

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



As of: 8/31/2019

Produced: 9/10/2019 9:14:01AM

	Current Month Aug-2019	Prior Month Jul-2019	\$ Difference Jul-2019	Prior Year Aug-2018	\$ Difference Aug-2018
<b>LOANS</b>					
Credit Card Loans	1,634,242	1,606,838	27,404	1,349,844	284,398
Unsecured Loans	4,302,707	4,247,608	55,099	3,761,135	541,573
Direct Auto Loans	8,058,473	8,032,235	26,238	8,753,390	(694,918)
Indirect Auto Loans	34,196,490	34,930,871	(734,382)	38,368,163	(4,171,673)
Home Equity Loans	4,660,632	4,796,499	(135,867)	5,404,845	(744,213)
Fixed Real Estate Loans	15,600,972	15,543,433	57,539	16,810,050	(1,209,078)
Variable/Hybrid/Balloon RE Loans	1,647,476	1,683,697	(36,221)	2,387,698	(740,222)
MBL & Commercial Loans	4,724,019	4,601,009	123,010	570,600	4,153,418
Share & Certificate Secured Loans	462,057	469,473	(7,415)	451,345	10,713
Solar Loans	2,725,182	2,613,591	111,591	2,019,281	705,901
Other Loans	650,552	631,058	19,494	593,244	57,308
Loan Participations	6,592,371	6,717,518	(125,147)	8,245,386	(1,653,014)
<b>TOTAL LOANS</b>	<b>85,255,172</b>	<b>85,873,829</b>	<b>(618,658)</b>	<b>88,714,981</b>	<b>(3,459,810)</b>
Allowance for Loan Losses	(1,015,430)	(1,058,275)	42,845	(1,064,077)	48,647
<b>NET LOANS</b>	<b>84,239,741</b>	<b>84,815,554</b>	<b>(575,813)</b>	<b>87,650,904</b>	<b>(3,411,163)</b>
CASH	1,291,098	1,263,751	27,347	1,297,125	(6,027)
CASH DUE FROM BANKS & INVESTMENTS	56,797,405	52,884,638	3,912,766	51,057,687	5,739,717
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,488,948	3,498,567	(9,619)	3,575,509	(86,561)
F F & E and Leasehold Improvements (Net)	386,198	392,110	(5,912)	140,247	245,951
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	377,091	384,589	(7,499)	359,663	17,427
Prepaid Expenses	600,625	647,000	(46,375)	663,098	(62,473)
Other Assets	5,124,926	5,313,968	(189,042)	5,096,547	28,379
<b>TOTAL ASSETS</b>	<b>152,306,031</b>	<b>149,200,177</b>	<b>3,105,853</b>	<b>149,840,781</b>	<b>2,465,249</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* 9/10/19  
 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 9/10/19  
 G. Vernon Babilon, President/CEO Date

*Mike McKendrick* 9/25/19  
 Mike McKendrick, Treasurer Date

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

As of: 8/31/2019  
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	Current Month Aug-2019	Prior Month Jul-2019	\$ Difference Jul-2019	Prior Year Aug-2018	\$ Difference Aug-2018
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	2,328,047	1,937,572	390,475	1,600,335	727,713
<b>TOTAL LIABILITIES</b>	<b>2,328,047</b>	<b>1,937,572</b>	<b>390,475</b>	<b>1,600,335</b>	<b>727,713</b>
<b>SHARES</b>					
Share and Club Accounts	63,667,699	62,482,923	1,184,776	63,137,220	530,479
Money Market Accounts	24,318,687	24,317,651	1,036	24,596,639	(277,952)
Share Draft Accounts	34,435,379	33,447,348	988,031	33,402,007	1,033,373
Share Certificates	8,093,071	7,996,832	96,239	8,640,990	(547,919)
Demand IRA Accounts	4,589,562	4,491,813	97,749	5,329,455	(739,893)
IRA Certificates	2,627,654	2,612,779	14,875	2,694,817	(67,163)
<b>TOTAL SHARES</b>	<b>137,732,052</b>	<b>135,349,346</b>	<b>2,382,706</b>	<b>137,801,127</b>	<b>(69,075)</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	493,661	267,675	225,986	(407,250)	900,911
Undivided Earnings	5,564,101	5,457,416	106,685	4,658,401	905,700
<b>TOTAL EQUITY</b>	<b>12,245,931</b>	<b>11,913,260</b>	<b>332,672</b>	<b>10,439,320</b>	<b>1,806,612</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>152,306,031</b>	<b>149,200,177</b>	<b>3,105,853</b>	<b>149,840,781</b>	<b>2,465,249</b>

