

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

As of: 10/31/2021

Produced: 11/7/2021 1:39:48PM

	Current Month Oct-2021	Prior Month Sep-2021	MTD Difference Sep-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Oct-2020	1 Yr Difference Oct-2020
ASSETS							
LOANS							
Credit Card Loans	1,737,086.32	1,729,684.72	7,401.60	1,536,695.77	200,390.55	1,537,653.70	199,432.62
Unsecured Loans	3,724,912.68	3,750,294.78	(25,382.10)	4,145,343.35	(420,430.67)	4,209,311.31	(484,398.63)
Direct Auto Loans	8,991,353.04	8,696,961.84	294,391.20	7,454,899.32	1,536,453.72	7,783,368.77	1,207,984.27
Indirect Auto Loans	30,786,813.79	30,836,766.23	(49,952.44)	34,141,397.82	(3,354,584.03)	35,284,720.84	(4,497,907.05)
Home Equity Loans	4,793,092.06	4,552,581.45	240,510.61	4,333,033.97	460,058.09	4,384,302.41	408,789.65
Fixed Real Estate Loans	13,512,960.90	13,675,918.66	(162,957.76)	11,990,808.72	1,522,152.18	13,327,592.95	185,367.95
Variable/Hybrid/Balloon RE Loans	784,069.78	1,036,766.49	(252,696.71)	1,231,600.15	(447,530.37)	1,291,243.78	(507,174.00)
MBL & Commercial Loans	23,710,222.84	22,670,245.56	1,039,977.28	17,486,141.88	6,224,080.96	17,575,640.72	6,134,582.12
Share & Certificate Secured Loans	408,691.75	414,881.38	(6,189.63)	357,467.54	51,224.21	354,900.53	53,791.22
Solar Loans	13,561,763.49	12,149,128.39	1,412,635.10	6,812,233.62	6,749,529.87	5,285,408.36	8,276,355.13
Other Loans	1,062,098.21	1,008,224.67	53,873.54	736,923.53	325,174.68	720,005.19	342,093.02
Loan Participations	3,406,221.12	3,516,513.11	(110,291.99)	4,556,999.70	(1,150,778.58)	4,921,737.87	(1,515,516.75)
Net Deferred (Fees) Costs	(747,704.69)	(691,880.07)	(55,824.62)	(147,240.28)	(600,464.41)	(72,265.36)	(675,439.33)
GROSS LOANS	105,731,581.29	103,346,087.21	2,385,494.08	94,636,305.09	11,095,276.20	96,603,621.07	9,127,960.22
Allowance for Loan Losses	(1,168,824.95)	(1,167,123.68)	(1,701.27)	(1,253,428.51)	84,603.56	(1,274,278.01)	105,453.06
NET LOANS	104,562,756.34	102,178,963.53	2,383,792.81	93,382,876.58	11,179,879.76	95,329,343.06	9,233,413.28
CASH AND CASH EQUIVALENTS	19,887,979.89	21,186,229.92	(1,298,250.03)	10,187,315.41	9,700,664.48	12,082,212.95	7,805,766.94
INVESTMENTS	67,328,996.13	67,017,035.20	311,960.93	61,322,754.90	6,006,241.23	56,566,856.31	10,762,139.82
PROPERTY AND EQUIPMENT							
Land & Building	3,407,168.16	3,421,375.45	(14,207.30)	3,516,909.12	(109,740.97)	3,540,543.50	(133,375.34)
Other Fixed Assets	595,811.39	606,604.65	(10,793.26)	535,159.94	60,651.45	554,355.62	41,455.77
OTHER ASSETS							
Accrued Interest Receivable	408,810.07	374,622.62	34,187.45	409,742.29	(932.22)	433,668.38	(24,858.31)
Prepaid Expenses	422,778.27	387,666.63	35,111.64	525,139.99	(102,361.72)	457,779.82	(35,001.55)
Other Assets	6,983,254.57	6,721,536.30	261,718.27	6,330,499.76	652,754.81	6,069,835.42	913,419.15
TOTAL ASSETS	203,597,554.82	201,894,034.31	1,703,520.51	176,210,398.00	27,387,156.82	175,034,595.06	28,562,959.76

