

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



As of: 8/31/2018

Produced: 9/10/2018 2:25:09PM

	Current Month Aug-2018	Prior Month Jul-2018	\$ Difference Jul-2018	Prior Year Aug-2017	\$ Difference Aug-2017
<b>LOANS</b>					
Credit Card Loans	1,349,844	1,362,505	(12,661)	1,444,734	(94,890)
Unsecured Loans	3,761,135	3,734,127	27,008	3,953,841	(192,706)
Direct Auto Loans	8,753,390	8,573,219	180,171	7,830,278	923,113
Indirect Auto Loans	38,368,163	37,679,659	688,504	32,664,142	5,704,021
Home Equity Loans	5,404,845	5,453,139	(48,293)	5,931,686	(526,840)
Fixed Real Estate Loans	16,810,050	16,949,375	(139,325)	18,760,522	(1,950,472)
Variable/Hybrid/Balloon RE Loans	2,387,698	2,399,184	(11,486)	2,784,273	(396,575)
MBL & Commercial Loans	570,600	576,799	(6,198)	171,820	398,781
Share & Certificate Secured Loans	451,345	464,334	(12,989)	465,103	(13,758)
Other Loans	2,612,525	2,416,144	196,381	1,776,879	835,646
Loan Participations	8,245,386	8,407,508	(162,123)	4,588,802	3,656,584
<b>TOTAL LOANS</b>	<b>88,714,981</b>	<b>88,015,992</b>	<b>698,990</b>	<b>80,372,078</b>	<b>8,342,903</b>
Allowance for Loan Losses	(1,064,077)	(1,094,676)	30,599	(886,848)	(177,229)
<b>NET LOANS</b>	<b>87,650,904</b>	<b>86,921,316</b>	<b>729,589</b>	<b>79,485,230</b>	<b>8,165,674</b>
CASH	1,297,125	1,412,079	(114,955)	1,485,195	(188,070)
CASH DUE FROM BANKS & INVESTMENTS	51,057,687	48,232,213	2,825,474	56,411,846	(5,354,158)
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,575,509	3,584,719	(9,210)	3,688,678	(113,169)
F F & E and Leasehold Improvements (Net)	140,247	144,785	(4,537)	172,443	(32,195)
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	359,663	374,333	(14,669)	351,149	8,514
Prepaid Expenses	663,098	694,077	(30,979)	600,070	63,028
Other Assets	5,096,547	5,348,810	(252,263)	4,967,046	129,501
<b>TOTAL ASSETS</b>	<b>149,840,781</b>	<b>146,712,331</b>	<b>3,128,450</b>	<b>147,161,656</b>	<b>2,679,125</b>

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

G. Vernon Babylon 9/10/18  
 G. Vernon Babylon, President/CEO Date

Richard Prater 9.20.18  
 Richard Prater, Treasurer Date

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

As of: 8/31/2018  
 Produced: 9/10/2018 2:25:10PM

	Current Month Aug-2018	Prior Month Jul-2018	\$ Difference Jul-2018	Prior Year Aug-2017	\$ Difference Aug-2017
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,600,335	1,211,995	388,340	1,396,200	204,134
<b>TOTAL LIABILITIES</b>	<b>1,600,335</b>	<b>1,211,995</b>	<b>388,340</b>	<b>1,396,200</b>	<b>204,134</b>
<b>SHARES</b>					
Share and Club Accounts	63,137,220	62,678,852	458,368	63,384,017	(246,797)
Money Market Accounts	24,596,639	24,856,901	(260,263)	23,733,101	863,538
Share Draft Accounts	33,402,007	30,842,982	2,559,025	30,793,961	2,608,045
Share Certificates	8,640,990	8,751,011	(110,021)	9,899,245	(1,258,255)
Demand IRA Accounts	5,329,455	5,288,533	40,922	4,940,404	389,051
IRA Certificates	2,694,817	2,725,913	(31,096)	2,960,064	(265,247)
<b>TOTAL SHARES</b>	<b>137,801,127</b>	<b>135,144,193</b>	<b>2,656,935</b>	<b>135,710,792</b>	<b>2,090,335</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(407,250)	(487,800)	80,550	(204,521)	(202,729)
Undivided Earnings	4,658,401	4,655,776	2,625	4,071,016	587,385
<b>TOTAL EQUITY</b>	<b>10,439,320</b>	<b>10,356,144</b>	<b>83,176</b>	<b>10,054,664</b>	<b>384,656</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>149,840,781</b>	<b>146,712,331</b>	<b>3,128,450</b>	<b>147,161,656</b>	<b>2,679,125</b>

