

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

As of: 3/31/2021

Produced: 4/13/2021 4:14:40PM

	Current Month Mar-2021	Prior Month Feb-2021	MTD Difference Feb-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Mar-2020	1 Yr Difference Mar-2020
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	1,397,011	1,474,485	(77,474)	1,536,696	(139,685)	1,615,214	(218,203)
Unsecured Loans	3,817,551	4,058,958	(241,408)	4,145,343	(327,793)	4,618,032	(800,481)
Direct Auto Loans	7,462,998	7,519,722	(56,725)	7,454,899	8,099	7,680,251	(217,253)
Indirect Auto Loans	32,447,569	33,346,613	(899,044)	34,141,398	(1,693,829)	36,857,039	(4,409,470)
Home Equity Loans	3,753,510	3,860,511	(107,000)	4,333,034	(579,524)	4,645,975	(892,465)
Fixed Real Estate Loans	11,776,681	11,845,405	(68,724)	11,990,809	(214,127)	14,857,548	(3,080,867)
Variable/Hybrid/Balloon RE Loans	1,091,976	1,160,788	(68,812)	1,231,600	(139,624)	1,371,519	(279,542)
MBL & Commercial Loans	20,301,171	19,196,694	1,104,477	17,486,142	2,815,029	7,372,918	12,928,253
Share & Certificate Secured Loans	318,484	355,144	(36,660)	357,468	(38,984)	412,207	(93,723)
Solar Loans	7,825,324	7,449,655	375,669	6,812,234	1,013,090	3,694,668	4,130,656
Other Loans	787,875	795,705	(7,830)	736,924	50,952	707,955	79,920
Loan Participations	4,201,922	4,362,727	(160,805)	4,557,000	(355,078)	5,732,547	(1,530,625)
Net Deferred (Fees) Costs	(360,276)	(185,744)	(174,532)	(147,240)	(213,036)	307,828	(668,104)
<b>GROSS LOANS</b>	<b>94,821,795</b>	<b>95,240,663</b>	<b>(418,868)</b>	<b>94,636,305</b>	<b>185,490</b>	<b>89,873,699</b>	<b>4,948,096</b>
Allowance for Loan Losses	(1,183,451)	(1,199,090)	15,639	(1,253,429)	69,978	(1,129,835)	(53,616)
<b>NET LOANS</b>	<b>93,638,344</b>	<b>94,041,573</b>	<b>(403,228)</b>	<b>93,382,877</b>	<b>255,468</b>	<b>88,743,864</b>	<b>4,894,480</b>
CASH AND CASH EQUIVALENTS	19,440,288	8,339,375	11,100,913	10,187,315	9,252,972	8,918,515	10,521,773
INVESTMENTS	68,687,943	68,454,441	233,502	61,322,755	7,365,188	46,715,718	21,972,225
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,476,358	3,489,875	(13,517)	3,516,909	(40,552)	3,488,479	(12,121)
Other Fixed Assets	506,480	516,018	(9,538)	535,160	(28,680)	382,842	123,638
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	382,026	399,623	(17,597)	409,742	(27,716)	383,525	(1,499)
Prepaid Expenses	580,711	597,770	(17,060)	525,140	55,571	606,790	(26,079)
Other Assets	6,409,572	6,285,173	124,399	6,330,500	79,072	5,405,363	1,004,209
<b>TOTAL ASSETS</b>	<b>193,121,721</b>	<b>182,123,848</b>	<b>10,997,873</b>	<b>176,210,398</b>	<b>16,911,323</b>	<b>154,645,095</b>	<b>38,476,626</b>

## SUMMARY BALANCE SHEET

Produced: 4/13/2021 4:14:41PM

	Current Month Mar-2021	Prior Month Feb-2021	MTD Difference Feb-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Mar-2020	1 Yr Difference Mar-2020
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	84,390,927	78,626,664	5,764,264	75,332,178	9,058,750	65,328,876	19,062,051
Money Market Accounts	28,648,192	27,627,041	1,021,151	26,263,580	2,384,612	24,257,256	4,390,936
Share Draft Accounts	51,858,437	47,259,328	4,599,109	45,630,668	6,227,769	36,802,406	15,056,031
Share Certificates	6,542,603	6,536,306	6,297	6,827,395	(284,792)	7,462,848	(920,245)
Demand IRA Accounts	4,544,181	4,717,084	(172,903)	4,686,518	(142,338)	4,528,497	15,684
IRA Certificates	2,396,576	2,419,546	(22,970)	2,495,023	(98,447)	2,592,831	(196,256)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>178,380,916</b>	<b>167,185,968</b>	<b>11,194,948</b>	<b>161,235,361</b>	<b>17,145,555</b>	<b>140,972,715</b>	<b>37,408,200</b>
Accrued Expenses and Other Liabilities	1,025,770	790,210	235,560	824,801	200,969	566,951	458,819
<b>TOTAL LIABILITIES</b>	<b>179,406,686</b>	<b>167,976,177</b>	<b>11,430,508</b>	<b>162,060,162</b>	<b>17,346,523</b>	<b>141,539,666</b>	<b>37,867,019</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	134,251	617,543	(483,292)	920,381	(786,130)	1,039,161	(904,909)
Undivided Earnings	7,392,615	7,341,959	50,656	7,041,686	350,930	5,878,100	1,514,516
<b>TOTAL MEMBERS' EQUITY</b>	<b>13,715,035</b>	<b>14,147,671</b>	<b>(432,636)</b>	<b>14,150,236</b>	<b>(435,200)</b>	<b>13,105,429</b>	<b>609,607</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>193,121,721</b>	<b>182,123,848</b>	<b>10,997,873</b>	<b>176,210,398</b>	<b>16,911,323</b>	<b>154,645,095</b>	<b>38,476,626</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* 4/13/2021 | 4:26 PM MST  
Kenton Hall, VP of Finance/CFO

