

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

As of: 7/31/2021

Produced: 8/9/2021 9:41:02AM

	Current Month Jul-2021	Prior Month Jun-2021	MTD Difference Jun-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Jul-2020	1 Yr Difference Jul-2020
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	1,676,465	1,551,661	124,803	1,536,696	139,769	1,445,436	231,029
Unsecured Loans	3,789,093	3,717,637	71,456	4,145,343	(356,251)	4,323,962	(534,870)
Direct Auto Loans	8,139,066	7,874,578	264,488	7,454,899	684,167	7,522,619	616,447
Indirect Auto Loans	31,016,656	30,922,933	93,723	34,141,398	(3,124,742)	36,480,330	(5,463,674)
Home Equity Loans	4,122,546	3,975,439	147,108	4,333,034	(210,488)	4,011,787	110,760
Fixed Real Estate Loans	11,883,865	12,049,067	(165,202)	11,990,809	(106,944)	14,223,676	(2,339,811)
Variable/Hybrid/Balloon RE Loans	1,048,349	1,054,545	(6,196)	1,231,600	(183,251)	1,346,807	(298,458)
MBL & Commercial Loans	22,449,192	19,834,059	2,615,133	17,486,142	4,963,051	15,445,855	7,003,338
Share & Certificate Secured Loans	404,683	378,016	26,667	357,468	47,216	387,232	17,451
Solar Loans	9,827,152	9,501,816	325,336	6,812,234	3,014,918	4,348,874	5,478,278
Other Loans	984,861	973,462	11,399	736,924	247,937	734,633	250,228
Loan Participations	3,789,612	3,871,726	(82,114)	4,557,000	(767,388)	5,237,120	(1,447,507)
Net Deferred (Fees) Costs	(634,559)	(584,588)	(49,970)	(147,240)	(487,318)	50,021	(684,580)
<b>GROSS LOANS</b>	<b>98,496,981</b>	<b>95,120,351</b>	<b>3,376,631</b>	<b>94,636,305</b>	<b>3,860,676</b>	<b>95,558,351</b>	<b>2,938,631</b>
Allowance for Loan Losses	(1,195,402)	(1,136,201)	(59,200)	(1,253,429)	58,027	(1,348,122)	152,720
<b>NET LOANS</b>	<b>97,301,580</b>	<b>93,984,149</b>	<b>3,317,430</b>	<b>93,382,877</b>	<b>3,918,703</b>	<b>94,210,229</b>	<b>3,091,351</b>
CASH AND CASH EQUIVALENTS	23,389,978	21,717,350	1,672,629	10,187,315	13,202,663	13,942,890	9,447,088
INVESTMENTS	66,164,775	67,184,184	(1,019,408)	61,322,755	4,842,020	52,662,824	13,501,951
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,450,117	3,451,126	(1,009)	3,516,909	(66,792)	3,566,460	(116,343)
Other Fixed Assets	628,255	593,948	34,306	535,160	93,095	533,027	95,228
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	389,258	376,629	12,628	409,742	(20,485)	431,745	(42,487)
Prepaid Expenses	501,929	573,674	(71,745)	525,140	(23,211)	578,789	(76,860)
Other Assets	7,087,824	7,059,233	28,591	6,330,500	757,324	5,789,162	1,298,661
<b>TOTAL ASSETS</b>	<b>198,913,715</b>	<b>194,940,293</b>	<b>3,973,422</b>	<b>176,210,398</b>	<b>22,703,317</b>	<b>171,715,125</b>	<b>27,198,590</b>

## SUMMARY BALANCE SHEET

	Current Month Jul-2021	Prior Month Jun-2021	MTD Difference Jun-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Jul-2020	1 Yr Difference Jul-2020
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	87,454,696	86,625,425	829,271	75,332,178	12,122,519	72,900,931	14,553,766
Money Market Accounts	31,067,123	29,565,773	1,501,350	26,263,580	4,803,543	25,633,304	5,433,819
Share Draft Accounts	51,189,978	50,094,464	1,095,514	45,630,668	5,559,310	44,408,635	6,781,343
Share Certificates	6,646,489	6,495,454	151,035	6,827,395	(180,906)	7,219,220	(572,731)
Demand IRA Accounts	4,843,996	4,854,690	(10,694)	4,686,518	157,478	4,500,666	343,330
IRA Certificates	2,162,508	2,165,930	(3,422)	2,495,023	(332,515)	2,576,646	(414,137)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>183,364,790</b>	<b>179,801,737</b>	<b>3,563,053</b>	<b>161,235,361</b>	<b>22,129,429</b>	<b>157,239,401</b>	<b>26,125,389</b>
Accrued Expenses and Other Liabilities	1,154,745	1,064,337	90,408	824,801	329,944	663,936	490,809
<b>TOTAL LIABILITIES</b>	<b>184,519,536</b>	<b>180,866,074</b>	<b>3,653,461</b>	<b>162,060,162</b>	<b>22,459,373</b>	<b>157,903,337</b>	<b>26,616,199</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	294,273	58,264	236,009	920,381	(626,108)	1,524,999	(1,230,726)
Undivided Earnings	7,911,737	7,827,787	83,951	7,041,686	870,052	6,098,621	1,813,117
<b>TOTAL MEMBERS' EQUITY</b>	<b>14,394,179</b>	<b>14,074,219</b>	<b>319,960</b>	<b>14,150,236</b>	<b>243,944</b>	<b>13,811,789</b>	<b>582,391</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>198,913,715</b>	<b>194,940,293</b>	<b>3,973,422</b>	<b>176,210,398</b>	<b>22,703,317</b>	<b>171,715,125</b>	<b>27,198,590</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*

