

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



As of: 10/31/2019

Produced: 11/12/2019 3:31:01PM

	Current Month Oct-2019	Prior Month Sep-2019	\$ Difference Sep-2019	Prior Year Oct-2018	\$ Difference Oct-2018
<b>ASSETS</b>					
<b>LOANS</b>					
Credit Card Loans	1,630,418	1,610,202	20,216	1,400,997	229,421
Unsecured Loans	4,409,290	4,423,631	(14,341)	3,979,035	430,255
Direct Auto Loans	7,827,512	7,976,443	(148,932)	8,781,340	(953,828)
Indirect Auto Loans	34,276,049	33,597,507	678,542	38,877,581	(4,601,532)
Home Equity Loans	4,743,210	4,817,589	(74,379)	5,464,814	(721,604)
Fixed Real Estate Loans	15,655,498	15,652,613	2,885	16,700,960	(1,045,462)
Variable/Hybrid/Balloon RE Loans	1,580,018	1,640,700	(60,681)	2,312,008	(731,990)
MBL & Commercial Loans	5,687,754	5,703,818	(16,063)	558,959	5,128,795
Share & Certificate Secured Loans	465,217	452,558	12,659	428,497	36,720
Solar Loans	3,022,494	2,884,535	137,959	2,129,716	892,778
Other Loans	650,677	667,281	(16,604)	567,931	82,746
Loan Participations	6,255,486	6,445,323	(189,837)	7,859,632	(1,604,146)
Net Deferred (Fees) Costs	295,840	287,331	8,509	462,003	(166,163)
<b>GROSS LOANS</b>	<b>86,499,462</b>	<b>86,159,532</b>	<b>339,930</b>	<b>89,523,473</b>	<b>(3,024,010)</b>
Allowance for Loan Losses	(1,019,105)	(982,235)	(36,870)	(1,018,581)	(524)
<b>NET LOANS</b>	<b>85,480,357</b>	<b>85,177,297</b>	<b>303,060</b>	<b>88,504,891</b>	<b>(3,024,534)</b>
<b>CASH AND CASH EQUIVALENTS</b>	<b>11,778,967</b>	<b>12,519,306</b>	<b>(740,339)</b>	<b>8,024,945</b>	<b>3,754,022</b>
<b>INVESTMENTS</b>	<b>43,906,166</b>	<b>43,210,442</b>	<b>695,724</b>	<b>41,343,647</b>	<b>2,562,519</b>
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building	3,475,181	3,485,049	(9,868)	3,573,462	(98,281)
Other Fixed Assets	379,512	385,446	(5,933)	131,082	248,431
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	395,631	366,433	29,198	376,287	19,344
Prepaid Expenses	274,571	293,889	(19,318)	201,930	72,642
Other Assets	5,664,178	5,153,808	510,369	4,883,396	780,781
<b>TOTAL ASSETS</b>	<b>151,354,563</b>	<b>150,591,670</b>	<b>762,893</b>	<b>147,039,640</b>	<b>4,314,923</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* 11/12/19  
 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 11/12/19  
 G. Vernon Babilon, President/CEO Date

*Mike McKendrick* 11/20/19  
 Mike McKendrick, Treasurer Date

	Current Month Oct-2019	Prior Month Sep-2019	\$ Difference Sep-2019	Prior Year Oct-2018	\$ Difference Oct-2018
<b>LIABILITIES AND MEMBERS' EQUITY</b>					
<b>LIABILITIES:</b>					
<b>MEMBERS' SHARE ACCOUNTS</b>					
Share and Club Accounts	63,882,667	63,974,427	(91,760)	62,315,202	1,567,466
Money Market Accounts	24,822,491	24,365,968	456,523	25,095,590	(273,099)
Share Draft Accounts	33,729,172	33,653,608	75,565	31,795,106	1,934,067
Share Certificates	8,027,538	8,056,900	(29,363)	8,656,794	(629,256)
Demand IRA Accounts	4,703,737	4,474,651	229,085	5,365,687	(661,950)
IRA Certificates	2,647,494	2,677,656	(30,163)	2,661,054	(13,561)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>137,813,098</b>	<b>137,203,211</b>	<b>609,888</b>	<b>135,889,432</b>	<b>1,923,666</b>
Accrued Expenses and Other Liabilities	955,432	942,876	12,556	626,356	329,076
<b>TOTAL LIABILITIES</b>	<b>138,768,530</b>	<b>138,146,086</b>	<b>622,444</b>	<b>136,515,788</b>	<b>2,252,742</b>
<b>MEMBERS' EQUITY:</b>					
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	415,389	377,904	37,485	(569,769)	985,158
Undivided Earnings	5,982,475	5,879,512	102,964	4,905,453	1,077,023
<b>TOTAL MEMBERS' EQUITY</b>	<b>12,586,033</b>	<b>12,445,584</b>	<b>140,449</b>	<b>10,523,852</b>	<b>2,062,181</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>151,354,563</b>	<b>150,591,670</b>	<b>762,893</b>	<b>147,039,640</b>	<b>4,314,923</b>