*G. Vernon Babilon* 4/13/2021 | 4:36 PM MST  
G.Vernon Babilon, President/CEO

*RL* 4/29/2021 | 8:42 AM PDT  
Ross Underwood, Treasurer

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

As of: 3/31/2021

Produced: 4/13/2021 4:15:27PM

	MTD Actual Mar-2021	Prior Mo Actual Feb-2021	QTD Actual Mar-2021	YTD Actual Mar-2021	YTD Budget Mar-2021	\$ Diff YTD Mar-2021	% Diff YTD Mar-2021
<b>INCOME</b>							
Interest on Loans	459,328	435,149	1,338,464	1,338,464	1,371,668	(33,204)	(2.42)
Interest on Investments	66,730	66,964	209,163	209,163	213,302	(4,139)	(1.94)
Fee and Other Operating Income	152,552	128,205	442,629	442,629	611,643	(169,014)	(27.63)
<b>TOTAL INCOME</b>	<b>678,609</b>	<b>630,319</b>	<b>1,990,256</b>	<b>1,990,256</b>	<b>2,196,613</b>	<b>(206,357)</b>	<b>(9.39)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	278,499	229,327	744,467	744,467	688,459	56,008	8.14
Payroll Tax Expense	21,850	19,874	64,665	64,665	61,296	3,369	5.50
Employee Commissions/Incentives	10,603	0	11,199	11,199	14,528	(3,329)	(22.92)
Employee Benefits	36,362	35,082	107,334	107,334	107,220	114	0.11
Meetings	0	0	0	0	2,800	(2,800)	(100.00)
Loan Servicing	28,980	27,722	83,479	83,479	101,343	(17,864)	(17.63)
State Banking Department Fee	1,201	1,201	3,603	3,603	3,807	(204)	(5.36)
Office Occupancy	28,671	35,377	92,701	92,701	102,381	(9,680)	(9.46)
Office Operations	52,386	51,584	160,735	160,735	167,989	(7,254)	(4.32)
Miscellaneous Expenses	1,529	448	2,948	2,948	7,050	(4,102)	(58.18)
Association Dues	3,047	3,047	9,457	9,457	10,452	(995)	(9.52)
Education, Training & Research	8,867	4,976	14,524	14,524	10,925	3,599	32.94
Professional & Outside Services	119,044	116,136	346,886	346,886	370,095	(23,209)	(6.27)
Travel & Conferences	1,018	0	1,018	1,018	6,300	(5,282)	(83.84)
Promotional Expenses	5,882	7,074	16,283	16,283	18,799	(2,515)	(13.38)
Operating Losses	18,003	6,398	27,789	27,789	11,820	15,969	135.10
<b>TOTAL OPERATING EXPENSES</b>	<b>615,943</b>	<b>538,246</b>	<b>1,687,087</b>	<b>1,687,087</b>	<b>1,685,264</b>	<b>1,823</b>	<b>0.11</b>
<b>NET OPERATING INCOME</b>	<b>62,666</b>	<b>92,073</b>	<b>303,169</b>	<b>303,169</b>	<b>511,349</b>	<b>(208,180)</b>	<b>(40.71)</b>
Provision for Loan Losses	0	0	0	0	180,000	(180,000)	(100.00)
Dividend Expense	12,010	11,081	35,729	35,729	36,413	(684)	(1.88)
Interest on Borrowings	0	2	24	24	0	24	0.00
(Gain)/Loss on Investments	0	(83,514)	(83,514)	(83,514)	0	(83,514)	0.00
<b>NET INCOME</b>	<b>50,656</b>	<b>164,504</b>	<b>350,929</b>	<b>350,929</b>	<b>294,936</b>	<b>55,993</b>	<b>18.98</b>