SUMMARY BALANCE SHEET

	Current Month Oct-2021	Prior Month Sep-2021	MTD Difference Sep-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Oct-2020	1 Yr Difference Oct-2020
LIABILITIES AND MEMBERS' EQUITY							
LIABILITIES:							
MEMBERS' SHARE ACCOUNTS							
Share and Club Accounts	88,985,462.13	87,651,335.85	1,334,126.28	75,332,177.56	13,653,284.57	74,676,622.48	14,308,839.65
Money Market Accounts	33,178,429.72	33,624,670.57	(446,240.85)	26,263,579.92	6,914,849.80	26,558,296.16	6,620,133.56
Share Draft Accounts	52,736,891.47	51,437,743.67	1,299,147.80	45,630,667.74	7,106,223.73	45,179,687.17	7,557,204.30
Share Certificates	6,438,982.81	6,476,879.91	(37,897.10)	6,827,394.80	(388,411.99)	6,873,485.37	(434,502.56)
Demand IRA Accounts	4,738,781.27	4,790,989.10	(52,207.83)	4,686,518.40	52,262.87	4,572,287.38	166,493.89
IRA Certificates	2,110,630.98	2,118,576.10	(7,945.12)	2,495,022.88	(384,391.90)	2,551,374.44	(440,743.46)
TOTAL MEMBERS' SHARE ACCOUNTS	188,189,178.38	186,100,195.20	2,088,983.18	161,235,361.30	26,953,817.08	160,411,753.00	27,777,425.38
Accrued Expenses and Other Liabilities	1,175,560.72	1,140,940.84	34,619.88	824,801.15	350,759.57	728,935.84	446,624.88
TOTAL LIABILITIES	189,364,739.10	187,241,136.04	2,123,603.06	162,060,162.45	27,304,576.65	161,140,688.84	28,224,050.26
MEMBERS' EQUITY:							
Regular Reserve	6,188,168.65	6,188,168.65	0.00	6,188,168.65	0.00	6,188,168.65	0.00
Unrealized Gain/(Loss) on Investments AFS	(533,309.89)	44,044.04	(577,353.93)	920,381.09	(1,453,690.98)	1,023,101.65	(1,556,411.54)
Undivided Earnings	8,577,956.96	8,420,685.58	157,271.38	7,041,685.81	1,536,271.15	6,682,635.92	1,895,321.04
TOTAL MEMBERS' EQUITY	14,232,815.72	14,652,898.27	(420,082.55)	14,150,235.55	82,580.17	13,893,906.22	338,909.50
TOTAL LIABILITIES AND MEMBERS' EQUITY	203,597,554.82	201,894,034.31	1,703,520.51	176,210,398.00	27,387,156.82	175,034,595.06	28,562,959.76

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 11/8/2021 | 9:56 AM MST

Kenton Hall, VP of Finance/CFO

G. Vernon Babilon 11/8/2021 | 10:05 AM MST

G. Vernon Babilon, President/CEO

RL 11/18/2021 | 5:59 AM PST

Ross Underwood, Treasurer

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

As of: 10/31/2021

Produced: 11/7/2021 1:41:37PM

	MTD Actual Oct-2021	Prior Mo Actual Sep-2021	QTD Actual Oct-2021	YTD Actual Oct-2021	YTD Budget Oct-2021	\$ Diff YTD Oct-2021	% Diff YTD Oct-2021
INCOME							
Interest on Loans	495,192	471,175	495,192	4,712,834	4,517,644	195,190	4.32
Interest on Investments	80,331	72,267	80,331	702,063	686,242	15,821	2.31
Fee and Other Operating Income	194,961	180,899	194,961	1,646,698	1,738,547	(91,849)	(5.28)
TOTAL INCOME	770,484	724,341	770,484	7,061,595	6,942,433	119,162	1.72
OPERATING EXPENSES							
Employee Compensation	216,209	241,145	216,209	2,423,679	2,494,886	(71,207)	(2.85)
Payroll Tax Expense	17,540	22,276	17,540	205,688	214,154	(8,466)	(3.95)
Employee Commissions/Incentives	14,324	26,132	14,324	73,891	77,660	(3,769)	(4.85)
Employee Benefits	40,536	35,109	40,536	349,879	369,178	(19,299)	(5.23)
Meetings	1,417	112	1,417	3,487	12,195	(8,708)	(71.40)
Loan Servicing	35,320	34,329	35,320	334,585	346,279	(11,694)	(3.38)
State Banking Department Fee	1,201	1,201	1,201	12,003	12,350	(347)	(2.81)
Office Occupancy	28,961	21,088	28,961	291,506	309,297	(17,791)	(5.75)
Office Operations	63,263	42,976	63,263	532,981	549,906	(16,925)	(3.08)
Miscellaneous Expenses	1,654	1,071	1,654	12,889	18,377	(5,488)	(29.86)
Association Dues	3,975	3,065	3,975	31,769	29,721	2,048	6.89
Education, Training & Research	875	950	875	24,200	22,209	1,991	8.97
Professional & Outside Services	140,333	123,925	140,333	1,201,250	1,205,852	(4,602)	(0.38)
Travel & Conferences	2,243	939	2,243	4,997	40,725	(35,728)	(87.73)
Promotional Expenses	4,703	6,364	4,703	62,857	67,612	(4,755)	(7.03)
Operating Losses	2,851	21,762	2,851	99,748	79,918	19,830	24.81
TOTAL OPERATING EXPENSES	575,403	582,445	575,403	5,665,411	5,850,319	(184,907)	(3.16)
NET OPERATING INCOME	195,081	141,896	195,081	1,396,184	1,092,114	304,070	27.84
Provision for Loan Losses	25,657	0	25,657	123,755	230,000	(106,245)	(46.19)
Dividend Expense	12,153	11,609	12,153	117,333	115,473	1,860	1.61
Interest on Borrowings	0	0	0	24	0	24	0.00
(Gain)/Loss on Investments	0	(56,880)	0	(217,203)	(158,514)	(58,689)	(37.02)
(Gain)/Loss on Fixed Assets	0	0	0	(163,996)	0	(163,996)	0.00
NET INCOME	157,271	187,167	157,271	1,536,271	905,155	631,116	69.72