

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



As of: 1/31/2017

Produced: 2/9/2017 12:48:39PM

	Current Month Jan-2017	Prior Month Dec-2016	\$ Difference Dec-2016	Prior Year Jan-2016	\$ Difference Jan-2016
<b>LOANS</b>					
Credit Card Loans	1,439,282	1,445,503	(6,221)	1,411,728	27,554
Unsecured Loans	4,641,897	4,672,254	(30,358)	4,759,391	(117,495)
Direct Auto Loans	8,015,080	7,962,738	52,342	8,308,431	(293,351)
Indirect Auto Loans	24,490,060	23,821,768	668,292	16,813,223	7,676,837
Home Equity Loans	6,627,632	6,692,791	(65,159)	7,367,358	(739,726)
Fixed Real Estate Loans	18,895,383	18,994,961	(99,579)	21,087,824	(2,192,442)
Variable/Hybrid/Balloon RE Loans	3,556,416	3,572,229	(15,814)	3,919,178	(362,762)
Business Loans	677,467	678,541	(1,074)	0	677,467
Consumer Loan Participations	4,671,089	4,773,849	(102,760)	0	4,671,089
Share & Certificate Secured Loans	465,469	475,624	(10,155)	452,368	13,102
Other Loans	1,599,077	1,581,377	17,700	1,094,749	504,329
<b>TOTAL LOANS</b>	<b>75,078,851</b>	<b>74,671,637</b>	<b>407,214</b>	<b>65,214,251</b>	<b>9,864,600</b>
Allowance for Loan Losses	(864,368)	(828,517)	(35,851)	(824,530)	(39,839)
<b>NET LOANS</b>	<b>74,214,483</b>	<b>73,843,120</b>	<b>371,363</b>	<b>64,389,722</b>	<b>9,824,761</b>
<b>CASH AND CASH EQUIVALENTS</b>	<b>1,895,349</b>	<b>1,518,531</b>	<b>376,818</b>	<b>1,616,486</b>	<b>278,863</b>
<b>INVESTMENTS</b>	<b>53,525,862</b>	<b>54,729,163</b>	<b>(1,203,302)</b>	<b>64,326,853</b>	<b>(10,800,991)</b>
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,752,321	3,750,850	1,471	3,827,782	(75,462)
F F & E and Leasehold Improvements (Net)	91,482	97,556	(6,074)	175,856	(84,374)
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	327,223	335,265	(8,042)	341,724	(14,501)
Prepaid Expenses	573,799	586,319	(12,520)	408,518	165,281
Other Assets	4,909,641	5,039,081	(129,440)	4,692,524	217,117
<b>TOTAL ASSETS</b>	<b>139,290,159</b>	<b>139,899,885</b>	<b>(609,726)</b>	<b>139,779,464</b>	<b>(489,305)</b>
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,212,362	1,576,340	(363,978)	1,649,312	(436,950)
<b>TOTAL LIABILITIES</b>	<b>1,212,362</b>	<b>1,576,340</b>	<b>(363,978)</b>	<b>1,649,312</b>	<b>(436,950)</b>
<b>SHARES</b>					
Share and Club Accounts	58,221,264	58,143,434	77,830	56,314,851	1,906,413
Money Market Accounts	23,698,478	23,636,252	62,227	24,681,264	(982,785)
Share Draft Accounts	28,193,992	28,504,773	(310,781)	26,638,723	1,555,269
Share Certificates	10,178,679	10,345,717	(167,037)	11,817,253	(1,638,574)
Demand IRA Accounts	4,891,219	4,926,528	(35,309)	5,327,389	(436,169)
IRA Certificates	3,146,141	3,161,774	(15,633)	3,682,363	(536,221)
<b>TOTAL SHARES</b>	<b>128,329,775</b>	<b>128,718,478</b>	<b>(388,703)</b>	<b>128,461,842</b>	<b>(132,067)</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(316,509)	(499,781)	183,273	(72,608)	(243,901)
Undivided Earnings	3,876,362	3,916,680	(40,318)	3,552,750	323,613
<b>TOTAL EQUITY</b>	<b>9,748,022</b>	<b>9,605,068</b>	<b>142,955</b>	<b>9,668,310</b>	<b>79,712</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>139,290,159</b>	<b>139,899,885</b>	<b>(609,726)</b>	<b>139,779,464</b>	<b>(489,305)</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* 2/9/17  
 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilion* 2/9/17  
 G. Vernon Babilion, President/CEO Date

