

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 9/30/2019

Produced: 10/9/2019 9:10:45AM

	Current Month Sep-2019	Prior Month Aug-2019	\$ Difference Aug-2019	Prior Year Sep-2018	\$ Difference Sep-2018
ASSETS					
LOANS					
Credit Card Loans	1,610,202	1,634,242	(24,040)	1,362,369	247,833
Unsecured Loans	4,423,631	4,302,707	120,924	3,853,229	570,402
Direct Auto Loans	7,976,443	8,058,473	(82,029)	8,859,099	(882,655)
Indirect Auto Loans	33,597,507	34,196,490	(598,982)	39,321,440	(5,723,933)
Home Equity Loans	4,817,589	4,660,632	156,957	5,460,771	(643,182)
Fixed Real Estate Loans	15,652,613	15,600,972	51,641	16,754,523	(1,101,910)
Variable/Hybrid/Balloon RE Loans	1,640,700	1,647,476	(6,776)	2,376,795	(736,095)
MBL & Commercial Loans	5,703,818	4,724,019	979,799	564,760	5,139,058
Share & Certificate Secured Loans	452,558	462,057	(9,500)	432,397	20,161
Solar Loans	2,884,535	2,725,182	159,353	2,033,010	851,525
Other Loans	667,281	650,552	16,729	577,985	89,296
Loan Participations	6,445,323	6,564,231	(118,908)	8,086,593	(1,641,270)
Net Deferred (Fees) Costs	287,331	309,644	(22,312)	477,879	(190,547)
GROSS LOANS	86,159,532	85,536,675	622,857	90,160,850	(4,001,318)
Allowance for Loan Losses	(982,235)	(1,015,430)	33,195	(1,041,843)	59,607
NET LOANS	85,177,297	84,521,244	656,052	89,119,008	(3,941,711)
CASH AND CASH EQUIVALENTS	12,519,306	11,239,805	1,279,501	6,775,108	5,744,198
INVESTMENTS	43,210,442	45,500,344	(2,289,903)	42,537,192	673,250
PROPERTY AND EQUIPMENT					
Land & Building	3,485,049	3,488,948	(3,898)	3,578,425	(93,375)
Other Fixed Assets	385,446	386,198	(752)	135,768	249,678
OTHER ASSETS					
Accrued Interest Receivable	366,433	377,091	(10,658)	373,384	(6,951)
Prepaid Expenses	293,889	319,122	(25,232)	239,796	54,094
Other Assets	5,153,808	5,085,118	68,690	4,885,370	268,438
TOTAL ASSETS	150,591,670	150,917,870	(326,200)	147,644,050	2,947,620

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 10/9/19
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 10/10/19
 G. Vernon Babilon, President/CEO Date

