

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



As of: 2/29/2016

Produced: 3/7/2016 12:28:24PM

	Current Month Feb-2016	Prior Month Jan-2016	\$ Difference Jan-2016	Prior Year Feb-2015	\$ Difference Feb-2015
<b>LOANS</b>					
Credit Card Loans	1,370,077	1,411,728	(41,651)	1,007,369	362,709
Unsecured Loans	4,639,579	4,759,391	(119,813)	4,570,888	68,690
Direct Auto Loans	8,224,141	8,308,431	(84,291)	8,652,664	(428,524)
Indirect Auto Loans	17,184,836	16,813,223	371,613	11,647,797	5,537,040
Home Equity Loans	7,294,810	7,367,358	(72,548)	7,677,151	(382,341)
Fixed Real Estate Loans	20,787,887	21,087,824	(299,937)	22,242,307	(1,454,420)
Variable/Hybrid/Balloon RE Loans	4,112,434	3,919,178	193,256	4,075,620	36,814
Share & Certificate Secured Loans	446,675	452,368	(5,692)	505,921	(59,245)
Other Loans	1,089,809	1,094,749	(4,939)	741,799	348,011
<b>TOTAL LOANS</b>	<b>65,150,248</b>	<b>65,214,251</b>	<b>(64,003)</b>	<b>61,121,515</b>	<b>4,028,733</b>
Allowance for Loan Losses	(778,651)	(824,530)	45,879	(1,053,763)	275,112
<b>NET LOANS</b>	<b>64,371,597</b>	<b>64,389,722</b>	<b>(18,124)</b>	<b>60,067,752</b>	<b>4,303,845</b>
CASH AND CASH EQUIVALENTS	1,691,830	1,616,486	75,344	1,456,069	235,761
INVESTMENTS	65,140,349	64,326,853	813,497	66,464,666	(1,324,316)
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,812,780	3,827,782	(15,003)	3,946,323	(133,543)
F F & E and Leasehold Improvements (Net)	169,606	175,856	(6,250)	294,167	(124,561)
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	321,282	341,724	(20,441)	270,027	51,255
Prepaid Expenses	435,528	408,518	27,011	410,561	24,967
Other Assets	4,898,960	4,692,524	206,436	4,669,008	229,952
<b>TOTAL ASSETS</b>	<b>140,841,933</b>	<b>139,779,464</b>	<b>1,062,469</b>	<b>137,578,573</b>	<b>3,263,360</b>
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,116,224	1,649,312	(533,088)	1,630,037	(513,814)
<b>TOTAL LIABILITIES</b>	<b>1,116,224</b>	<b>1,649,312</b>	<b>(533,088)</b>	<b>1,630,037</b>	<b>(513,814)</b>
<b>SHARES</b>					
Share and Club Accounts	58,060,364	56,314,851	1,745,513	54,964,262	3,096,102
Money Market Accounts	23,706,453	24,681,264	(974,810)	22,914,414	792,039
Share Draft Accounts	27,618,015	26,638,723	979,292	26,567,969	1,050,046
Share Certificates	11,692,389	11,817,253	(124,864)	12,976,420	(1,284,031)
Demand IRA Accounts	5,197,021	5,327,389	(130,368)	5,010,301	186,720
IRA Certificates	3,651,961	3,682,363	(30,402)	4,226,529	(574,569)
<b>TOTAL SHARES</b>	<b>129,926,203</b>	<b>128,461,842</b>	<b>1,464,361</b>	<b>126,659,896</b>	<b>3,266,307</b>
Regular Reserve	6,188,169	6,188,169	0	6,071,259	116,910
Unrealized Gain/(Loss) on Investments AFS	7,396	(72,608)	80,004	(181,391)	188,787
Undivided Earnings	3,603,941	3,552,750	51,192	3,398,772	205,169
<b>TOTAL EQUITY</b>	<b>9,799,506</b>	<b>9,668,310</b>	<b>131,196</b>	<b>9,288,640</b>	<b>510,867</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>140,841,933</b>	<b>139,779,464</b>	<b>1,062,469</b>	<b>137,578,573</b>	<b>3,263,360</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* 3/7/16  
 Kenton Hall, VP of Finance/CFO Date

