

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 11/30/2018

Produced: 12/10/2018 3:58:23PM

	Current Month Nov-2018	Prior Month Oct-2018	\$ Difference Oct-2018	Prior Year Nov-2017	\$ Difference Nov-2017
LOANS					
Credit Card Loans	1,428,127	1,400,997	27,130	1,430,969	(2,842)
Unsecured Loans	3,896,583	3,979,035	(82,452)	3,873,136	23,446
Direct Auto Loans	8,725,520	8,781,340	(55,820)	7,757,569	967,950
Indirect Auto Loans	38,245,666	38,877,581	(631,915)	34,342,253	3,903,413
Home Equity Loans	5,623,698	5,464,814	158,884	5,870,598	(246,900)
Fixed Real Estate Loans	16,747,349	16,700,960	46,388	18,345,623	(1,598,274)
Variable/Hybrid/Balloon RE Loans	2,155,372	2,312,008	(156,636)	2,717,622	(562,250)
MBL & Commercial Loans	561,500	558,959	2,541	169,193	392,308
Share & Certificate Secured Loans	417,470	428,497	(11,028)	472,522	(55,052)
Other Loans	2,749,679	2,697,646	52,033	1,944,771	804,907
Loan Participations	7,779,182	7,921,717	(142,535)	9,649,414	(1,870,232)
TOTAL LOANS	88,330,144	89,123,554	(793,410)	86,573,670	1,756,474
Allowance for Loan Losses	(1,039,964)	(1,018,581)	(21,383)	(960,358)	(79,607)
NET LOANS	87,290,180	88,104,973	(814,793)	85,613,313	1,676,868
CASH	1,489,970	1,795,135	(305,166)	1,336,227	153,743
CASH DUE FROM BANKS & INVESTMENTS	52,248,720	47,822,645	4,426,075	49,149,636	3,099,084
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,577,338	3,573,462	3,876	3,659,939	(82,601)
F F & E and Leasehold Improvements (Net)	134,013	131,082	2,932	173,824	(39,811)
OTHER ASSETS					
Accrued Interest Receivable	353,794	376,287	(22,493)	349,742	4,052
Prepaid Expenses	655,523	601,848	53,675	671,501	(15,978)
Other Assets	5,312,165	5,385,906	(73,742)	4,951,340	360,825
TOTAL ASSETS	151,061,702	147,791,339	3,270,363	145,905,521	5,156,182

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 12/10/18

 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 12/11/18

 G. Vernon Babilon, President/CEO Date

Richard Prater 12/09/18

 Richard Prater, Treasurer Date

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET

As of: 11/30/2018
 Produced: 12/10/2018 3:58:24PM

	Current Month Nov-2018	Prior Month Oct-2018	\$ Difference Oct-2018	Prior Year Nov-2017	\$ Difference Nov-2017
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,399,927	1,378,055	21,872	1,351,302	48,625
TOTAL LIABILITIES	1,399,927	1,378,055	21,872	1,351,302	48,625
SHARES					
Share and Club Accounts	63,072,060	62,315,202	756,859	63,220,466	(148,405)
Money Market Accounts	25,085,405	25,095,590	(10,185)	24,275,589	809,816
Share Draft Accounts	34,601,913	31,795,106	2,806,807	29,907,282	4,694,631
Share Certificates	8,369,415	8,656,794	(287,379)	9,612,639	(1,243,224)
Demand IRA Accounts	5,265,442	5,365,687	(100,245)	4,644,216	621,226
IRA Certificates	2,649,040	2,661,054	(12,015)	2,857,551	(208,511)
TOTAL SHARES	139,043,275	135,889,432	3,153,843	134,517,743	4,525,532
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(476,437)	(569,769)	93,332	(336,915)	(139,522)
Undivided Earnings	4,906,769	4,905,453	1,317	4,185,222	721,548
TOTAL EQUITY	10,618,501	10,523,852	94,649	10,036,476	582,025
TOTAL LIABILITIES AND EQUITY	151,061,702	147,791,339	3,270,363	145,905,521	5,156,182

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 11/30/2018

Produced: 12/10/2018 3:58:01PM

	MTD Actual Nov-2018	Prior Mo Actual Oct-2018	QTD Actual Nov-2018	YTD Actual Nov-2018	YTD Budget Nov-2018	\$ Diff YTD Nov-2018	% Diff YTD Nov-2018
INCOME							
Interest on Loans	376,084	389,240	765,325	4,211,306	4,183,957	27,349	0.65
Interest on Investments	82,153	83,508	165,661	844,783	802,073	42,710	5.33
Fee and Other Operating Income	120,220	173,898	294,118	1,686,696	1,566,506	120,190	7.67
TOTAL INCOME	578,458	646,646	1,225,104	6,742,786	6,552,536	190,250	2.90
OPERATING EXPENSES							
Employee Compensation	191,684	195,467	387,151	2,035,256	2,278,841	(243,585)	(10.69)
Payroll Tax Expense	15,062	15,790	30,851	166,792	186,093	(19,301)	(10.37)
Employee Commissions/Incentives	3,600	8,807	12,407	54,538	95,038	(40,500)	(42.61)
Employee Benefits	23,460	22,889	46,349	249,181	303,790	(54,609)	(17.98)
Meetings	(841)	3,759	2,918	11,004	19,588	(8,584)	(43.82)
Loan Servicing	32,693	30,602	63,295	299,920	309,972	(10,052)	(3.24)
State Banking Department Fee	1,269	1,269	2,538	17,728	19,507	(1,779)	(9.12)
Office Occupancy	37,474	37,725	75,199	404,991	423,975	(18,984)	(4.48)
Office Operations	56,369	52,666	109,035	573,051	527,736	45,315	8.59
Miscellaneous Expenses	3,783	1,332	5,115	21,331	17,150	4,181	24.38
Association Dues	2,321	2,321	4,643	27,444	28,342	(898)	(3.17)
Education, Training & Research	322	661	982	18,900	16,325	2,575	15.78
Professional & Outside Services	102,044	98,392	200,436	1,070,973	1,094,876	(23,903)	(2.18)
Travel & Conferences	518	0	518	8,977	21,446	(12,469)	(58.14)
Promotional Expenses	4,817	5,246	10,063	58,386	101,993	(43,607)	(42.75)
Operating Losses	2,573	1,258	3,831	17,620	28,820	(11,200)	(38.86)
TOTAL OPERATING EXPENSES	477,147	478,184	955,331	5,036,092	5,473,492	(437,400)	(7.99)
NET OPERATING INCOME	101,311	168,462	269,773	1,706,694	1,079,044	627,650	58.17
Provision for Loan Losses	91,484	38,780	130,264	841,906	550,000	291,906	53.07
Provision for Courtesy Pay Losses	(11)	1,821	1,810	22,308	38,500	(16,192)	(42.06)
Dividend Expense	8,521	7,705	16,226	79,871	77,669	2,202	2.84
Interest on Borrowings	0	0	0	3,467	0	3,467	0.00
(Gain)/Loss on Other Assets	0	0	0	828	0	828	0.00
Non-Operating (Income)/Expense	0	387	387	26,605	0	26,605	0.00
NET INCOME	1,317	119,769	121,086	731,709	412,875	318,834	77.22