

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

As of: 4/30/2021

Produced: 5/10/2021 2:18:31PM

	Current Month Apr-2021	Prior Month Mar-2021	MTD Difference Mar-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Apr-2020	1 Yr Difference Apr-2020
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	1,385,816	1,397,011	(11,194)	1,536,696	(150,880)	1,522,300	(136,484)
Unsecured Loans	3,726,660	3,817,551	(90,891)	4,145,343	(418,683)	4,507,439	(780,779)
Direct Auto Loans	7,566,268	7,462,998	103,270	7,454,899	111,369	7,646,651	(80,383)
Indirect Auto Loans	31,850,336	32,447,569	(597,232)	34,141,398	(2,291,062)	37,225,144	(5,374,808)
Home Equity Loans	3,725,441	3,753,510	(28,069)	4,333,034	(607,593)	4,569,300	(843,859)
Fixed Real Estate Loans	11,656,801	11,776,681	(119,881)	11,990,809	(334,008)	15,003,687	(3,346,886)
Variable/Hybrid/Balloon RE Loans	1,066,407	1,091,976	(25,570)	1,231,600	(165,194)	1,365,173	(298,767)
MBL & Commercial Loans	20,330,856	20,301,171	29,685	17,486,142	2,844,714	9,042,857	11,287,998
Share & Certificate Secured Loans	355,453	318,484	36,970	357,468	(2,014)	389,949	(34,496)
Solar Loans	8,122,834	7,825,324	297,510	6,812,234	1,310,600	3,685,242	4,437,591
Other Loans	861,363	787,875	73,487	736,924	124,439	680,759	180,604
Loan Participations	4,091,433	4,201,922	(110,489)	4,557,000	(465,567)	5,602,824	(1,511,391)
Net Deferred (Fees) Costs	(518,179)	(360,276)	(157,903)	(147,240)	(370,939)	285,225	(803,404)
<b>GROSS LOANS</b>	<b>94,221,488</b>	<b>94,821,795</b>	<b>(600,307)</b>	<b>94,636,305</b>	<b>(414,817)</b>	<b>91,526,551</b>	<b>2,694,937</b>
Allowance for Loan Losses	(1,180,619)	(1,183,451)	2,832	(1,253,429)	72,810	(1,305,372)	124,753
<b>NET LOANS</b>	<b>93,040,869</b>	<b>93,638,344</b>	<b>(597,475)</b>	<b>93,382,877</b>	<b>(342,007)</b>	<b>90,221,179</b>	<b>2,819,690</b>
CASH AND CASH EQUIVALENTS	26,057,198	19,440,288	6,616,910	10,187,315	15,869,883	13,233,162	12,824,036
INVESTMENTS	67,464,566	68,687,943	(1,223,377)	61,322,755	6,141,811	48,280,478	19,184,088
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,462,840	3,476,358	(13,517)	3,516,909	(54,069)	3,477,547	(14,706)
Other Fixed Assets	607,124	506,480	100,644	535,160	71,964	376,648	230,476
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	381,199	382,026	(828)	409,742	(28,544)	417,992	(36,794)
Prepaid Expenses	526,566	580,711	(54,145)	525,140	1,426	708,018	(181,452)
Other Assets	6,497,938	6,409,572	88,365	6,330,500	167,438	5,580,669	917,268
<b>TOTAL ASSETS</b>	<b>198,038,299</b>	<b>193,121,721</b>	<b>4,916,578</b>	<b>176,210,398</b>	<b>21,827,901</b>	<b>162,295,693</b>	<b>35,742,606</b>

## SUMMARY BALANCE SHEET

	Current Month Apr-2021	Prior Month Mar-2021	MTD Difference Mar-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Apr-2020	1 Yr Difference Apr-2020
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	86,996,960	84,390,927	2,606,032	75,332,178	11,664,782	68,678,852	18,318,108
Money Market Accounts	29,010,819	28,648,192	362,628	26,263,580	2,747,240	24,459,874	4,550,946
Share Draft Accounts	53,713,224	51,858,437	1,854,787	45,630,668	8,082,557	40,757,546	12,955,678
Share Certificates	6,581,056	6,542,603	38,454	6,827,395	(246,338)	7,386,454	(805,397)
Demand IRA Accounts	4,684,135	4,544,181	139,954	4,686,518	(2,383)	4,499,710	184,424
IRA Certificates	2,209,888	2,396,576	(186,687)	2,495,023	(285,134)	2,538,475	(328,586)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>183,196,083</b>	<b>178,380,916</b>	<b>4,815,167</b>	<b>161,235,361</b>	<b>21,960,722</b>	<b>148,320,910</b>	<b>34,875,173</b>
Accrued Expenses and Other Liabilities	1,083,656	1,025,770	57,886	824,801	258,855	578,888	504,768
<b>TOTAL LIABILITIES</b>	<b>184,279,740</b>	<b>179,406,686</b>	<b>4,873,054</b>	<b>162,060,162</b>	<b>22,219,577</b>	<b>148,899,798</b>	<b>35,379,941</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	100,311	134,251	(33,941)	920,381	(820,070)	1,330,783	(1,230,472)
Undivided Earnings	7,470,080	7,392,615	77,464	7,041,686	428,394	5,876,943	1,593,136
<b>TOTAL MEMBERS' EQUITY</b>	<b>13,758,559</b>	<b>13,715,035</b>	<b>43,524</b>	<b>14,150,236</b>	<b>(391,676)</b>	<b>13,395,895</b>	<b>362,664</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>198,038,299</b>	<b>193,121,721</b>	<b>4,916,578</b>	<b>176,210,398</b>	<b>21,827,901</b>	<b>162,295,693</b>	<b>35,742,606</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.

