

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

As of: 9/30/2022

Produced: 10/13/2022 9:42:10AM

| | Current Month Sep-2022 | Prior Month Aug-2022 | MTD Difference Aug-2022 | Last Year End Dec-2021 | YTD Difference Dec-2021 | Prior Year Sep-2021 | 1 Yr Difference Sep-2021 |
|-----------------------------------|---------------------------|-------------------------|----------------------------|---------------------------|----------------------------|------------------------|-----------------------------|
| ASSETS | | | | | | | |
| LOANS | | | | | | | |
| Credit Card Loans | 1,955,206 | 1,963,345 | (8,139) | 1,830,264 | 124,942 | 1,729,685 | 225,521 |
| Unsecured Loans | 3,547,894 | 3,506,704 | 41,189 | 3,724,017 | (176,124) | 3,750,295 | (202,401) |
| Direct Auto Loans | 11,346,604 | 10,993,781 | 352,824 | 9,363,750 | 1,982,854 | 8,696,962 | 2,649,642 |
| Indirect Auto Loans | 38,913,076 | 35,704,971 | 3,208,104 | 30,153,128 | 8,759,948 | 30,836,766 | 8,076,309 |
| Home Equity Loans | 7,466,177 | 7,171,390 | 294,787 | 5,041,876 | 2,424,301 | 4,552,581 | 2,913,596 |
| Fixed Real Estate Loans | 12,453,095 | 12,544,949 | (91,854) | 13,281,678 | (828,583) | 13,675,919 | (1,222,824) |
| Variable/Hybrid/Balloon RE Loans | 636,123 | 670,729 | (34,606) | 745,418 | (109,295) | 1,036,766 | (400,643) |
| MBL & Commercial Loans | 30,823,454 | 30,667,574 | 155,881 | 24,193,461 | 6,629,994 | 22,670,246 | 8,153,209 |
| Share & Certificate Secured Loans | 429,518 | 441,612 | (12,094) | 427,521 | 1,997 | 414,881 | 14,637 |
| Solar Loans | 44,946,830 | 41,494,446 | 3,452,384 | 17,780,580 | 27,166,250 | 12,149,128 | 32,797,701 |
| Other Loans | 1,209,364 | 1,176,049 | 33,315 | 1,117,810 | 91,554 | 1,008,225 | 201,140 |
| Loan Participations | 2,228,223 | 2,270,870 | (42,647) | 2,879,841 | (651,619) | 3,516,513 | (1,288,291) |
| Net Deferred (Fees) Costs | (873,187) | (881,631) | 8,444 | (820,205) | (52,982) | (691,880) | (181,307) |
| GROSS LOANS | 155,082,377 | 147,724,789 | 7,357,588 | 109,719,139 | 45,363,238 | 103,346,087 | 51,736,290 |
| Allowance for Loan Losses | (1,569,216) | (1,435,466) | (133,750) | (1,189,804) | (379,412) | (1,167,124) | (402,092) |
| NET LOANS | 153,513,161 | 146,289,323 | 7,223,838 | 108,529,335 | 44,983,826 | 102,178,964 | 51,334,198 |
| CASH AND CASH EQUIVALENTS | (125,222) | 3,975,244 | (4,100,466) | 20,192,356 | (20,317,578) | 21,186,230 | (21,311,452) |
| INVESTMENTS | 49,115,832 | 50,775,695 | (1,659,862) | 69,853,199 | (20,737,367) | 67,017,035 | (17,901,203) |
| PROPERTY AND EQUIPMENT | | | | | | | |
| Land & Building | 3,315,850 | 3,327,600 | (11,750) | 3,379,838 | (63,988) | 3,421,375 | (105,526) |
| Other Fixed Assets | 525,493 | 494,004 | 31,489 | 574,595 | (49,101) | 606,605 | (81,111) |
| OTHER ASSETS | | | | | | | |
| Accrued Interest Receivable | 491,548 | 490,666 | 883 | 420,524 | 71,025 | 374,623 | 116,926 |
| Prepaid Expenses | 490,496 | 599,123 | (108,627) | 466,294 | 24,202 | 387,667 | 102,829 |
| Other Assets | 6,055,866 | 5,034,416 | 1,021,449 | 4,238,566 | 1,817,299 | 6,721,536 | (665,671) |
| TOTAL ASSETS | 213,383,024 | 210,986,071 | 2,396,954 | 207,654,706 | 5,728,318 | 201,894,034 | 11,488,990 |