Mike McKendrick 10/19/2019
 Mike McKendrick, Treasurer Date

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 9/30/2019

Produced: 10/10/2019 11:35:22AM

	MTD Actual Sep-2019	Prior Mo Actual Aug-2019	QTD Actual Sep-2019	YTD Actual Sep-2019	YTD Budget Sep-2019	\$ Diff YTD Sep-2019	% Diff YTD Sep-2019
INCOME							
Interest on Loans	383,895	400,927	1,176,366	3,451,760	3,644,774	(193,014)	(5.30)
Interest on Investments	99,819	99,303	304,822	925,661	860,256	65,405	7.60
Fee and Other Operating Income	146,762	136,029	456,695	1,342,216	1,332,815	9,401	0.71
TOTAL INCOME	630,475	636,259	1,937,883	5,719,637	5,837,845	(118,208)	(2.02)
OPERATING EXPENSES							
Employee Compensation	204,445	219,924	644,662	1,887,201	1,910,147	(22,946)	(1.20)
Payroll Tax Expense	16,097	15,847	49,609	152,596	155,797	(3,201)	(2.05)
Employee Commissions/Incentives	7,824	6,484	24,979	67,073	55,312	11,761	21.26
Employee Benefits	27,409	26,545	85,303	249,407	287,066	(37,659)	(13.12)
Meetings	230	261	837	6,076	6,770	(694)	(10.26)
Loan Servicing	28,097	34,411	89,146	237,334	263,298	(25,964)	(9.86)
State Banking Department Fee	1,269	1,267	3,805	11,419	11,484	(65)	(0.57)
Office Occupancy	41,412	33,131	112,460	331,494	328,564	2,930	0.89
Office Operations	50,885	47,849	143,753	477,914	510,453	(32,539)	(6.37)
Miscellaneous Expenses	1,508	2,120	4,837	17,001	17,200	(199)	(1.16)
Association Dues	2,414	2,414	7,243	21,728	24,443	(2,715)	(11.11)
Education, Training & Research	1,065	980	2,668	11,873	13,125	(1,252)	(9.54)
Professional & Outside Services	101,844	105,504	319,220	942,096	939,094	3,002	0.32
Travel & Conferences	1,418	2,169	4,605	16,625	18,800	(2,175)	(11.57)
Promotional Expenses	6,126	6,707	18,643	54,321	78,057	(23,736)	(30.41)
Operating Losses	2,479	4,002	8,617	22,601	20,760	1,841	8.87
TOTAL OPERATING EXPENSES	494,521	509,614	1,520,386	4,506,759	4,640,370	(133,611)	(2.88)
NET OPERATING INCOME	135,955	126,644	417,497	1,212,878	1,197,475	15,403	1.29
Provision for Loan Losses	24,055	2,034	66,296	295,761	487,500	(191,739)	(39.33)
Provision for Courtesy Pay Losses	5,817	1,380	8,257	17,526	24,750	(7,224)	(29.19)
Dividend Expense	16,075	16,519	48,643	128,361	121,937	6,424	5.27
Interest on Borrowings	125	26	706	799	0	799	0.00
(Gain)/Loss on Investments	(225,528)	0	(225,528)	(225,528)	0	(225,528)	0.00
(Gain)/Loss on Fixed Assets	0	0	(1)	18,696	15,773	2,923	18.53
(Gain)/Loss on Other Assets	0	0	0	1,256	0	1,256	0.00
NET INCOME	315,410	106,685	519,124	976,005	547,515	428,490	78.26

Tucson Old Pueblo Credit Union
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As of: 9/30/2019
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	Current Month Sep-2019	Prior Month Aug-2019	\$ Difference Aug-2019	Prior Year Sep-2018	\$ Difference Sep-2018
LIABILITIES AND MEMBERS' EQUITY					
LIABILITIES:					
MEMBERS' SHARE ACCOUNTS					
Share and Club Accounts	63,974,427	63,667,699	306,728	62,702,735	1,271,692
Money Market Accounts	24,365,968	24,318,687	47,281	24,944,103	(578,135)
Share Draft Accounts	33,653,608	34,435,379	(781,771)	32,221,207	1,432,401
Share Certificates	8,056,900	8,093,071	(36,171)	8,633,192	(576,292)
Demand IRA Accounts	4,474,651	4,589,562	(114,911)	5,371,094	(896,443)
IRA Certificates	2,677,656	2,627,654	50,002	2,677,480	176
TOTAL MEMBERS' SHARE ACCOUNTS	137,203,211	137,732,052	(528,842)	136,549,812	653,399
Accrued Expenses and Other Liabilities	942,876	939,886	2,989	632,940	309,935
TOTAL LIABILITIES	138,146,086	138,671,938	(525,852)	137,182,752	963,335
MEMBERS' EQUITY:					
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	377,904	493,661	(115,758)	(512,499)	890,403
Undivided Earnings	5,879,512	5,564,101	315,410	4,785,684	1,093,828
TOTAL MEMBERS' EQUITY	12,445,584	12,245,931	199,653	10,461,353	1,984,231
TOTAL LIABILITIES AND MEMBERS' EQUITY	150,591,670	150,917,870	(326,200)	147,644,104	2,947,566