*Richard Prater* 3-23-16  
 Richard Prater, Treasurer Date

*G. Vernon Babilon* 3/2/16  
 G. Vernon Babilon, President/CEO Date

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



As of: 2/29/2016

Produced: 3/7/2016 12:28:48PM

	MTD Actual Feb-2016	Prior Mo Actual Jan-2016	QTD Actual Feb-2016	YTD Actual Feb-2016	YTD Budget Feb-2016	\$ Diff YTD Feb-2016	% Diff YTD Feb-2016
<b>INCOME</b>							
Interest on Loans	295,604	311,123	606,727	606,727	624,188	(17,461)	(2.80)
Interest on Investments	65,787	71,949	137,735	137,735	136,084	1,651	1.21
Fee and Other Operating Income	117,764	136,635	254,399	254,399	264,130	(9,731)	(3.68)
<b>TOTAL INCOME</b>	<b>479,155</b>	<b>519,706</b>	<b>998,861</b>	<b>998,861</b>	<b>1,024,402</b>	<b>(25,541)</b>	<b>(2.49)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	171,235	173,684	344,919	344,919	363,980	(19,061)	(5.24)
Payroll Tax Expense	13,171	19,887	33,058	33,058	33,574	(516)	(1.54)
Employee Commissions/Incentives	9,152	10,205	19,357	19,357	23,012	(3,655)	(15.88)
Employee Benefits	24,740	25,313	50,053	50,053	53,564	(3,511)	(6.56)
Meetings	1,276	1,274	2,550	2,550	2,344	206	8.77
Loan Servicing	32,691	31,801	64,492	64,492	66,193	(1,701)	(2.57)
State Banking Department Fee	1,327	1,327	2,654	2,654	2,654	0	0.00
Office Occupancy	36,653	37,664	74,317	74,317	77,398	(3,081)	(3.98)
Office Operations	50,972	55,974	106,946	106,946	106,244	702	0.66
Miscellaneous Expenses	398	1,004	1,402	1,402	1,750	(348)	(19.90)
Association Dues	2,541	2,541	5,083	5,083	6,388	(1,305)	(20.43)
Education, Training & Research	687	847	1,534	1,534	1,527	7	0.48
Professional & Outside Services	70,204	76,616	146,820	146,820	150,055	(3,235)	(2.16)
Travel & Conferences	260	1,040	1,301	1,301	3,666	(2,365)	(64.52)
Promotional Expenses	3,284	6,071	9,355	9,355	14,094	(4,739)	(33.63)
Operating Losses	1,250	(8,879)	(7,629)	(7,629)	4,950	(12,579)	(254.12)
<b>TOTAL OPERATING EXPENSES</b>	<b>419,842</b>	<b>436,369</b>	<b>856,211</b>	<b>856,211</b>	<b>911,393</b>	<b>(55,182)</b>	<b>(6.05)</b>
<b>NET OPERATING INCOME</b>	<b>59,313</b>	<b>83,337</b>	<b>142,650</b>	<b>142,650</b>	<b>113,009</b>	<b>29,641</b>	<b>26.23</b>
Provision for Loan Losses	0	0	0	0	50,000	(50,000)	(100.00)
Provision for Courtesy Pay Losses	244	1,959	2,203	2,203	3,600	(1,397)	(38.80)
Dividend Expense	7,993	9,177	17,170	17,170	17,666	(496)	(2.81)
(Gain)/Loss on Investments	(3,951)	17,425	13,474	13,474	0	13,474	0.00
Non-Operating (Income)/Expense	3,835	0	3,835	3,835	0	3,835	0.00
<b>NET INCOME</b>	<b>51,192</b>	<b>54,776</b>	<b>105,967</b>	<b>105,967</b>	<b>41,743</b>	<b>64,224</b>	<b>153.86</b>