

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

As of: 8/31/2021

Produced: 9/13/2021 10:00:17AM

	Current Month Aug-2021	Prior Month Jul-2021	MTD Difference Jul-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Aug-2020	1 Yr Difference Aug-2020
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	1,728,802	1,676,465	52,337	1,536,696	192,106	1,490,083	238,719
Unsecured Loans	3,752,397	3,789,093	(36,696)	4,145,343	(392,947)	4,286,932	(534,535)
Direct Auto Loans	8,457,055	8,139,066	317,989	7,454,899	1,002,156	7,600,921	856,134
Indirect Auto Loans	30,820,785	31,016,656	(195,872)	34,141,398	(3,320,613)	36,425,412	(5,604,628)
Home Equity Loans	4,164,578	4,122,546	42,032	4,333,034	(168,456)	3,987,616	176,963
Fixed Real Estate Loans	13,231,664	11,883,865	1,347,799	11,990,809	1,240,856	13,905,750	(674,086)
Variable/Hybrid/Balloon RE Loans	1,042,575	1,048,349	(5,774)	1,231,600	(189,025)	1,340,388	(297,813)
MBL & Commercial Loans	23,563,767	22,449,192	1,114,575	17,486,142	6,077,625	17,238,403	6,325,364
Share & Certificate Secured Loans	425,523	404,683	20,840	357,468	68,056	378,623	46,901
Solar Loans	10,716,690	9,827,152	889,538	6,812,234	3,904,457	4,587,184	6,129,506
Other Loans	967,766	984,861	(17,094)	736,924	230,843	720,553	247,213
Loan Participations	3,657,864	3,789,612	(131,749)	4,557,000	(899,136)	5,119,784	(1,461,921)
Net Deferred (Fees) Costs	(623,961)	(634,559)	10,598	(147,240)	(476,720)	12,395	(636,355)
<b>GROSS LOANS</b>	<b>101,905,505</b>	<b>98,496,981</b>	<b>3,408,524</b>	<b>94,636,305</b>	<b>7,269,200</b>	<b>97,094,044</b>	<b>4,811,461</b>
Allowance for Loan Losses	(1,149,211)	(1,195,402)	46,191	(1,253,429)	104,218	(1,343,028)	193,817
<b>NET LOANS</b>	<b>100,756,295</b>	<b>97,301,580</b>	<b>3,454,715</b>	<b>93,382,877</b>	<b>7,373,418</b>	<b>95,751,016</b>	<b>5,005,279</b>
CASH AND CASH EQUIVALENTS	15,417,985	23,389,978	(7,971,993)	10,187,315	5,230,670	11,595,924	3,822,061
INVESTMENTS	69,476,840	66,164,775	3,312,065	61,322,755	8,154,086	54,407,733	15,069,108
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,435,625	3,450,117	(14,492)	3,516,909	(81,284)	3,553,400	(117,775)
Other Fixed Assets	617,430	628,255	(10,825)	535,160	82,270	524,208	93,222
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	384,160	389,258	(5,097)	409,742	(25,582)	440,472	(56,312)
Prepaid Expenses	452,175	501,929	(49,753)	525,140	(72,965)	567,170	(114,995)
Other Assets	6,814,447	7,087,824	(273,376)	6,330,500	483,948	5,878,839	935,609
<b>TOTAL ASSETS</b>	<b>197,354,958</b>	<b>198,913,715</b>	<b>(1,558,757)</b>	<b>176,210,398</b>	<b>21,144,560</b>	<b>172,718,762</b>	<b>24,636,196</b>

## SUMMARY BALANCE SHEET

Produced: 9/13/2021 10:00:18AM

	Current Month Aug-2021	Prior Month Jul-2021	MTD Difference Jul-2021	Last Year End Dec-2020	YTD Difference Dec-2020	Prior Year Aug-2020	1 Yr Difference Aug-2020
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	86,737,989	87,454,696	(716,707)	75,332,178	11,405,812	73,394,521	13,343,468
Money Market Accounts	32,042,632	31,067,123	975,509	26,263,580	5,779,052	26,386,482	5,656,150
Share Draft Accounts	49,745,700	51,189,978	(1,444,278)	45,630,668	4,115,033	44,062,330	5,683,370
Share Certificates	6,504,802	6,646,489	(141,687)	6,827,395	(322,593)	6,987,006	(482,204)
Demand IRA Accounts	4,760,311	4,843,996	(83,685)	4,686,518	73,793	4,533,871	226,440
IRA Certificates	2,161,128	2,162,508	(1,380)	2,495,023	(333,895)	2,591,728	(430,600)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>181,952,563</b>	<b>183,364,790</b>	<b>(1,412,227)</b>	<b>161,235,361</b>	<b>20,717,202</b>	<b>157,955,939</b>	<b>23,996,624</b>
Accrued Expenses and Other Liabilities	843,523	1,154,745	(311,223)	824,801	18,721	808,347	35,175
<b>TOTAL LIABILITIES</b>	<b>182,796,086</b>	<b>184,519,536</b>	<b>(1,723,450)</b>	<b>162,060,162</b>	<b>20,735,923</b>	<b>158,764,286</b>	<b>24,031,799</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	137,185	294,273	(157,088)	920,381	(783,196)	1,499,385	(1,362,200)
Undivided Earnings	8,233,518	7,911,737	321,781	7,041,686	1,191,833	6,266,922	1,966,597
<b>TOTAL MEMBERS' EQUITY</b>	<b>14,558,872</b>	<b>14,394,179</b>	<b>164,692</b>	<b>14,150,236</b>	<b>408,636</b>	<b>13,954,476</b>	<b>604,396</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>197,354,958</b>	<b>198,913,715</b>	<b>(1,558,757)</b>	<b>176,210,398</b>	<b>21,144,560</b>	<b>172,718,762</b>	<b>24,636,196</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.

