

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 3/31/2019

Produced: 4/10/2019 8:33:49AM

	Current Month Mar-2019	Prior Month Feb-2019	\$ Difference Feb-2019	Prior Year Mar-2018	\$ Difference Mar-2018
LOANS					
Credit Card Loans	1,466,343	1,452,166	14,177	1,405,463	60,880
Unsecured Loans	3,954,949	3,949,553	5,395	3,668,579	286,370
Direct Auto Loans	8,252,926	8,373,921	(120,995)	8,315,441	(62,515)
Indirect Auto Loans	35,798,081	36,210,521	(412,439)	35,055,914	742,167
Home Equity Loans	4,895,563	5,211,425	(315,862)	5,541,109	(645,546)
Fixed Real Estate Loans	16,286,753	16,341,934	(55,181)	17,554,812	(1,268,059)
Variable/Hybrid/Balloon RE Loans	1,731,278	1,740,527	(9,250)	2,458,010	(726,732)
MBL & Commercial Loans	2,555,784	1,618,843	936,940	705,567	1,850,217
Share & Certificate Secured Loans	479,778	464,417	15,361	454,285	25,493
Solar Loans	2,330,604	2,371,993	(41,390)	1,751,919	578,684
Other Loans	601,619	597,093	4,527	603,071	(1,452)
Loan Participations	7,319,682	7,441,385	(121,703)	9,014,696	(1,695,014)
TOTAL LOANS	85,673,358	85,773,778	(100,420)	86,528,865	(855,506)
Allowance for Loan Losses	(1,028,641)	(987,363)	(41,278)	(1,002,442)	(26,199)
NET LOANS	84,644,718	84,786,415	(141,697)	85,526,423	(881,705)
CASH	911,082	1,284,508	(373,427)	1,342,193	(431,111)
CASH DUE FROM BANKS & INVESTMENTS	60,588,819	58,130,729	2,458,090	54,295,146	6,293,673
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,537,353	3,547,350	(9,996)	3,621,621	(84,268)
F F & E and Leasehold Improvements (Net)	119,981	124,352	(4,371)	155,157	(35,177)
OTHER ASSETS					
Accrued Interest Receivable	383,286	374,626	8,660	335,549	47,736
Prepaid Expenses	812,657	946,316	(133,659)	598,462	214,195
Other Assets	5,130,277	5,414,760	(284,483)	5,327,024	(196,747)
TOTAL ASSETS	156,128,171	154,609,056	1,519,115	151,201,575	4,926,596

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 4/10/19

 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 4/10/19

 G. Vernon Babilon, President/CEO Date

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	Current Month Mar-2019	Prior Month Feb-2019	\$ Difference Feb-2019	Prior Year Mar-2018	\$ Difference Mar-2018
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	2,285,434	1,763,169	522,265	1,838,027	447,406
TOTAL LIABILITIES	2,285,434	1,763,169	522,265	1,838,027	447,406
SHARES					
Share and Club Accounts	64,647,423	64,622,780	24,643	64,000,797	646,626
Money Market Accounts	24,420,175	24,797,956	(377,781)	24,776,587	(356,412)
Share Draft Accounts	38,492,249	36,592,473	1,899,776	33,812,807	4,679,443
Share Certificates	7,986,217	8,091,387	(105,170)	9,290,692	(1,304,476)
Demand IRA Accounts	4,497,983	5,074,813	(576,829)	4,505,793	(7,809)
IRA Certificates	2,613,006	2,628,714	(15,708)	2,796,344	(183,339)
TOTAL SHARES	142,657,053	141,808,122	848,931	139,183,020	3,474,033
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(108,057)	(217,775)	109,718	(466,935)	358,878
Undivided Earnings	5,105,572	5,067,370	38,202	4,459,294	646,279
TOTAL EQUITY	11,185,684	11,037,764	147,920	10,180,528	1,005,156
TOTAL LIABILITIES AND EQUITY	156,128,171	154,609,056	1,519,115	151,201,575	4,926,596

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 3/31/2019

Produced: 4/10/2019 8:33:28AM

	MTD Actual Mar-2019	Prior Mo Actual Feb-2019	QTD Actual Mar-2019	YTD Actual Mar-2019	YTD Budget Mar-2019	\$ Diff YTD Mar-2019	% Diff YTD Mar-2019
INCOME							
Interest on Loans	384,909	354,394	1,129,622	1,129,622	1,179,825	(50,203)	(4.26)
Interest on Investments	111,075	93,077	299,665	299,665	271,501	28,164	10.37
Fee and Other Operating Income	127,946	125,602	413,619	413,619	427,744	(14,125)	(3.30)
TOTAL INCOME	623,931	573,073	1,842,906	1,842,906	1,879,070	(36,164)	(1.92)
OPERATING EXPENSES							
Employee Compensation	200,612	196,399	605,695	605,695	625,665	(19,970)	(3.19)
Payroll Tax Expense	15,703	17,882	52,345	52,345	56,035	(3,690)	(6.58)
Employee Commissions/Incentives	6,104	11,782	21,605	21,605	18,354	3,251	17.71
Employee Benefits	24,378	25,952	75,848	75,848	94,496	(18,648)	(19.73)
Meetings	141	2,440	4,345	4,345	2,320	2,025	87.30
Loan Servicing	23,293	21,709	68,805	68,805	82,266	(13,461)	(16.36)
State Banking Department Fee	1,269	1,269	3,807	3,807	3,807	0	0.00
Office Occupancy	37,488	39,740	114,887	114,887	110,234	4,653	4.22
Office Operations	53,400	55,807	170,384	170,384	169,097	1,287	0.76
Miscellaneous Expenses	1,838	1,351	6,181	6,181	5,400	781	14.46
Association Dues	2,173	2,656	7,243	7,243	9,941	(2,698)	(27.14)
Education, Training & Research	321	2,971	3,615	3,615	6,925	(3,311)	(47.81)
Professional & Outside Services	103,224	104,470	302,841	302,841	313,865	(11,024)	(3.51)
Travel & Conferences	2,095	2,689	5,117	5,117	2,500	2,617	104.69
Promotional Expenses	7,898	5,850	18,012	18,012	27,385	(9,373)	(34.23)
Operating Losses	1,790	475	5,608	5,608	6,920	(1,312)	(18.96)
TOTAL OPERATING EXPENSES	481,727	493,442	1,466,337	1,466,337	1,535,210	(68,873)	(4.49)
NET OPERATING INCOME	142,204	79,630	376,569	376,569	343,860	32,709	9.51
Provision for Loan Losses	87,970	33,826	132,980	132,980	162,500	(29,520)	(18.17)
Provision for Courtesy Pay Losses	(521)	297	4,838	4,838	8,250	(3,412)	(41.36)
Dividend Expense	15,294	10,102	35,443	35,443	33,772	1,671	4.95
Interest on Borrowings	9	0	19	19	0	19	0.00
(Gain)/Loss on Other Assets	1,251	0	1,251	1,251	0	1,251	0.00
Non-Operating (Income)/Expense	0	0	(29)	(29)	0	(29)	0.00
NET INCOME	38,202	35,406	202,066	202,066	139,338	62,728	45.02