

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 9/30/2018

Produced: 10/9/2018 9:11:19AM

	Current Month Sep-2018	Prior Month Aug-2018	\$ Difference Aug-2018	Prior Year Sep-2017	\$ Difference Sep-2017
LOANS					
Credit Card Loans	1,362,369	1,349,844	12,525	1,413,831	(51,462)
Unsecured Loans	3,853,229	3,761,135	92,094	3,918,673	(65,444)
Direct Auto Loans	8,859,099	8,753,390	105,708	7,659,576	1,199,523
Indirect Auto Loans	39,321,440	38,368,163	953,277	33,643,208	5,678,232
Home Equity Loans	5,460,771	5,404,845	55,926	5,864,228	(403,457)
Fixed Real Estate Loans	16,754,523	16,810,050	(55,527)	18,717,061	(1,962,538)
Variable/Hybrid/Balloon RE Loans	2,376,795	2,387,698	(10,903)	2,742,747	(365,952)
MBL & Commercial Loans	564,760	570,600	(5,840)	170,961	393,800
Share & Certificate Secured Loans	432,397	451,345	(18,947)	493,592	(61,195)
Other Loans	2,610,995	2,612,525	(1,530)	1,764,414	846,581
Loan Participations	8,152,815	8,245,386	(92,571)	4,479,866	3,672,949
TOTAL LOANS	89,749,193	88,714,981	1,034,212	80,868,156	8,881,037
Allowance for Loan Losses	(1,041,843)	(1,064,077)	22,235	(922,152)	(119,690)
NET LOANS	88,707,351	87,650,904	1,056,447	79,946,004	8,761,347
CASH	1,249,690	1,297,125	(47,434)	1,288,388	(38,697)
CASH DUE FROM BANKS & INVESTMENTS	49,180,070	51,057,687	(1,877,617)	56,003,264	(6,823,194)
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,578,425	3,575,509	2,916	3,679,098	(100,674)
F F & E and Leasehold Improvements (Net)	135,768	140,247	(4,479)	183,787	(48,019)
OTHER ASSETS					
Accrued Interest Receivable	373,384	359,663	13,721	328,686	44,698
Prepaid Expenses	651,453	663,098	(11,646)	642,743	8,710
Other Assets	5,105,290	5,096,547	8,743	4,976,032	129,258
TOTAL ASSETS	148,981,431	149,840,781	(859,350)	147,048,001	1,933,430

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 10/9/18
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 10/10/18
 G. Vernon Babilon, President/CEO Date

Richard Prater 10/22/18
 Richard Prater, Treasurer Date

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET

As of: 9/30/2018
 Produced: 10/9/2018 9:11:20AM

	Current Month Sep-2018	Prior Month Aug-2018	\$ Difference Aug-2018	Prior Year Sep-2017	\$ Difference Sep-2017
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,970,267	1,600,335	369,932	1,500,185	470,082
TOTAL LIABILITIES	1,970,267	1,600,335	369,932	1,500,185	470,082
SHARES					
Share and Club Accounts	62,702,735	63,137,220	(434,485)	63,569,045	(866,310)
Money Market Accounts	24,944,103	24,596,639	347,464	23,937,517	1,006,585
Share Draft Accounts	32,221,207	33,402,007	(1,180,800)	30,395,612	1,825,595
Share Certificates	8,633,192	8,640,990	(7,798)	9,727,925	(1,094,733)
Demand IRA Accounts	5,371,094	5,329,455	41,639	4,959,085	412,009
IRA Certificates	2,677,480	2,694,817	(17,337)	2,930,007	(252,527)
TOTAL SHARES	136,549,812	137,801,127	(1,251,316)	135,519,192	1,030,619
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(512,499)	(407,250)	(105,249)	(266,344)	(246,155)
Undivided Earnings	4,785,684	4,658,401	127,283	4,106,800	678,884
TOTAL EQUITY	10,461,353	10,439,320	22,033	10,028,624	432,729
TOTAL LIABILITIES AND EQUITY	148,981,431	149,840,781	(859,350)	147,048,001	1,933,430

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 9/30/2018

Produced: 10/9/2018 9:11:32AM

	MTD Actual Sep-2018	Prior Mo Actual Aug-2018	QTD Actual Sep-2018	YTD Actual Sep-2018	YTD Budget Sep-2018	\$ Diff YTD Sep-2018	% Diff YTD Sep-2018
INCOME							
Interest on Loans	385,660	387,417	1,160,216	3,445,981	3,416,367	29,614	0.87
Interest on Investments	78,315	79,013	242,828	679,122	656,429	22,693	3.46
Fee and Other Operating Income	137,145	121,820	426,942	1,392,578	1,275,674	116,904	9.16
TOTAL INCOME	601,120	588,250	1,829,985	5,517,682	5,348,470	169,212	3.16
OPERATING EXPENSES							
Employee Compensation	172,345	182,805	531,982	1,648,105	1,851,162	(203,057)	(10.97)
Payroll Tax Expense	13,172	13,918	41,360	135,940	152,353	(16,413)	(10.77)
Employee Commissions/Incentives	3,535	3,135	13,517	42,132	75,669	(33,537)	(44.32)
Employee Benefits	22,463	20,647	63,806	202,833	243,971	(41,138)	(16.86)
Meetings	751	35	2,144	8,085	10,745	(2,660)	(24.75)
Loan Servicing	24,319	28,953	80,963	236,625	253,068	(16,443)	(6.50)
State Banking Department Fee	1,269	1,734	4,744	15,190	15,847	(657)	(4.15)
Office Occupancy	36,637	38,862	112,659	329,792	347,671	(17,879)	(5.14)
Office Operations	53,884	58,969	169,185	464,016	432,873	31,143	7.19
Miscellaneous Expenses	1,376	1,139	4,082	16,216	14,800	1,416	9.57
Association Dues	2,321	2,536	7,179	22,801	23,678	(877)	(3.70)
Education, Training & Research	322	692	6,765	17,918	14,325	3,593	25.08
Professional & Outside Services	94,159	98,895	297,451	870,537	897,401	(26,864)	(2.99)
Travel & Conferences	0	(338)	(2,722)	8,459	16,880	(8,421)	(49.89)
Promotional Expenses	6,173	6,725	18,206	48,323	82,967	(34,644)	(41.76)
Operating Losses	3,517	833	5,557	13,789	23,580	(9,791)	(41.52)
TOTAL OPERATING EXPENSES	436,244	459,539	1,356,876	4,080,761	4,456,990	(376,229)	(8.44)
NET OPERATING INCOME	164,876	128,710	473,109	1,436,921	891,480	545,441	61.18
Provision for Loan Losses	27,680	116,211	277,638	711,642	450,000	261,642	58.14
Provision for Courtesy Pay Losses	2,524	4,867	11,093	20,497	31,500	(11,003)	(34.93)
Dividend Expense	7,208	7,266	21,743	63,645	63,496	149	0.24
Interest on Borrowings	180	1,803	3,357	3,467	0	3,467	0.00
(Gain)/Loss on Other Assets	0	(4,062)	(7,684)	828	0	828	0.00
Non-Operating (Income)/Expense	0	0	0	26,218	0	26,218	0.00
NET INCOME	127,283	2,625	166,963	610,623	346,484	264,139	76.23