9/13/2021 | 11:06 AM MST

*Kenton Hall*  
Kenton Hall, VP of Finance/CFO

9/13/2021 | 11:46 AM MST

*G. Vernon Babilon*  
G. Vernon Babilon, President/CEO

9/23/2021 | 6:45 AM PDT

*RL*  
Ross Underwood, Treasurer

## Tucson Old Pueblo Credit Union

## SUMMARY INCOME STATEMENT



As of: 8/31/2021

Produced: 9/13/2021 9:59:24AM

	MTD Actual Aug-2021	Prior Mo Actual Jul-2021	QTD Actual Aug-2021	YTD Actual Aug-2021	YTD Budget Aug-2021	\$ Diff YTD Aug-2021	% Diff YTD Aug-2021
<b>INCOME</b>							
Interest on Loans	526,894	463,971	990,864	3,746,467	3,627,046	119,421	3.29
Interest on Investments	68,475	69,273	137,748	549,465	554,019	(4,554)	(0.82)
Fee and Other Operating Income	163,213	192,425	355,638	1,270,838	1,407,417	(136,579)	(9.70)
<b>TOTAL INCOME</b>	<b>758,582</b>	<b>725,669</b>	<b>1,484,251</b>	<b>5,566,770</b>	<b>5,588,482</b>	<b>(21,712)</b>	<b>(0.39)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	231,523	258,294	489,817	1,966,325	1,989,268	(22,943)	(1.15)
Payroll Tax Expense	19,514	19,904	39,418	165,873	171,915	(6,042)	(3.51)
Employee Commissions/Incentives	700	14,465	15,165	33,436	43,757	(10,321)	(23.59)
Employee Benefits	32,555	32,313	64,868	274,234	291,148	(16,914)	(5.81)
Meetings	91	192	284	1,958	2,595	(637)	(24.53)
Loan Servicing	37,040	35,925	72,965	264,937	271,717	(6,780)	(2.50)
State Banking Department Fee	1,194	1,201	2,395	9,601	9,812	(211)	(2.15)
Office Occupancy	31,387	27,772	59,159	241,457	245,946	(4,489)	(1.83)
Office Operations	56,217	58,346	114,564	426,742	431,864	(5,122)	(1.19)
Miscellaneous Expenses	649	1,690	2,339	10,164	13,677	(3,513)	(25.68)
Association Dues	3,065	3,065	6,130	24,728	24,053	675	2.81
Education, Training & Research	2,875	1,075	3,949	22,376	19,859	2,517	12.67
Professional & Outside Services	109,340	122,988	232,328	936,992	954,946	(17,954)	(1.88)
Travel & Conferences	1,187	0	1,187	1,815	19,225	(17,410)	(90.56)
Promotional Expenses	8,630	3,210	11,839	51,790	54,272	(2,482)	(4.57)
Operating Losses	6,162	7,302	13,464	75,135	70,238	4,897	6.97
<b>TOTAL OPERATING EXPENSES</b>	<b>542,131</b>	<b>587,742</b>	<b>1,129,872</b>	<b>4,507,563</b>	<b>4,614,292</b>	<b>(106,728)</b>	<b>(2.31)</b>
<b>NET OPERATING INCOME</b>	<b>216,451</b>	<b>137,927</b>	<b>354,379</b>	<b>1,059,207</b>	<b>974,190</b>	<b>85,017</b>	<b>8.73</b>
Provision for Loan Losses	46,772	42,241	89,013	98,098	130,000	(31,902)	(24.54)
Dividend Expense	11,894	11,736	23,630	93,571	93,152	419	0.45
Interest on Borrowings	0	0	0	24	0	24	0.00
(Gain)/Loss on Investments	0	0	0	(160,323)	(158,514)	(1,809)	(1.14)
(Gain)/Loss on Fixed Assets	(163,996)	0	(163,996)	(163,996)	0	(163,996)	0.00
<b>NET INCOME</b>	<b>321,781</b>	<b>83,951</b>	<b>405,732</b>	<b>1,191,833</b>	<b>909,552</b>	<b>282,280</b>	<b>31.04</b>