

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 12/31/2018

Produced: 1/9/2019 4:46:49PM

	Current Month Dec-2018	Prior Month Nov-2018	\$ Difference Nov-2018	Prior Year Dec-2017	\$ Difference Dec-2017
LOANS					
Credit Card Loans	1,492,365	1,428,127	64,239	1,492,169	197
Unsecured Loans	3,955,400	3,896,583	58,817	3,832,705	122,694
Direct Auto Loans	8,590,021	8,725,520	(135,499)	7,918,373	671,647
Indirect Auto Loans	37,568,270	38,245,666	(677,396)	34,430,356	3,137,914
Home Equity Loans	5,303,571	5,623,698	(320,127)	5,807,517	(503,946)
Fixed Real Estate Loans	16,668,502	16,747,349	(78,847)	18,190,172	(1,521,670)
Variable/Hybrid/Balloon RE Loans	1,763,745	2,155,372	(391,627)	2,691,505	(927,760)
MBL & Commercial Loans	555,977	561,500	(5,524)	168,311	387,665
Share & Certificate Secured Loans	438,220	417,470	20,750	466,015	(27,795)
Solar Loans	2,346,368	2,181,771	164,598	1,448,183	898,186
Other Loans	552,129	567,908	(15,779)	615,525	(63,395)
Loan Participations	7,687,145	7,779,182	(92,036)	9,521,321	(1,834,176)
TOTAL LOANS	86,921,713	88,330,144	(1,408,431)	86,582,152	339,561
Allowance for Loan Losses	(1,016,228)	(1,039,964)	23,736	(996,113)	(20,115)
NET LOANS	85,905,485	87,290,180	(1,384,695)	85,586,040	319,446
CASH	1,482,246	1,489,970	(7,724)	1,290,796	191,450
CASH DUE FROM BANKS & INVESTMENTS	51,768,406	52,248,720	(480,314)	50,731,004	1,037,402
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,567,342	3,577,338	(9,996)	3,650,360	(83,018)
F F & E and Leasehold Improvements (Net)	129,596	134,013	(4,417)	167,911	(38,315)
OTHER ASSETS					
Accrued Interest Receivable	385,960	353,794	32,166	365,852	20,108
Prepaid Expenses	615,792	655,523	(39,731)	663,003	(47,211)
Other Assets	5,525,623	5,312,165	213,458	5,068,701	456,921
TOTAL ASSETS	149,380,448	151,061,702	(1,681,254)	147,523,666	1,856,782

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 1/9/19
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 1/9/19
 G. Vernon Babilon, President/CEO Date

Richard Prater 1/23/19
 Richard Prater, Treasurer Date

	Current Month Dec-2018	Prior Month Nov-2018	\$ Difference Nov-2018	Prior Year Dec-2017	\$ Difference Dec-2017
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,295,697	1,399,927	(104,230)	1,919,650	(623,953)
TOTAL LIABILITIES	1,295,697	1,399,927	(104,230)	1,919,650	(623,953)
SHARES					
Share and Club Accounts	62,950,790	63,072,060	(121,270)	63,520,946	(570,156)
Money Market Accounts	24,586,316	25,085,405	(499,089)	24,589,966	(3,650)
Share Draft Accounts	33,769,887	34,601,913	(832,026)	30,400,877	3,369,009
Share Certificates	8,215,931	8,369,415	(153,484)	9,577,679	(1,361,748)
Demand IRA Accounts	5,198,234	5,265,442	(67,208)	4,712,170	486,064
IRA Certificates	2,627,818	2,649,040	(21,221)	2,824,764	(196,946)
TOTAL SHARES	137,348,976	139,043,275	(1,694,299)	135,626,403	1,722,574
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(355,900)	(476,437)	120,538	(385,616)	29,716
Undivided Earnings	4,903,506	4,906,769	(3,263)	4,175,061	728,446
TOTAL EQUITY	10,735,775	10,618,501	117,274	9,977,613	758,162
TOTAL LIABILITIES AND EQUITY	149,380,448	151,061,703	(1,681,254)	147,523,666	1,856,782

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 12/31/2018

Produced: 1/9/2019 4:51:30PM

	MTD Actual Dec-2018	Prior Mo Actual Nov-2018	QTD Actual Dec-2018	YTD Actual Dec-2018	YTD Budget Dec-2018	\$ Diff YTD Dec-2018	% Diff YTD Dec-2018
INCOME							
Interest on Loans	393,997	376,084	1,159,322	4,605,303	4,575,391	29,912	0.65
Interest on Investments	96,656	82,153	262,317	941,439	874,586	66,853	7.64
Fee and Other Operating Income	135,640	120,220	429,758	1,822,336	1,696,088	126,248	7.44
TOTAL INCOME	626,293	578,458	1,851,397	7,369,079	7,146,065	223,014	3.12
OPERATING EXPENSES							
Employee Compensation	177,408	191,684	564,559	2,212,664	2,478,704	(266,040)	(10.73)
Payroll Tax Expense	17,537	15,062	48,388	184,328	203,571	(19,243)	(9.45)
Employee Commissions/Incentives	31,350	3,600	43,757	85,888	126,642	(40,754)	(32.18)
Employee Benefits	27,001	23,460	73,350	276,182	333,991	(57,809)	(17.31)
Meetings	2,551	(841)	5,469	13,554	20,710	(7,156)	(34.55)
Loan Servicing	24,500	32,693	87,795	324,420	338,424	(14,004)	(4.14)
State Banking Department Fee	1,269	1,269	3,807	18,997	21,337	(2,340)	(10.97)
Office Occupancy	105,261	37,474	180,460	510,252	461,661	48,591	10.53
Office Operations	51,223	56,369	160,258	624,274	575,087	49,187	8.55
Miscellaneous Expenses	3,347	3,783	8,462	24,677	18,900	5,777	30.57
Association Dues	3,572	2,321	8,215	31,016	30,674	342	1.11
Education, Training & Research	322	322	1,304	19,222	17,000	2,222	13.07
Professional & Outside Services	103,510	102,044	303,946	1,174,483	1,192,929	(18,446)	(1.55)
Travel & Conferences	0	518	518	8,977	22,780	(13,803)	(60.59)
Promotional Expenses	8,120	4,817	18,183	66,507	110,306	(43,799)	(39.71)
Operating Losses	7,291	2,573	11,123	24,911	31,440	(6,529)	(20.77)
TOTAL OPERATING EXPENSES	564,263	477,147	1,519,593	5,600,354	5,984,156	(383,802)	(6.41)
NET OPERATING INCOME	62,030	101,311	331,804	1,768,725	1,161,909	606,816	52.23
Provision for Loan Losses	53,093	91,484	183,357	894,999	600,000	294,999	49.17
Provision for Courtesy Pay Losses	2,713	(11)	4,524	25,021	42,000	(16,979)	(40.43)
Dividend Expense	9,487	8,521	25,713	89,358	84,829	4,529	5.34
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	0	387	26,605	0	26,605	0.00
NET INCOME	(3,263)	1,317	117,823	728,446	435,080	293,366	67.43