous Expenses	2,568	1,157	10,848	10,848	5,850	4,998	85.43
Association Dues	2,422	3,682	8,525	8,525	9,225	(700)	(7.59)
Education, Training & Research	3,572	5,294	11,171	11,171	10,925	246	2.25
Professional & Outside Services	108,032	115,332	352,557	352,557	316,470	36,087	11.40
Travel & Conferences	1,300	13,314	14,708	14,708	6,300	8,408	133.46
Promotional Expenses	12,912	10,051	30,303	30,303	26,011	4,292	16.50
Operating Losses	1,013	1,061	3,420	3,420	6,920	(3,500)	(50.58)
<b>TOTAL OPERATING EXPENSES</b>	<b>348,305</b>	<b>422,459</b>	<b>1,379,654</b>	<b>1,379,654</b>	<b>1,697,948</b>	<b>(318,294)</b>	<b>(18.75)</b>
<b>NET OPERATING INCOME</b>	<b>106,372</b>	<b>78,898</b>	<b>305,792</b>	<b>305,792</b>	<b>336,970</b>	<b>(31,178)</b>	<b>(9.25)</b>
Provision for Loan Losses	92,804	119,574	308,511	308,511	120,000	188,511	157.09
Provision for Courtesy Pay Losses	3,925	(771)	4,201	4,201	7,500	(3,299)	(43.99)
Dividend Expense	17,098	16,495	51,002	51,002	51,272	(270)	(0.53)
Interest on Borrowings	4	0	44	44	0	44	0.00
(Gain)/Loss on Investments	199,097	6,405	205,502	205,502	0	205,502	0.00
(Gain)/Loss on Fixed Assets	0	0	(50)	(50)	0	(50)	0.00
<b>NET INCOME</b>	<b>(206,556)</b>	<b>(62,805)</b>	<b>(263,418)</b>	<b>(263,418)</b>	<b>158,198</b>	<b>(421,616)</b>	<b>(266.51)</b>