

## Tucson Old Pueblo Credit Union

## SUMMARY BALANCE SHEET



As of: 9/30/2020

Produced: 10/9/2020 8:46:14AM

	Current Month Sep-2020	Prior Month Aug-2020	MTD Difference Aug-2020	Last Year End Dec-2019	YTD Difference Dec-2019	Prior Year Sep-2019	1 Yr Difference Sep-2019
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	1,488,348	1,490,083	(1,735)	1,676,134	(187,786)	1,610,202	(121,854)
Unsecured Loans	4,286,499	4,286,932	(433)	4,501,562	(215,063)	4,423,631	(137,132)
Direct Auto Loans	7,623,249	7,600,921	22,328	7,700,148	(76,899)	7,976,443	(353,194)
Indirect Auto Loans	36,000,446	36,425,412	(424,967)	34,736,254	1,264,191	33,597,507	2,402,938
Home Equity Loans	4,041,781	3,987,616	54,165	4,500,939	(459,158)	4,817,589	(775,808)
Fixed Real Estate Loans	13,817,471	13,905,750	(88,279)	15,352,396	(1,534,925)	15,652,613	(1,835,142)
Variable/Hybrid/Balloon RE Loans	1,333,676	1,340,388	(6,712)	1,389,184	(55,507)	1,640,700	(307,024)
MBL & Commercial Loans	17,773,491	17,238,403	535,088	5,889,372	11,884,119	5,703,818	12,069,673
Share & Certificate Secured Loans	370,499	378,623	(8,124)	448,017	(77,518)	452,558	(82,059)
Solar Loans	5,047,410	4,587,184	460,226	3,383,416	1,663,993	2,884,535	2,162,875
Other Loans	717,135	720,553	(3,418)	668,571	48,565	667,281	49,854
Loan Participations	5,032,831	5,119,784	(86,953)	6,049,626	(1,016,795)	6,445,323	(1,412,492)
Net Deferred (Fees) Costs	(42,292)	12,395	(54,687)	294,995	(337,287)	287,331	(329,624)
<b>GROSS LOANS</b>	<b>97,490,544</b>	<b>97,094,044</b>	<b>396,500</b>	<b>86,590,613</b>	<b>10,899,931</b>	<b>86,159,532</b>	<b>11,331,012</b>
Allowance for Loan Losses	(1,308,230)	(1,343,028)	34,797	(1,000,715)	(307,515)	(982,235)	(325,995)
<b>NET LOANS</b>	<b>96,182,313</b>	<b>95,751,016</b>	<b>431,297</b>	<b>85,589,898</b>	<b>10,592,416</b>	<b>85,177,297</b>	<b>11,005,017</b>
CASH AND CASH EQUIVALENTS	8,982,473	11,595,924	(2,613,451)	8,431,120	551,353	12,519,306	(3,536,833)
INVESTMENTS	57,145,333	54,407,733	2,737,600	47,768,063	9,377,270	43,210,442	13,934,891
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,554,004	3,553,400	604	3,460,913	93,091	3,485,049	68,954
Other Fixed Assets	563,987	524,208	39,779	397,467	166,520	385,446	178,541
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	432,046	440,472	(8,427)	389,948	42,098	366,433	65,613
Prepaid Expenses	508,366	567,170	(58,805)	361,016	147,350	293,889	214,476
Other Assets	6,024,031	5,878,839	145,193	5,803,390	220,641	5,153,808	870,223
<b>TOTAL ASSETS</b>	<b>173,392,552</b>	<b>172,718,762</b>	<b>673,790</b>	<b>152,201,814</b>	<b>21,190,738</b>	<b>150,591,670</b>	<b>22,800,882</b>

**SUMMARY BALANCE SHEET**

	Current Month Sep-2020	Prior Month Aug-2020	MTD Difference Aug-2020	Last Year End Dec-2019	YTD Difference Dec-2019	Prior Year Sep-2019	1 Yr Difference Sep-2019
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	74,156,140	73,394,521	761,619	63,576,257	10,579,883	63,974,427	10,181,713
Money Market Accounts	26,559,703	26,386,482	173,221	25,013,013	1,546,690	24,365,968	2,193,735
Share Draft Accounts	43,760,511	44,062,330	(301,819)	35,040,149	8,720,362	33,653,608	10,106,903
Share Certificates	6,974,707	6,987,006	(12,299)	7,546,424	(571,718)	8,056,900	(1,082,194)
Demand IRA Accounts	4,722,327	4,533,871	188,456	4,840,060	(117,733)	4,474,651	247,676
IRA Certificates	2,560,611	2,591,728	(31,117)	2,591,564	(30,953)	2,677,656	(117,045)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>158,733,999</b>	<b>157,955,939</b>	<b>778,060</b>	<b>138,607,469</b>	<b>20,126,530</b>	<b>137,203,211</b>	<b>21,530,788</b>
Accrued Expenses and Other Liabilities	729,009	808,347	(79,338)	955,599	(226,590)	942,876	(213,867)
<b>TOTAL LIABILITIES</b>	<b>159,463,008</b>	<b>158,764,286</b>	<b>698,721</b>	<b>139,563,068</b>	<b>19,899,940</b>	<b>138,146,086</b>	<b>21,316,921</b>
<b>MEMBERS' EQUITY:</b>							
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	1,292,975	1,499,385	(206,410)	309,060	983,915	377,904	915,071
Undivided Earnings	6,448,401	6,266,922	181,479	6,141,517	306,884	5,879,512	568,889
<b>TOTAL MEMBERS' EQUITY</b>	<b>13,929,545</b>	<b>13,954,476</b>	<b>(24,931)</b>	<b>12,638,746</b>	<b>1,290,799</b>	<b>12,445,584</b>	<b>1,483,961</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>173,392,552</b>	<b>172,718,762</b>	<b>673,790</b>	<b>152,201,814</b>	<b>21,190,738</b>	<b>150,591,670</b>	<b>22,800,882</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.

