

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



As of: 12/31/2019

Produced: 1/10/2020 12:17:29PM

	Current Month Dec-2019	Prior Month Nov-2019	\$ Difference Nov-2019	Prior Year Dec-2018	\$ Difference Dec-2018
<b>ASSETS</b>					
<b>LOANS</b>					
Credit Card Loans	1,676,134	1,648,385	27,749	1,492,365	183,768
Unsecured Loans	4,501,562	4,457,598	43,965	3,955,400	546,163
Direct Auto Loans	7,700,148	7,886,197	(186,049)	8,590,021	(889,873)
Indirect Auto Loans	34,736,254	34,135,884	600,371	37,568,270	(2,832,016)
Home Equity Loans	4,500,939	4,460,295	40,644	5,303,571	(802,632)
Fixed Real Estate Loans	15,352,396	15,408,732	(56,336)	16,668,502	(1,316,106)
Variable/Hybrid/Balloon RE Loans	1,389,184	1,574,352	(185,169)	1,763,745	(374,562)
MBL & Commercial Loans	5,889,372	5,901,675	(12,303)	555,977	5,333,395
Share & Certificate Secured Loans	448,017	459,894	(11,877)	438,220	9,797
Solar Loans	3,383,416	3,153,294	230,122	2,346,368	1,037,048
Other Loans	668,571	672,300	(3,729)	552,129	116,442
Loan Participations	6,049,626	6,138,183	(88,557)	7,632,930	(1,583,303)
Net Deferred (Fees) Costs	294,995	287,998	6,997	432,275	(137,280)
<b>GROSS LOANS</b>	<b>86,590,613</b>	<b>86,184,787</b>	<b>405,826</b>	<b>87,299,772</b>	<b>(709,159)</b>
Allowance for Loan Losses	(1,000,715)	(988,709)	(12,007)	(1,016,228)	15,512
<b>NET LOANS</b>	<b>85,589,898</b>	<b>85,196,078</b>	<b>393,820</b>	<b>86,283,544</b>	<b>(693,646)</b>
CASH AND CASH EQUIVALENTS	8,431,120	13,360,420	(4,929,300)	9,983,975	(1,552,855)
INVESTMENTS	47,768,063	44,548,233	3,219,831	43,330,762	4,437,301
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building	3,460,913	3,470,855	(9,942)	3,567,342	(106,429)
Other Fixed Assets	397,467	378,030	19,436	129,596	267,871
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	389,948	368,985	20,963	385,960	3,989
Prepaid Expenses	361,016	345,636	15,380	237,733	123,283
Other Assets	5,803,390	5,722,986	80,404	4,848,943	954,447
<b>TOTAL ASSETS</b>	<b>152,201,814</b>	<b>153,391,222</b>	<b>(1,189,408)</b>	<b>148,767,854</b>	<b>3,433,960</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* 1/10/20  
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 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 1/10/20  
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 G. Vernon Babilon, President/CEO Date

*Mike McKendrick* 1/21/20  
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 Mike McKendrick, Treasurer Date

	Current Month Dec-2019	Prior Month Nov-2019	\$ Difference Nov-2019	Prior Year Dec-2018	\$ Difference Dec-2018
<b>LIABILITIES AND MEMBERS' EQUITY</b>					
<b>LIABILITIES:</b>					
<b>MEMBERS' SHARE ACCOUNTS</b>					
Share and Club Accounts	63,576,257	64,029,862	(453,605)	62,950,790	625,467
Money Market Accounts	25,013,013	24,813,030	199,983	24,586,316	426,697
Share Draft Accounts	35,040,149	35,990,926	(950,776)	33,769,887	1,270,263
Share Certificates	7,546,424	7,643,585	(97,161)	8,215,931	(669,507)
Demand IRA Accounts	4,840,060	4,689,220	150,840	5,198,234	(358,173)
IRA Certificates	2,591,564	2,622,156	(30,592)	2,627,818	(36,254)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>138,607,469</b>	<b>139,788,779</b>	<b>(1,181,310)</b>	<b>137,348,976</b>	<b>1,258,493</b>
Accrued Expenses and Other Liabilities	955,599	954,973	626	683,103	272,496
<b>TOTAL LIABILITIES</b>	<b>139,563,068</b>	<b>140,743,752</b>	<b>(1,180,684)</b>	<b>138,032,079</b>	<b>1,530,989</b>
<b>MEMBERS' EQUITY:</b>					
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	309,060	404,908	(95,848)	(355,900)	664,960
Undivided Earnings	6,141,517	6,054,393	87,124	4,903,506	1,238,011
<b>TOTAL MEMBERS' EQUITY</b>	<b>12,638,746</b>	<b>12,647,470</b>	<b>(8,724)</b>	<b>10,735,775</b>	<b>1,902,971</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>152,201,814</b>	<b>153,391,222</b>	<b>(1,189,408)</b>	<b>148,767,854</b>	<b>3,433,960</b>

