

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



As of: 12/31/2017

Produced: 1/8/2018 10:11:47AM

	Current Month Dec-2017	Prior Month Nov-2017	\$ Difference Nov-2017	Prior Year Dec-2016	\$ Difference Dec-2016
<b>LOANS</b>					
Credit Card Loans	1,492,169	1,430,969	61,200	1,445,503	46,666
Unsecured Loans	3,832,705	3,873,136	(40,431)	4,672,254	(839,549)
Direct Auto Loans	7,918,373	7,757,569	160,804	7,962,738	(44,365)
Indirect Auto Loans	34,430,356	34,342,253	88,103	23,821,768	10,608,589
Home Equity Loans	5,807,517	5,870,598	(63,081)	6,692,791	(885,274)
Fixed Real Estate Loans	18,190,172	18,345,623	(155,451)	18,994,961	(804,790)
Variable/Hybrid/Balloon RE Loans	2,691,505	2,717,622	(26,117)	3,572,229	(880,724)
Business Loans	766,992	769,387	(2,395)	678,541	88,451
Consumer Loan Participations	8,922,640	9,049,220	(126,579)	4,773,849	4,148,791
Share & Certificate Secured Loans	466,015	472,522	(6,507)	475,624	(9,609)
Other Loans	2,063,707	1,944,771	118,936	1,581,377	482,330
<b>TOTAL LOANS</b>	<b>86,582,152</b>	<b>86,573,670</b>	<b>8,482</b>	<b>74,671,637</b>	<b>11,910,516</b>
Allowance for Loan Losses	(996,113)	(960,358)	(35,755)	(828,517)	(167,596)
<b>NET LOANS</b>	<b>85,586,040</b>	<b>85,613,313</b>	<b>(27,273)</b>	<b>73,843,120</b>	<b>11,742,920</b>
CASH	1,290,796	1,336,227	(45,430)	1,518,531	(227,734)
OVERNIGHT FUNDS & INVESTMENTS	50,731,004	49,149,636	1,581,368	54,729,163	(3,998,160)
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,650,360	3,659,939	(9,579)	3,750,850	(100,490)
F F & E and Leasehold Improvements (Net)	167,911	173,824	(5,913)	97,556	70,355
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	365,852	349,742	16,110	335,265	30,587
Prepaid Expenses	663,003	671,501	(8,499)	586,319	76,684
Other Assets	5,068,701	4,951,340	117,362	5,039,081	29,620
<b>TOTAL ASSETS</b>	<b>147,523,666</b>	<b>145,905,521</b>	<b>1,618,145</b>	<b>139,899,885</b>	<b>7,623,781</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* 1/8/18  
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 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 1/8/18  
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 G. Vernon Babilon, President/CEO Date

*Richard Prater* 1/25/18  
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 Richard Prater, Treasurer Date

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

As of: 12/31/2017  
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	Current Month Dec-2017	Prior Month Nov-2017	\$ Difference Nov-2017	Prior Year Dec-2016	\$ Difference Dec-2016
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,919,650	1,351,302	568,348	1,576,340	343,311
<b>TOTAL LIABILITIES</b>	<b>1,919,650</b>	<b>1,351,302</b>	<b>568,348</b>	<b>1,576,340</b>	<b>343,311</b>
<b>SHARES</b>					
Share and Club Accounts	63,520,946	63,220,466	300,480	58,143,434	5,377,512
Money Market Accounts	24,589,966	24,275,589	314,377	23,636,252	953,714
Share Draft Accounts	30,400,877	29,907,282	493,595	28,504,773	1,896,104
Share Certificates	9,577,679	9,612,639	(34,960)	10,345,717	(768,038)
Demand IRA Accounts	4,712,170	4,644,216	67,955	4,926,528	(214,358)
IRA Certificates	2,824,764	2,857,551	(32,787)	3,161,774	(337,010)
<b>TOTAL SHARES</b>	<b>135,626,403</b>	<b>134,517,743</b>	<b>1,108,660</b>	<b>128,718,478</b>	<b>6,907,925</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(385,616)	(336,915)	(48,701)	(499,781)	114,165
Undivided Earnings	4,175,061	4,185,222	(10,161)	3,916,680	258,380
<b>TOTAL EQUITY</b>	<b>9,977,613</b>	<b>10,036,476</b>	<b>(58,862)</b>	<b>9,605,068</b>	<b>372,546</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>147,523,666</b>	<b>145,905,521</b>	<b>1,618,145</b>	<b>139,899,885</b>	<b>7,623,781</b>