DocuSigned by:  
*Kenton Hall* 10/9/2020 | 11:10 AM MST  
Kenton Hall, VP of Finance/CFO

DocuSigned by:  
*G. Vernon Babilon* 10/13/2020 | 4:36 PM MST  
G. Vernon Babilon, President/CEO

Mike McKendrick, Treasurer

DocuSigned by:  
*Mike McKendrick* 10/30/2020 | 7:12 PM MST  
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**Tucson Old Pueblo Credit Union****SUMMARY INCOME STATEMENT**

As of: 9/30/2020

Produced: 10/9/2020 8:47:09AM

	MTD Actual Sep-2020	Prior Mo Actual Aug-2020	QTD Actual Sep-2020	YTD Actual Sep-2020	YTD Budget Sep-2020	\$ Diff YTD Sep-2020	% Diff YTD Sep-2020
<b>INCOME</b>							
Interest on Loans	431,559	450,829	1,323,728	3,855,597	4,134,057	(278,460)	(6.74)
Interest on Investments	83,922	92,461	269,236	840,887	677,353	163,534	24.14
Fee and Other Operating Income	105,546	177,736	537,179	1,179,777	1,516,593	(336,816)	(22.21)
<b>TOTAL INCOME</b>	<b>621,027</b>	<b>721,025</b>	<b>2,130,143</b>	<b>5,876,262</b>	<b>6,328,003</b>	<b>(451,741)</b>	<b>(7.14)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	243,334	233,276	728,560	2,192,158	2,154,417	37,741	1.75
Payroll Tax Expense	18,591	17,169	55,030	180,178	176,926	3,252	1.84
Employee Commissions/Incentives	18,577	3,040	54,418	102,417	90,341	12,076	13.37
Employee Benefits	(5,571)	77,189	189,531	176,002	409,387	(233,385)	(57.01)
Meetings	0	0	72	3,062	6,700	(3,638)	(54.29)
Loan Servicing	27,449	29,426	88,519	272,888	284,328	(11,440)	(4.02)
State Banking Department Fee	1,201	1,267	3,737	11,351	11,421	(70)	(0.61)
Office Occupancy	37,156	27,395	94,667	274,727	325,206	(50,479)	(15.52)
Office Operations	47,356	50,984	153,510	429,576	460,697	(31,121)	(6.76)
Miscellaneous Expenses	1,248	183	1,879	19,363	18,550	813	4.38
Association Dues	2,779	2,779	8,337	24,841	23,775	1,066	4.48
Education, Training & Research	1,190	232	929	20,669	17,975	2,694	14.99
Professional & Outside Services	121,190	119,806	370,680	1,060,485	998,138	62,347	6.25
Travel & Conferences	(664)	0	(664)	13,694	46,815	(33,121)	(70.75)
Promotional Expenses	7,102	4,711	18,441	60,863	78,027	(17,164)	(22.00)
Operating Losses	(1,136)	2,687	4,649	28,306	20,760	7,546	36.35
<b>TOTAL OPERATING EXPENSES</b>	<b>519,801</b>	<b>570,142</b>	<b>1,772,293</b>	<b>4,870,581</b>	<b>5,123,463</b>	<b>(252,882)</b>	<b>(4.94)</b>
<b>NET OPERATING INCOME</b>	<b>101,226</b>	<b>150,883</b>	<b>357,850</b>	<b>1,005,681</b>	<b>1,204,540</b>	<b>(198,859)</b>	<b>(16.51)</b>
Provision for Loan Losses	0	11,746	11,746	697,539	360,000	337,539	93.76
Provision for Courtesy Pay Losses	0	0	0	2,627	22,500	(19,873)	(88.32)
Dividend Expense	13,545	15,229	45,578	146,840	156,519	(9,679)	(6.18)
Interest on Borrowings	0	0	0	44	0	44	0.00
(Gain)/Loss on Investments	(93,798)	(45,575)	(155,019)	(149,385)	0	(149,385)	0.00
(Gain)/Loss on Fixed Assets	0	0	0	(50)	0	(50)	0.00
(Gain)/Loss on Other Assets	0	1,181	1,181	1,181	0	1,181	0.00
<b>NET INCOME</b>	<b>181,479</b>	<b>168,301</b>	<b>454,363</b>	<b>306,884</b>	<b>665,521</b>	<b>(358,637)</b>	<b>(53.89)</b>