

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 4/30/2018

Produced: 5/7/2018 9:29:17AM

	Current Month Apr-2018	Prior Month Mar-2018	\$ Difference Mar-2018	Prior Year Apr-2017	\$ Difference Apr-2017
LOANS					
Credit Card Loans	1,392,888	1,405,463	(12,575)	1,404,815	(11,927)
Unsecured Loans	3,694,110	3,668,579	25,531	4,117,052	(422,943)
Direct Auto Loans	8,289,769	8,315,441	(25,671)	8,244,127	45,642
Indirect Auto Loans	35,363,310	35,055,914	307,396	28,983,563	6,379,747
Home Equity Loans	5,718,099	5,541,109	176,991	6,493,739	(775,640)
Fixed Real Estate Loans	17,384,131	17,554,812	(170,681)	18,615,912	(1,231,781)
Variable/Hybrid/Balloon RE Loans	2,431,500	2,458,010	(26,510)	3,123,465	(691,965)
MBL & Commercial Loans	701,016	705,567	(4,552)	175,270	525,746
Share & Certificate Secured Loans	445,820	454,285	(8,465)	456,348	(10,528)
Other Loans	2,406,221	2,354,990	51,230	1,509,377	896,843
Loan Participations	8,864,965	9,014,696	(149,730)	4,994,350	3,870,615
TOTAL LOANS	86,691,828	86,528,865	162,964	78,118,019	8,573,809
Allowance for Loan Losses	(986,550)	(1,002,442)	15,892	(807,412)	(179,138)
NET LOANS	85,705,278	85,526,423	178,855	77,310,607	8,394,671
CASH	1,324,639	1,342,193	(17,553)	1,384,046	(59,407)
CASH DUE FROM BANKS & INVESTMENTS	52,714,413	54,295,146	(1,580,734)	56,407,280	(3,692,867)
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,612,350	3,621,621	(9,272)	3,721,824	(109,474)
F F & E and Leasehold Improvements (Net)	150,667	155,157	(4,490)	162,298	(11,630)
OTHER ASSETS					
Accrued Interest Receivable	344,250	335,549	8,701	337,096	7,154
Prepaid Expenses	583,534	598,462	(14,928)	530,328	53,206
Other Assets	5,256,710	5,327,024	(70,314)	4,993,428	263,282
TOTAL ASSETS	149,691,840	151,201,575	(1,509,735)	144,846,905	4,844,936

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 5/16/18
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 5/8/18
 G. Vernon Babilon, President/CEO Date

Richard Prater 5/23/18
 Richard Prater, Treasurer Date

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET

As of: 4/30/2018
 Produced: 5/7/2018 9:29:18AM

	Current Month Apr-2018	Prior Month Mar-2018	\$ Difference Mar-2018	Prior Year Apr-2017	\$ Difference Apr-2017
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,227,677	1,838,027	(610,350)	1,658,993	(431,316)
TOTAL LIABILITIES	1,227,677	1,838,027	(610,350)	1,658,993	(431,316)
SHARES					
Share and Club Accounts	64,693,079	64,000,797	692,282	60,704,138	3,988,941
Money Market Accounts	24,631,823	24,776,587	(144,764)	23,554,736	1,077,088
Share Draft Accounts	32,447,507	33,812,807	(1,365,299)	30,974,009	1,473,498
Share Certificates	9,130,445	9,290,692	(160,248)	10,109,865	(979,421)
Demand IRA Accounts	4,498,149	4,505,793	(7,644)	4,807,700	(309,552)
IRA Certificates	2,759,596	2,796,344	(36,748)	3,057,115	(297,519)
TOTAL SHARES	138,160,600	139,183,020	(1,022,420)	133,207,564	4,953,036
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(485,224)	(466,935)	(18,290)	(212,207)	(273,017)
Undivided Earnings	4,600,619	4,459,294	141,326	4,004,387	596,233
TOTAL EQUITY	10,303,563	10,180,528	123,036	9,980,348	323,215
TOTAL LIABILITIES AND EQUITY	149,691,840	151,201,575	(1,509,735)	144,846,905	4,844,936

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 4/30/2018

Produced: 5/7/2018 9:30:16AM

	MTD Actual Apr-2018	Prior Mo Actual Mar-2018	QTD Actual Apr-2018	YTD Actual Apr-2018	YTD Budget Apr-2018	\$ Diff YTD Apr-2018	% Diff YTD Apr-2018
INCOME							
Interest on Loans	381,113	392,717	381,113	1,523,478	1,521,478	2,000	0.13
Interest on Investments	74,391	72,470	74,391	276,281	286,062	(9,781)	(3.42)
Fee and Other Operating Income	196,359	228,607	196,359	715,774	577,793	137,981	23.88
TOTAL INCOME	651,862	693,794	651,862	2,515,534	2,385,333	130,201	5.46
OPERATING EXPENSES							
Employee Compensation	184,702	196,005	184,702	755,449	815,302	(59,853)	(7.34)
Payroll Tax Expense	14,078	15,080	14,078	64,645	71,197	(6,552)	(9.20)
Employee Commissions/Incentives	7,632	3,010	7,632	21,084	35,663	(14,579)	(40.88)
Employee Benefits	23,806	21,929	23,806	92,415	104,076	(11,661)	(11.20)
Meetings	996	907	996	3,346	4,736	(1,390)	(29.35)
Loan Servicing	24,874	23,913	24,874	97,182	111,808	(14,626)	(13.08)
State Banking Department Fee	1,741	1,741	1,741	6,964	6,964	0	0.00
Office Occupancy	33,978	33,542	33,978	137,819	150,469	(12,650)	(8.41)
Office Operations	46,904	44,209	46,904	195,391	193,213	2,178	1.13
Miscellaneous Expenses	1,344	1,499	1,344	6,087	5,150	937	18.20
Association Dues	2,321	2,321	2,321	10,980	12,018	(1,038)	(8.64)
Education, Training & Research	644	2,670	644	6,874	11,000	(4,126)	(37.51)
Professional & Outside Services	97,887	90,642	97,887	380,370	397,539	(17,169)	(4.32)
Travel & Conferences	2,697	1,288	2,697	4,652	5,363	(711)	(13.27)
Promotional Expenses	6,319	7,107	6,319	20,712	41,152	(20,440)	(49.67)
Operating Losses	1,663	1,502	1,663	4,739	10,480	(5,741)	(54.78)
TOTAL OPERATING EXPENSES	451,587	447,364	451,587	1,808,707	1,976,130	(167,423)	(8.47)
NET OPERATING INCOME	200,275	246,430	200,275	706,827	409,203	297,624	72.73
Provision for Loan Losses	45,381	79,170	45,381	237,005	200,000	37,005	18.50
Provision for Courtesy Pay Losses	3,106	848	3,106	6,587	14,000	(7,413)	(52.95)
Dividend Expense	7,109	7,153	7,109	27,810	28,020	(210)	(0.75)
(Gain)/Loss on Other Assets	2,136	6,632	2,136	8,648	0	8,648	0.00
Non-Operating (Income)/Expense	1,218	0	1,218	1,218	0	1,218	0.00
NET INCOME	141,326	152,627	141,326	425,559	167,183	258,376	154.55