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



As of: 12/31/2017

Produced: 1/8/2018 10:13:02AM

	MTD Actual Dec-2017	Prior Mo Actual Nov-2017	QTD Actual Dec-2017	YTD Actual Dec-2017	YTD Budget Dec-2017	\$ Diff YTD Dec-2017	% Diff YTD Dec-2017
<b>INCOME</b>							
Interest on Loans	388,341	369,926	1,127,528	4,344,506	4,363,507	(19,001)	(0.44)
Interest on Investments	70,511	67,534	209,035	824,553	753,287	71,266	9.46
Fee and Other Operating Income	134,372	142,964	441,509	1,679,226	1,680,230	(1,004)	(0.06)
<b>TOTAL INCOME</b>	<b>593,224</b>	<b>580,425</b>	<b>1,778,072</b>	<b>6,848,286</b>	<b>6,797,024</b>	<b>51,262</b>	<b>0.75</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	187,996	195,219	576,040	2,346,596	2,365,750	(19,154)	(0.81)
Payroll Tax Expense	11,376	17,388	45,477	192,425	185,240	7,185	3.88
Employee Commissions/Incentives	7,354	27,071	57,537	144,331	132,026	12,305	9.32
Employee Benefits	27,121	25,720	78,639	309,714	328,200	(18,486)	(5.63)
Meetings	900	3,069	8,154	16,907	26,660	(9,753)	(36.58)
Loan Servicing	25,603	22,963	76,464	318,762	378,900	(60,138)	(15.87)
State Banking Department Fee	1,741	1,741	5,223	17,794	15,976	1,818	11.38
Office Occupancy	39,749	35,326	111,665	459,084	447,574	11,510	2.57
Office Operations	53,262	55,796	158,395	634,711	652,189	(17,478)	(2.68)
Miscellaneous Expenses	2,870	2,446	6,168	20,363	14,700	5,663	38.52
Association Dues	2,217	2,277	6,711	28,500	30,684	(2,184)	(7.12)
Education, Training & Research	1,384	(193)	1,264	8,696	14,304	(5,608)	(39.21)
Professional & Outside Services	91,673	92,978	285,196	1,115,928	1,069,886	46,042	4.30
Travel & Conferences	320	4,906	9,785	18,109	38,628	(20,519)	(53.12)
Promotional Expenses	7,144	4,487	14,845	63,764	63,325	439	0.69
Operating Losses	1,625	930	6,445	77,131	23,700	53,431	225.45
<b>TOTAL OPERATING EXPENSES</b>	<b>462,336</b>	<b>492,125</b>	<b>1,448,009</b>	<b>5,772,815</b>	<b>5,787,742</b>	<b>(14,927)</b>	<b>(0.26)</b>
<b>NET OPERATING INCOME</b>	<b>130,889</b>	<b>88,300</b>	<b>330,062</b>	<b>1,075,472</b>	<b>1,009,282</b>	<b>66,190</b>	<b>6.56</b>
Provision for Loan Losses	124,525	36,345	223,658	673,234	363,000	310,234	85.46
Provision for Courtesy Pay Losses	(613)	826	1,878	34,785	27,000	7,785	28.83
Dividend Expense	7,166	6,865	21,215	84,143	88,148	(4,005)	(4.54)
Interest on Borrowings	2,856	2,075	4,932	6,934	0	6,934	0.00
(Gain)/Loss on Investments	4,140	0	4,140	4,140	0	4,140	0.00
(Gain)/Loss on Other Assets	2,976	(887)	5,979	10,949	0	10,949	0.00
Non-Operating (Income)/Expense	0	0	0	2,906	0	2,906	0.00
<b>NET INCOME</b>	<b>(10,161)</b>	<b>43,076</b>	<b>68,261</b>	<b>258,380</b>	<b>531,134</b>	<b>(272,754)</b>	<b>(51.35)</b>