5/11/2021 | 8:06 AM MST

*Kenton Hall*

Kenton Hall, VP of Finance/CFO

5/11/2021 | 9:04 AM MST

*G. Vernon Babilon*

G. Vernon Babilon, President/CEO

5/28/2021 | 5:55 AM PDT

*RL*

Ross Underwood, Treasurer

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

As of: 4/30/2021

Produced: 5/10/2021 2:19:54PM

	MTD Actual Apr-2021	Prior Mo Actual Mar-2021	QTD Actual Apr-2021	YTD Actual Apr-2021	YTD Budget Apr-2021	\$ Diff YTD Apr-2021	% Diff YTD Apr-2021
<b>INCOME</b>							
Interest on Loans	419,813	459,328	419,813	1,758,277	1,837,321	(79,044)	(4.30)
Interest on Investments	69,962	66,730	69,962	279,125	279,666	(541)	(0.19)
Fee and Other Operating Income	168,971	152,552	168,971	611,600	784,262	(172,662)	(22.02)
<b>TOTAL INCOME</b>	<b>658,746</b>	<b>678,609</b>	<b>658,746</b>	<b>2,649,002</b>	<b>2,901,249</b>	<b>(252,247)</b>	<b>(8.69)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	240,388	278,499	240,388	984,854	924,984	59,870	6.47
Payroll Tax Expense	23,316	21,850	23,316	87,981	80,441	7,540	9.37
Employee Commissions/Incentives	(1,145)	10,603	(1,145)	10,054	28,256	(18,202)	(64.42)
Employee Benefits	28,154	36,362	28,154	135,487	143,396	(7,909)	(5.52)
Meetings	0	0	0	0	3,800	(3,800)	(100.00)
Loan Servicing	30,959	28,980	30,959	114,438	135,124	(20,686)	(15.31)
State Banking Department Fee	1,201	1,201	1,201	4,804	5,076	(272)	(5.36)
Office Occupancy	31,122	28,671	31,122	123,823	134,450	(10,627)	(7.90)
Office Operations	56,859	52,386	56,859	217,595	224,680	(7,085)	(3.15)
Miscellaneous Expenses	1,336	1,529	1,336	4,284	9,400	(5,116)	(54.43)
Association Dues	3,047	3,047	3,047	12,504	13,286	(782)	(5.89)
Education, Training & Research	1,297	8,867	1,297	15,821	13,150	2,671	20.31
Professional & Outside Services	125,396	119,044	125,396	472,282	499,736	(27,454)	(5.49)
Travel & Conferences	(1,550)	1,018	(1,550)	(532)	20,075	(20,607)	(102.65)
Promotional Expenses	6,196	5,882	6,196	22,480	27,607	(5,127)	(18.57)
Operating Losses	23,323	18,003	23,323	51,112	15,760	35,352	224.32
<b>TOTAL OPERATING EXPENSES</b>	<b>569,899</b>	<b>615,943</b>	<b>569,899</b>	<b>2,256,986</b>	<b>2,279,221</b>	<b>(22,235)</b>	<b>(0.98)</b>
<b>NET OPERATING INCOME</b>	<b>88,846</b>	<b>62,666</b>	<b>88,846</b>	<b>392,015</b>	<b>622,028</b>	<b>(230,013)</b>	<b>(36.98)</b>
Provision for Loan Losses	0	0	0	0	240,000	(240,000)	(100.00)
Dividend Expense	11,382	12,010	11,382	47,111	47,812	(701)	(1.47)
Interest on Borrowings	0	0	0	24	0	24	0.00
(Gain)/Loss on Investments	0	0	0	(83,514)	0	(83,514)	0.00
<b>NET INCOME</b>	<b>77,464</b>	<b>50,656</b>	<b>77,464</b>	<b>428,394</b>	<b>334,216</b>	<b>94,178</b>	<b>28.18</b>