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



As of: 12/31/2019

Produced: 1/10/2020 12:18:44PM

	MTD Actual Dec-2019	Prior Mo Actual Nov-2019	QTD Actual Dec-2019	YTD Actual Dec-2019	YTD Budget Dec-2019	\$ Diff YTD Dec-2019	% Diff YTD Dec-2019
<b>INCOME</b>							
Interest on Loans	414,624	394,033	1,212,089	4,663,850	4,933,576	(269,726)	(5.47)
Interest on Investments	98,262	98,054	300,074	1,225,735	1,179,778	45,957	3.90
Fee and Other Operating Income	548,398	132,422	854,539	2,196,755	1,767,647	429,108	24.28
<b>TOTAL INCOME</b>	<b>1,061,285</b>	<b>624,509</b>	<b>2,366,702</b>	<b>8,086,340</b>	<b>7,881,001</b>	<b>205,339</b>	<b>2.61</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	613,124	198,467	1,031,794	2,918,996	2,560,650	358,346	13.99
Payroll Tax Expense	16,737	15,149	49,654	202,251	208,313	(6,062)	(2.91)
Employee Commissions/Incentives	30,178	4,654	46,661	113,734	103,416	10,318	9.98
Employee Benefits	29,532	27,537	85,858	335,265	384,331	(49,066)	(12.77)
Meetings	962	0	3,367	9,443	15,020	(5,577)	(37.13)
Loan Servicing	27,049	24,842	84,430	321,764	362,064	(40,300)	(11.13)
State Banking Department Fee	1,269	1,269	3,807	15,226	15,480	(254)	(1.64)
Office Occupancy	28,022	24,297	77,434	408,929	438,543	(29,615)	(6.75)
Office Operations	46,637	45,059	148,203	626,117	680,230	(54,113)	(7.96)
Miscellaneous Expenses	2,937	2,067	6,537	23,538	23,600	(62)	(0.26)
Association Dues	2,403	2,729	7,546	29,274	31,694	(2,420)	(7.64)
Education, Training & Research	2,044	739	3,701	15,574	16,400	(826)	(5.03)
Professional & Outside Services	110,244	108,901	322,719	1,264,815	1,240,050	24,765	2.00
Travel & Conferences	800	1,915	10,694	27,319	24,800	2,519	10.16
Promotional Expenses	8,105	9,643	25,119	79,440	101,440	(22,000)	(21.69)
Operating Losses	1,339	(1,498)	3,186	25,787	27,680	(1,893)	(6.84)
<b>TOTAL OPERATING EXPENSES</b>	<b>921,381</b>	<b>465,769</b>	<b>1,910,710</b>	<b>6,417,469</b>	<b>6,233,711</b>	<b>183,758</b>	<b>2.95</b>
<b>NET OPERATING INCOME</b>	<b>139,903</b>	<b>158,740</b>	<b>455,992</b>	<b>1,668,871</b>	<b>1,647,290</b>	<b>21,581</b>	<b>1.31</b>
Provision for Loan Losses	34,097	69,019	138,362	434,124	650,000	(215,876)	(33.21)
Provision for Courtesy Pay Losses	1,814	461	4,147	21,674	33,000	(11,326)	(34.32)
Dividend Expense	17,379	16,832	51,365	179,727	176,115	3,612	2.05
Interest on Borrowings	0	0	0	799	0	799	0.00
(Gain)/Loss on Investments	(511)	511	0	(225,528)	0	(225,528)	0.00
(Gain)/Loss on Fixed Assets	0	0	111	18,808	15,773	3,035	19.24
(Gain)/Loss on Other Assets	0	0	0	1,256	0	1,256	0.00
<b>NET INCOME</b>	<b>87,124</b>	<b>71,917</b>	<b>262,006</b>	<b>1,238,011</b>	<b>772,402</b>	<b>465,609</b>	<b>60.28</b>