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



As of: 8/31/2018

Produced: 9/10/2018 2:25:28PM

	MTD Actual Aug-2018	Prior Mo Actual Jul-2018	QTD Actual Aug-2018	YTD Actual Aug-2018	YTD Budget Aug-2018	\$ Diff YTD Aug-2018	% Diff YTD Aug-2018
<b>INCOME</b>							
Interest on Loans	387,417	387,139	774,556	3,060,321	3,040,073	20,248	0.67
Interest on Investments	79,013	85,500	164,512	600,807	583,070	17,737	3.04
Fee and Other Operating Income	121,820	167,977	289,797	1,255,433	1,135,839	119,594	10.53
<b>TOTAL INCOME</b>	<b>588,250</b>	<b>640,616</b>	<b>1,228,865</b>	<b>4,916,562</b>	<b>4,758,982</b>	<b>157,580</b>	<b>3.31</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	182,805	176,832	359,637	1,475,760	1,660,616	(184,856)	(11.13)
Payroll Tax Expense	13,918	14,269	28,187	122,768	137,558	(14,790)	(10.75)
Employee Commissions/Incentives	3,135	6,847	9,982	38,597	69,815	(31,218)	(44.72)
Employee Benefits	20,647	20,695	41,342	180,369	214,157	(33,788)	(15.78)
Meetings	35	1,357	1,392	7,334	9,123	(1,789)	(19.61)
Loan Servicing	28,953	27,690	56,644	212,306	224,616	(12,310)	(5.48)
State Banking Department Fee	1,734	1,741	3,475	13,921	14,017	(96)	(0.68)
Office Occupancy	38,862	37,160	76,022	293,156	307,816	(14,660)	(4.76)
Office Operations	58,969	56,333	115,301	410,132	385,276	24,856	6.45
Miscellaneous Expenses	1,139	1,567	2,706	14,839	13,100	1,739	13.28
Association Dues	2,536	2,321	4,858	20,480	21,346	(866)	(4.06)
Education, Training & Research	692	5,752	6,443	17,596	14,000	3,596	25.69
Professional & Outside Services	98,895	104,396	203,292	776,378	796,564	(20,186)	(2.53)
Travel & Conferences	(338)	(2,385)	(2,722)	8,459	13,046	(4,587)	(35.16)
Promotional Expenses	6,725	5,309	12,034	42,151	71,354	(29,203)	(40.93)
Operating Losses	833	1,207	2,040	10,271	20,960	(10,689)	(51.00)
<b>TOTAL OPERATING EXPENSES</b>	<b>459,539</b>	<b>461,092</b>	<b>920,632</b>	<b>3,644,517</b>	<b>3,973,364</b>	<b>(328,847)</b>	<b>(8.28)</b>
<b>NET OPERATING INCOME</b>	<b>128,710</b>	<b>179,523</b>	<b>308,234</b>	<b>1,272,045</b>	<b>785,618</b>	<b>486,427</b>	<b>61.92</b>
Provision for Loan Losses	116,211	133,747	249,958	683,962	400,000	283,962	70.99
Provision for Courtesy Pay Losses	4,867	3,702	8,568	17,973	28,000	(10,027)	(35.81)
Dividend Expense	7,266	7,268	14,534	56,437	56,483	(46)	(0.08)
Interest on Borrowings	1,803	1,373	3,176	3,287	0	3,287	0.00
(Gain)/Loss on Other Assets	(4,062)	(3,622)	(7,684)	828	0	828	0.00
Non-Operating (Income)/Expense	0	0	0	26,218	0	26,218	0.00
<b>NET INCOME</b>	<b>2,625</b>	<b>37,055</b>	<b>39,680</b>	<b>483,340</b>	<b>301,135</b>	<b>182,205</b>	<b>60.51</b>