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



As of: 8/31/2019

Produced: 9/10/2019 9:14:36AM

	MTD Actual Aug-2019	Prior Mo Actual Jul-2019	QTD Actual Aug-2019	YTD Actual Aug-2019	YTD Budget Aug-2019	\$ Diff YTD Aug-2019	% Diff YTD Aug-2019
<b>INCOME</b>							
Interest on Loans	400,927	391,545	792,471	3,067,866	3,232,903	(165,037)	(5.10)
Interest on Investments	99,303	105,701	205,004	825,843	758,049	67,794	8.94
Fee and Other Operating Income	136,029	173,903	309,932	1,195,453	1,190,057	5,396	0.45
<b>TOTAL INCOME</b>	<b>636,259</b>	<b>671,149</b>	<b>1,307,407</b>	<b>5,089,162</b>	<b>5,181,009</b>	<b>(91,847)</b>	<b>(1.77)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	219,924	220,293	440,217	1,682,757	1,702,667	(19,910)	(1.17)
Payroll Tax Expense	15,847	17,665	33,512	136,499	139,984	(3,485)	(2.49)
Employee Commissions/Incentives	6,484	10,672	17,156	59,249	51,782	7,467	14.42
Employee Benefits	26,545	31,349	57,894	221,998	254,838	(32,840)	(12.89)
Meetings	261	346	607	5,845	5,720	125	2.19
Loan Servicing	34,411	26,638	61,049	209,237	230,376	(21,139)	(9.18)
State Banking Department Fee	1,267	1,269	2,536	10,150	10,152	(2)	(0.02)
Office Occupancy	33,131	37,917	71,048	290,082	290,580	(498)	(0.17)
Office Operations	47,849	45,019	92,868	427,030	454,679	(27,649)	(6.08)
Miscellaneous Expenses	2,120	1,209	3,329	15,493	15,400	93	0.60
Association Dues	2,414	2,414	4,828	19,314	22,026	(2,712)	(12.31)
Education, Training & Research	980	624	1,603	10,809	12,500	(1,691)	(13.53)
Professional & Outside Services	105,504	111,872	217,376	840,252	833,145	7,107	0.85
Travel & Conferences	2,169	1,018	3,187	15,207	13,634	1,573	11.54
Promotional Expenses	6,707	5,810	12,517	48,195	70,995	(22,800)	(32.12)
Operating Losses	4,002	2,136	6,138	20,122	18,454	1,668	9.04
<b>TOTAL OPERATING EXPENSES</b>	<b>509,614</b>	<b>516,251</b>	<b>1,025,865</b>	<b>4,012,238</b>	<b>4,126,932</b>	<b>(114,694)</b>	<b>(2.78)</b>
<b>NET OPERATING INCOME</b>	<b>126,644</b>	<b>154,898</b>	<b>281,542</b>	<b>1,076,923</b>	<b>1,054,077</b>	<b>22,846</b>	<b>2.17</b>
Provision for Loan Losses	2,034	40,206	42,240	271,706	433,333	(161,627)	(37.30)
Provision for Courtesy Pay Losses	1,380	1,060	2,440	11,710	22,000	(10,290)	(46.77)
Dividend Expense	16,519	16,049	32,568	112,286	106,538	5,748	5.40
Interest on Borrowings	26	555	581	674	0	674	0.00
(Gain)/Loss on Fixed Assets	0	(1)	(1)	18,696	15,773	2,923	18.53
(Gain)/Loss on Other Assets	0	0	0	1,256	0	1,256	0.00
<b>NET INCOME</b>	<b>106,685</b>	<b>97,028</b>	<b>203,713</b>	<b>660,595</b>	<b>476,433</b>	<b>184,162</b>	<b>38.65</b>