William Richards, Treasurer Date

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



As of: 1/31/2017

Produced: 2/9/2017 12:49:03PM

	MTD Actual Jan-2017	Prior Mo Actual Dec-2016	QTD Actual Jan-2017	YTD Actual Jan-2017	YTD Budget Jan-2017	\$ Diff YTD Jan-2017	% Diff YTD Jan-2017
<b>INCOME</b>							
Interest on Loans	351,108	355,212	351,108	351,108	355,121	(4,013)	(1.13)
Interest on Investments	68,469	68,843	68,469	68,469	66,417	2,052	3.09
Fee and Other Operating Income	136,404	156,815	136,404	136,404	144,910	(8,506)	(5.87)
<b>TOTAL INCOME</b>	<b>555,981</b>	<b>580,871</b>	<b>555,981</b>	<b>555,981</b>	<b>566,448</b>	<b>(10,467)</b>	<b>(1.85)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	196,630	190,985	196,630	196,630	199,633	(3,003)	(1.50)
Payroll Tax Expense	18,696	15,363	18,696	18,696	19,434	(738)	(3.80)
Employee Commissions/Incentives	17,351	32,442	17,351	17,351	20,929	(3,578)	(17.10)
Employee Benefits	26,683	22,075	26,683	26,683	27,350	(667)	(2.44)
Meetings	713	1,049	713	713	1,230	(517)	(42.01)
Loan Servicing	37,902	36,831	37,902	37,902	40,669	(2,767)	(6.80)
State Banking Department Fee	1,355	1,355	1,355	1,355	1,318	37	2.81
Office Occupancy	40,160	35,108	40,160	40,160	38,084	2,076	5.45
Office Operations	56,696	50,491	56,696	56,696	56,634	62	0.11
Miscellaneous Expenses	1,566	1,899	1,566	1,566	1,100	466	42.40
Association Dues	2,992	2,250	2,992	2,992	4,207	(1,215)	(28.88)
Education, Training & Research	536	580	536	536	927	(391)	(42.20)
Professional & Outside Services	87,087	86,515	87,087	87,087	89,844	(2,757)	(3.07)
Travel & Conferences	201	0	201	201	3,219	(3,018)	(93.74)
Promotional Expenses	5,914	6,219	5,914	5,914	5,080	834	16.43
Operating Losses	4,036	2,881	4,036	4,036	1,975	2,061	104.33
<b>TOTAL OPERATING EXPENSES</b>	<b>498,519</b>	<b>486,044</b>	<b>498,519</b>	<b>498,519</b>	<b>511,633</b>	<b>(13,114)</b>	<b>(2.56)</b>
<b>NET OPERATING INCOME</b>	<b>57,462</b>	<b>94,827</b>	<b>57,462</b>	<b>57,462</b>	<b>54,815</b>	<b>2,647</b>	<b>4.83</b>
Provision for Loan Losses	84,749	67,644	84,749	84,749	30,250	54,499	180.16
Provision for Courtesy Pay Losses	4,290	1,979	4,290	4,290	2,250	2,040	90.67
Dividend Expense	7,350	7,386	7,350	7,350	7,509	(159)	(2.12)
Interest on Borrowings	1,392	3,808	1,392	1,392	0	1,392	0.00
(Gain)/Loss on Investments	0	(28,890)	0	0	0	0	0.00
<b>NET INCOME</b>	<b>(40,318)</b>	<b>42,900</b>	<b>(40,318)</b>	<b>(40,318)</b>	<b>14,806</b>	<b>(55,124)</b>	<b>(372.31)</b>