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



As of: 10/31/2019

Produced: 11/12/2019 3:30:37PM

	MTD Actual Oct-2019	Prior Mo Actual Sep-2019	QTD Actual Oct-2019	YTD Actual Oct-2019	YTD Budget Oct-2019	\$ Diff YTD Oct-2019	% Diff YTD Oct-2019
<b>INCOME</b>							
Interest on Loans	403,432	383,895	403,432	3,855,193	4,075,205	(220,012)	(5.40)
Interest on Investments	103,758	99,819	103,758	1,029,419	965,219	64,200	6.65
Fee and Other Operating Income	173,719	146,762	173,719	1,515,934	1,509,077	6,857	0.45
<b>TOTAL INCOME</b>	<b>680,909</b>	<b>630,475</b>	<b>680,909</b>	<b>6,400,546</b>	<b>6,549,501</b>	<b>(148,955)</b>	<b>(2.27)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	220,204	204,445	220,204	2,107,405	2,137,366	(29,961)	(1.40)
Payroll Tax Expense	17,768	16,097	17,768	170,364	173,656	(3,292)	(1.90)
Employee Commissions/Incentives	11,829	7,824	11,829	78,902	66,356	12,546	18.91
Employee Benefits	28,789	27,409	28,789	278,196	319,410	(41,214)	(12.90)
Meetings	2,405	230	2,405	8,481	14,120	(5,639)	(39.94)
Loan Servicing	32,538	28,097	32,538	269,873	296,220	(26,347)	(8.89)
State Banking Department Fee	1,269	1,269	1,269	12,688	12,816	(128)	(1.00)
Office Occupancy	25,115	41,412	25,115	356,610	365,918	(9,308)	(2.54)
Office Operations	56,507	50,885	56,507	534,421	567,047	(32,626)	(5.75)
Miscellaneous Expenses	1,533	1,508	1,533	18,534	19,000	(466)	(2.45)
Association Dues	2,414	2,414	2,414	24,142	26,860	(2,718)	(10.12)
Education, Training & Research	919	1,065	919	12,792	14,800	(2,008)	(13.57)
Professional & Outside Services	103,574	101,844	103,574	1,045,670	1,043,660	2,010	0.19
Travel & Conferences	7,979	1,418	7,979	24,604	23,467	1,137	4.84
Promotional Expenses	7,371	6,126	7,371	61,692	85,519	(23,827)	(27.86)
Operating Losses	3,344	2,479	3,344	25,945	23,067	2,878	12.48
<b>TOTAL OPERATING EXPENSES</b>	<b>523,560</b>	<b>494,521</b>	<b>523,560</b>	<b>5,030,319</b>	<b>5,189,282</b>	<b>(158,963)</b>	<b>(3.06)</b>
<b>NET OPERATING INCOME</b>	<b>157,349</b>	<b>135,955</b>	<b>157,349</b>	<b>1,370,227</b>	<b>1,360,219</b>	<b>10,008</b>	<b>0.74</b>
Provision for Loan Losses	35,247	24,055	35,247	331,008	541,666	(210,658)	(38.89)
Provision for Courtesy Pay Losses	1,872	5,817	1,872	19,399	27,500	(8,101)	(29.46)
Dividend Expense	17,154	16,075	17,154	145,516	139,577	5,939	4.25
Interest on Borrowings	0	125	0	799	0	799	0.00
(Gain)/Loss on Investments	0	(225,528)	0	(225,528)	0	(225,528)	0.00
(Gain)/Loss on Fixed Assets	111	0	111	18,808	15,773	3,035	19.24
(Gain)/Loss on Other Assets	0	0	0	1,256	0	1,256	0.00
<b>NET INCOME</b>	<b>102,964</b>	<b>315,410</b>	<b>102,964</b>	<b>1,078,969</b>	<b>635,703</b>	<b>443,266</b>	<b>69.73</b>