8/9/2021 | 2:30 PM MST

Kenton Hall, VP of Finance/CFO

*G. Vernon Babilon*

8/9/2021 | 2:38 PM MST

G. Vernon Babilon, President/CEO

*RL*

9/13/2021 | 2:14 PM PDT

Ross Underwood, Treasurer

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

As of: 7/31/2021

Produced: 8/9/2021 9:47:38AM

	MTD Actual Jul-2021	Prior Mo Actual Jun-2021	QTD Actual Jul-2021	YTD Actual Jul-2021	YTD Budget Jul-2021	\$ Diff YTD Jul-2021	% Diff YTD Jul-2021
<b>INCOME</b>							
Interest on Loans	463,971	564,544	463,971	3,219,574	3,182,317	37,257	1.17
Interest on Investments	69,273	65,134	69,273	480,990	485,962	(4,972)	(1.02)
Fee and Other Operating Income	192,425	151,547	192,425	1,107,625	1,261,468	(153,843)	(12.20)
<b>TOTAL INCOME</b>	<b>725,669</b>	<b>781,225</b>	<b>725,669</b>	<b>4,808,189</b>	<b>4,929,747</b>	<b>(121,558)</b>	<b>(2.47)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	258,294	262,850	258,294	1,734,801	1,730,731	4,070	0.24
Payroll Tax Expense	19,904	17,938	19,904	146,359	151,642	(5,283)	(3.48)
Employee Commissions/Incentives	14,465	8,217	14,465	32,736	43,757	(11,021)	(25.19)
Employee Benefits	32,313	32,493	32,313	241,679	252,972	(11,293)	(4.46)
Meetings	192	180	192	1,867	2,295	(428)	(18.64)
Loan Servicing	35,925	32,097	35,925	227,897	234,436	(6,539)	(2.79)
State Banking Department Fee	1,201	1,201	1,201	8,407	8,543	(136)	(1.59)
Office Occupancy	27,772	32,404	27,772	210,070	213,779	(3,709)	(1.74)
Office Operations	58,346	52,749	58,346	370,525	375,352	(4,827)	(1.29)
Miscellaneous Expenses	1,690	2,199	1,690	9,515	11,327	(1,812)	(15.99)
Association Dues	3,065	3,047	3,065	21,663	21,219	444	2.09
Education, Training & Research	1,075	1,743	1,075	19,501	19,034	467	2.46
Professional & Outside Services	122,988	110,834	122,988	827,652	833,663	(6,011)	(0.72)
Travel & Conferences	0	992	0	628	18,975	(18,347)	(96.69)
Promotional Expenses	3,210	6,242	3,210	43,160	46,550	(3,390)	(7.28)
Operating Losses	7,302	6,704	7,302	68,973	65,398	3,575	5.47
<b>TOTAL OPERATING EXPENSES</b>	<b>587,742</b>	<b>571,889</b>	<b>587,742</b>	<b>3,965,433</b>	<b>4,029,673</b>	<b>(64,240)</b>	<b>(1.59)</b>
<b>NET OPERATING INCOME</b>	<b>137,927</b>	<b>209,336</b>	<b>137,927</b>	<b>842,756</b>	<b>900,074</b>	<b>(57,318)</b>	<b>(6.37)</b>
Provision for Loan Losses	42,241	9,085	42,241	51,326	80,000	(28,674)	(35.84)
Dividend Expense	11,736	11,263	11,736	81,677	81,626	51	0.06
Interest on Borrowings	0	0	0	24	0	24	0.00
(Gain)/Loss on Investments	0	(76,809)	0	(160,323)	(158,514)	(1,809)	(1.14)
<b>NET INCOME</b>	<b>83,951</b>	<b>265,796</b>	<b>83,951</b>	<b>870,052</b>	<b>896,962</b>	<b>(26,910)</b>	<b>(3.00)</b>