| | Current Month Sep-2022 | Prior Month Aug-2022 | MTD Difference Aug-2022 | Last Year End Dec-2021 | YTD Difference Dec-2021 | Prior Year Sep-2021 | 1 Yr Difference Sep-2021 |
|--|---------------------------|-------------------------|----------------------------|---------------------------|----------------------------|------------------------|-----------------------------|
| LIABILITIES AND MEMBERS' EQUITY | | | | | | | |
| LIABILITIES: | | | | | | | |
| MEMBERS' SHARE ACCOUNTS | | | | | | | |
| Share and Club Accounts | 93,154,887 | 94,025,840 | (870,953) | 91,278,469 | 1,876,418 | 87,651,336 | 5,503,551 |
| Money Market Accounts | 35,830,675 | 36,150,896 | (320,221) | 33,266,825 | 2,563,850 | 33,624,671 | 2,206,004 |
| Share Draft Accounts | 58,674,638 | 56,118,109 | 2,556,529 | 54,450,015 | 4,224,624 | 51,437,744 | 7,236,895 |
| Share Certificates | 6,741,553 | 6,775,505 | (33,953) | 6,315,773 | 425,780 | 6,476,880 | 264,673 |
| Demand IRA Accounts | 4,490,409 | 4,464,695 | 25,714 | 4,700,957 | (210,548) | 4,790,989 | (300,581) |
| IRA Certificates | 2,080,254 | 2,081,260 | (1,006) | 2,084,750 | (4,496) | 2,118,576 | (38,322) |
| TOTAL MEMBERS' SHARE ACCOUNTS | 200,972,415 | 199,616,305 | 1,356,111 | 192,096,788 | 8,875,627 | 186,100,195 | 14,872,220 |
| Short-term Borrowings | 2,163,134 | 0 | 2,163,134 | 0 | 2,163,134 | 0 | 2,163,134 |
| Accrued Expenses and Other Liabilities | 1,623,747 | 1,309,012 | 314,735 | 1,237,178 | 386,569 | 1,140,941 | 482,807 |
| TOTAL LIABILITIES | 204,759,297 | 200,925,317 | 3,833,980 | 193,333,967 | 11,425,330 | 187,241,136 | 17,518,160 |
| MEMBERS' EQUITY: | | | | | | | |
| Regular Reserve | 6,188,169 | 6,188,169 | 0 | 6,188,169 | 0 | 6,188,169 | 0 |
| Unrealized Gain/(Loss) on Investments AFS | (6,786,050) | (5,636,757) | (1,149,293) | (697,512) | (6,088,538) | 44,044 | (6,830,094) |
| Undivided Earnings | 9,221,609 | 9,509,342 | (287,733) | 8,830,083 | 391,526 | 8,420,686 | 800,924 |
| TOTAL MEMBERS' EQUITY | 8,623,728 | 10,060,754 | (1,437,026) | 14,320,740 | (5,697,012) | 14,652,898 | (6,029,171) |
| TOTAL LIABILITIES AND MEMBERS' EQUITY | 213,383,024 | 210,986,071 | 2,396,954 | 207,654,706 | 5,728,318 | 201,894,034 | 11,488,990 |

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.

