

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 11/30/2019

Produced: 12/9/2019 11:16:56AM

	Current Month Nov-2019	Prior Month Oct-2019	\$ Difference Oct-2019	Prior Year Nov-2018	\$ Difference Nov-2018
ASSETS					
LOANS					
Credit Card Loans	1,648,385	1,630,418	17,967	1,428,127	220,258
Unsecured Loans	4,457,598	4,409,290	48,308	3,896,583	561,015
Direct Auto Loans	7,886,197	7,827,512	58,685	8,725,520	(839,323)
Indirect Auto Loans	34,135,884	34,276,049	(140,165)	38,245,666	(4,109,782)
Home Equity Loans	4,460,295	4,743,210	(282,915)	5,623,698	(1,163,403)
Fixed Real Estate Loans	15,408,732	15,655,498	(246,766)	16,747,349	(1,338,617)
Variable/Hybrid/Balloon RE Loans	1,574,352	1,580,018	(5,666)	2,155,372	(581,020)
MBL & Commercial Loans	5,901,675	5,687,754	213,921	561,500	5,340,175
Share & Certificate Secured Loans	459,894	465,217	(5,323)	417,470	42,424
Solar Loans	3,153,294	3,022,494	130,800	2,181,771	971,523
Other Loans	672,300	650,677	21,624	567,908	104,392
Loan Participations	6,138,183	6,255,486	(117,302)	7,721,099	(1,582,915)
Net Deferred (Fees) Costs	287,998	295,840	(7,843)	444,549	(156,551)
GROSS LOANS	86,184,787	86,499,462	(314,676)	88,716,610	(2,531,824)
Allowance for Loan Losses	(988,709)	(1,019,105)	30,397	(1,039,964)	51,255
NET LOANS	85,196,078	85,480,357	(284,279)	87,676,646	(2,480,568)
CASH AND CASH EQUIVALENTS	13,360,420	11,778,967	1,581,453	11,373,858	1,986,562
INVESTMENTS	44,548,233	43,906,166	642,067	42,028,602	2,519,631
PROPERTY AND EQUIPMENT					
Land & Building	3,470,855	3,475,181	(4,326)	3,577,338	(106,483)
Other Fixed Assets	378,030	379,512	(1,482)	134,013	244,017
OTHER ASSETS					
Accrued Interest Receivable	368,985	395,631	(26,646)	353,794	15,191
Prepaid Expenses	345,636	274,571	71,064	269,057	76,579
Other Assets	5,722,986	5,664,178	58,808	4,916,661	806,324
TOTAL ASSETS	153,391,222	151,354,563	2,036,659	150,329,969	3,061,253

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 12/9/19
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 12/9/19
 G. Vernon Babilon, President/CEO Date

Mike McKendrick 12/18/19
 Mike McKendrick, Treasurer Date

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As of: 11/30/2019
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	Current Month Nov-2019	Prior Month Oct-2019	\$ Difference Oct-2019	Prior Year Nov-2018	\$ Difference Nov-2018
LIABILITIES AND MEMBERS' EQUITY					
LIABILITIES:					
MEMBERS' SHARE ACCOUNTS					
Share and Club Accounts	64,029,862	63,882,667	147,194	63,072,060	957,801
Money Market Accounts	24,813,030	24,822,491	(9,461)	25,085,405	(272,375)
Share Draft Accounts	35,990,926	33,729,172	2,261,753	34,601,913	1,389,013
Share Certificates	7,643,585	8,027,538	(383,952)	8,369,415	(725,830)
Demand IRA Accounts	4,689,220	4,703,737	(14,516)	5,265,442	(576,222)
IRA Certificates	2,622,156	2,647,494	(25,338)	2,649,040	(26,883)
TOTAL MEMBERS' SHARE ACCOUNTS	139,788,779	137,813,098	1,975,681	139,043,275	745,504
Accrued Expenses and Other Liabilities	954,973	955,432	(458)	668,194	286,780
TOTAL LIABILITIES	140,743,752	138,768,530	1,975,222	139,711,468	1,032,284
MEMBERS' EQUITY:					
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	404,908	415,389	(10,481)	(476,437)	881,345
Undivided Earnings	6,054,393	5,982,475	71,917	4,906,769	1,147,623
TOTAL MEMBERS' EQUITY	12,647,470	12,586,033	61,437	10,618,501	2,028,969
TOTAL LIABILITIES AND MEMBERS' EQUITY	153,391,222	151,354,563	2,036,659	150,329,969	3,061,253