DocuSigned by:
Kenton Hall 10/13/2022 | 10:07 AM MST
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Kenton Hall, VP of Finance/CFO

DocuSigned by:
G. Vernon Babilon 10/13/2022 | 10:14 AM MST
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G. Vernon Babilon, President/CEO

DocuSigned by:
RL 10/31/2022 | 3:18 PM PDT
61CB7EAA1F0F48D
Ross Underwood, Treasurer

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

As of: 9/30/2022

Produced: 10/13/2022 9:42:33AM

| | MTD Actual Sep-2022 | Prior Mo Actual Aug-2022 | QTD Actual Sep-2022 | YTD Actual Sep-2022 | YTD Budget Sep-2022 | \$ Diff YTD Sep-2022 | % Diff YTD Sep-2022 |
|---------------------------------|------------------------|-----------------------------|------------------------|------------------------|------------------------|-------------------------|------------------------|
| INCOME | | | | | | | |
| Interest on Loans | 616,690 | 603,716 | 1,814,172 | 4,965,191 | 4,575,638 | 389,553 | 8.51 |
| Interest on Investments | 67,236 | 73,472 | 222,711 | 649,774 | 575,499 | 74,275 | 12.91 |
| Fee and Other Operating Income | 163,353 | 162,888 | 529,730 | 1,588,660 | 1,592,076 | (3,416) | (0.21) |
| TOTAL INCOME | 847,279 | 840,076 | 2,566,614 | 7,203,625 | 6,743,213 | 460,412 | 6.83 |
| OPERATING EXPENSES | | | | | | | |
| Employee Compensation | 291,524 | 265,995 | 814,982 | 2,358,238 | 2,337,267 | 20,971 | 0.90 |
| Payroll Tax Expense | 22,446 | 21,832 | 65,058 | 192,645 | 209,065 | (16,420) | (7.85) |
| Employee Commissions/Incentives | 16,239 | 1,213 | 34,170 | 121,027 | 172,561 | (51,534) | (29.86) |
| Employee Benefits | 44,323 | 43,386 | 131,326 | 404,699 | 375,950 | 28,749 | 7.65 |
| Meetings | 513 | 206 | 1,494 | 4,367 | 6,950 | (2,583) | (37.16) |
| Loan Servicing | 45,582 | 46,806 | 122,255 | 344,465 | 306,890 | 37,575 | 12.24 |
| State Banking Department Fee | 0 | 1,194 | 2,395 | 9,601 | 11,133 | (1,532) | (13.76) |
| Office Occupancy | 22,559 | 30,896 | 78,420 | 249,747 | 257,624 | (7,877) | (3.06) |
| Office Operations | 47,310 | 58,676 | 150,248 | 453,811 | 512,745 | (58,934) | (11.49) |
| Miscellaneous Expenses | 3,564 | 2,875 | 7,985 | 27,811 | 12,375 | 15,436 | 124.73 |
| Association Dues | 3,497 | 3,497 | 10,109 | 31,983 | 30,675 | 1,308 | 4.27 |
| Education, Training & Research | 1,578 | 701 | 7,540 | 26,619 | 25,750 | 869 | 3.38 |
| Professional & Outside Services | 196,736 | 191,797 | 530,191 | 1,400,912 | 1,285,512 | 115,400 | 8.98 |
| Travel & Conferences | 373 | 1,892 | 2,545 | 5,376 | 46,163 | (40,787) | (88.35) |
| Promotional Expenses | 3,346 | 5,479 | 13,302 | 64,861 | 59,206 | 5,655 | 9.55 |
| Operating Losses | 13,490 | 3,038 | 21,504 | 45,626 | 47,700 | (2,075) | (4.35) |
| TOTAL OPERATING EXPENSES | 713,080 | 679,482 | 1,993,524 | 5,741,787 | 5,697,566 | 44,221 | 0.78 |
| NET OPERATING INCOME | 134,198 | 160,594 | 573,089 | 1,461,838 | 1,045,647 | 416,191 | 39.80 |
| Provision for Loan Losses | 228,003 | 181,730 | 766,880 | 769,392 | 375,000 | 394,392 | 105.17 |
| Dividend Expense | 15,318 | 14,507 | 44,035 | 115,789 | 103,463 | 12,326 | 11.91 |
| Interest on Borrowings | 6,767 | 121 | 7,238 | 7,429 | 0 | 7,429 | 0.00 |
| (Gain)/Loss on Investments | 171,842 | 53,204 | 127,652 | 177,702 | (348,537) | 526,239 | 150.99 |
| NET INCOME | (287,733) | (88,968) | (372,716) | 391,526 | 915,721 | (524,195) | (57.24) |