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 11/30/2019

Produced: 12/9/2019 11:17:26AM

	MTD Actual Nov-2019	Prior Mo Actual Oct-2019	QTD Actual Nov-2019	YTD Actual Nov-2019	YTD Budget Nov-2019	\$ Diff YTD Nov-2019	% Diff YTD Nov-2019
INCOME							
Interest on Loans	394,033	403,432	797,465	4,249,226	4,496,974	(247,748)	(5.51)
Interest on Investments	98,054	103,758	201,812	1,127,473	1,070,209	57,264	5.35
Fee and Other Operating Income	132,422	173,719	306,141	1,648,357	1,636,796	11,561	0.71
TOTAL INCOME	624,509	680,909	1,305,418	7,025,055	7,203,979	(178,924)	(2.48)
OPERATING EXPENSES							
Employee Compensation	198,467	220,204	418,671	2,305,872	2,343,949	(38,077)	(1.62)
Payroll Tax Expense	15,149	17,768	32,917	185,513	189,469	(3,956)	(2.09)
Employee Commissions/Incentives	4,654	11,829	16,483	83,556	69,886	13,670	19.56
Employee Benefits	27,537	28,789	56,326	305,732	351,638	(45,906)	(13.05)
Meetings	0	2,405	2,405	8,481	14,470	(5,989)	(41.39)
Loan Servicing	24,842	32,538	57,380	294,715	329,142	(34,427)	(10.46)
State Banking Department Fee	1,269	1,269	2,538	13,957	14,148	(191)	(1.35)
Office Occupancy	24,297	25,115	49,412	380,906	402,339	(21,433)	(5.33)
Office Operations	45,059	56,507	101,566	579,480	623,641	(44,161)	(7.08)
Miscellaneous Expenses	2,067	1,533	3,600	20,601	20,800	(199)	(0.96)
Association Dues	2,729	2,414	5,143	26,871	29,277	(2,406)	(8.22)
Education, Training & Research	739	919	1,658	13,531	15,425	(1,894)	(12.28)
Professional & Outside Services	108,901	103,574	212,475	1,154,571	1,141,676	12,895	1.13
Travel & Conferences	1,915	7,979	9,894	26,519	24,134	2,385	9.88
Promotional Expenses	9,643	7,371	17,014	71,335	92,981	(21,646)	(23.28)
Operating Losses	(1,498)	3,344	1,846	24,447	25,374	(927)	(3.65)
TOTAL OPERATING EXPENSES	465,769	523,560	989,329	5,496,088	5,688,349	(192,261)	(3.38)
NET OPERATING INCOME	158,740	157,349	316,089	1,528,967	1,515,630	13,337	0.88
Provision for Loan Losses	69,019	35,247	104,266	400,027	595,833	(195,806)	(32.86)
Provision for Courtesy Pay Losses	461	1,872	2,333	19,860	30,250	(10,390)	(34.35)
Dividend Expense	16,832	17,154	33,986	162,348	157,664	4,684	2.97
Interest on Borrowings	0	0	0	799	0	799	0.00
(Gain)/Loss on Investments	511	0	511	(225,017)	0	(225,017)	0.00
(Gain)/Loss on Fixed Assets	0	111	111	18,808	15,773	3,035	19.24
(Gain)/Loss on Other Assets	0	0	0	1,256	0	1,256	0.00
NET INCOME	71,917	102,964	174,881	1,150,887	716,110	434,777	60.71