

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



As of: 7/31/2015

Produced: 8/11/2015 4:08:07PM

	Current Month Jul-2015	Prior Month Jun-2015	\$Difference Jun-2015	Prior Year Jul-2014	\$Difference Jul-2014
<b>LOANS</b>					
Credit Cards	1,211,628	1,180,764	30,864	922,268	289,360
Unsecured Loans	4,700,281	4,605,297	94,983	4,420,414	279,867
Direct Auto Loans	8,426,950	8,457,210	(30,260)	9,637,233	(1,210,283)
Indirect Auto Loans	13,997,218	13,024,375	972,843	9,247,998	4,749,220
Home Equity Loans	7,353,856	7,472,378	(118,522)	7,822,796	(468,940)
Fixed Real Estate Loans	21,660,290	22,069,957	(409,667)	22,516,844	(1,856,554)
Variable/Hybrid/Balloon RE Loans	4,075,329	3,977,415	97,913	4,534,587	(459,258)
Share & Certificate Secured Loans	475,031	477,213	(2,182)	551,530	(76,599)
All Other Loans	795,634	742,868	42,766	666,832	118,742
<b>TOTAL LOANS</b>	<b>62,686,217</b>	<b>62,007,478</b>	<b>678,738</b>	<b>61,320,661</b>	<b>1,365,556</b>
Allowance for Loan Loss	(979,469)	(978,316)	(1,153)	(1,435,433)	455,964
<b>NET LOANS</b>	<b>61,706,748</b>	<b>61,029,162</b>	<b>677,586</b>	<b>59,885,228</b>	<b>1,821,520</b>
CASH	1,595,189	1,978,448	(383,258)	2,212,615	(617,426)
INVESTMENTS	67,800,628	63,863,670	3,936,958	67,002,303	797,325
<b>FIXED ASSETS</b>					
Land & Building (Net)	3,886,177	3,696,160	(11,983)	4,006,353	(120,176)
FF&E and Leasehold Improvements (Net)	244,661	257,690	(13,029)	354,080	(109,419)
<b>OTHER ASSETS</b>					
Accrued Interest	314,675	282,815	21,860	303,936	10,719
Prepaid Expenses	437,637	463,160	(25,523)	388,542	49,095
All Other Assets	5,030,736	4,691,390	339,347	2,203,734	2,827,003
<b>TOTAL ASSETS</b>	<b>141,016,451</b>	<b>136,474,494</b>	<b>4,541,957</b>	<b>136,357,811</b>	<b>4,658,640</b>
<b>LIABILITIES AND EQUITY</b>					
All Payables and Liabilities	1,146,457	1,056,784	89,673	1,057,542	88,915
<b>TOTAL LIABILITIES</b>	<b>1,146,457</b>	<b>1,056,784</b>	<b>89,673</b>	<b>1,057,542</b>	<b>88,915</b>
<b>SHARES</b>					
Shares and Clubs	56,539,975	55,787,458	752,517	54,778,789	1,761,187
Money Market Accounts	24,135,442	23,984,767	150,675	23,581,212	554,220
Share Draft Checking	28,354,288	24,640,055	3,714,233	23,793,144	4,561,144
Share Certificates	12,524,913	12,636,884	(111,970)	14,247,833	(1,822,919)
Demand IRAs	5,133,269	5,178,156	(44,889)	5,246,130	(114,861)
IRA Certificates	3,823,391	3,825,862	(2,471)	4,619,774	(796,383)
<b>TOTAL SHARES</b>	<b>130,511,279</b>	<b>126,053,183</b>	<b>4,458,097</b>	<b>126,368,881</b>	<b>4,142,398</b>
Regular Reserves	6,087,819	6,087,819	0	5,855,858	231,961
Unrealized Gain/Loss (AFS)	(117,980)	(107,928)	(10,052)	(112,700)	(5,280)
Undivided Earnings	3,388,877	3,384,637	4,240	3,188,231	200,646
<b>TOTAL EQUITY</b>	<b>9,358,715</b>	<b>9,364,527</b>	<b>(5,812)</b>	<b>8,931,388</b>	<b>427,327</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>141,016,451</b>	<b>136,474,494</b>	<b>4,541,957</b>	<b>136,357,811</b>	<b>4,658,640</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 Mali*  
Kenton Mali, VP of Finance/CFO  
Date 8/13/15

*Richard Prater*  
Richard Prater, Treasurer  
Date 8-28-15

*G. Vernon Babion*  
G. Vernon Babion, President/CEO  
Date 8/14/15

# Tucson Old Pueblo Credit Union SUMMARY INCOME STATEMENT



As of: 7/31/2015

Produced: 8/11/2015 4:09:02PM

	MTD Actual Jul-2015	Prior Mo Actual Jun-2015	QTD Actual Jul-2015	YTD Actual Jul-2015	YTD Budget Jul-2015	\$ Diff YTD Jul-2015	% Diff YTD Jul-2015
<b>INCOME</b>							
Interest on Loans	294,945	275,818	294,945	1,930,303	2,059,286	(129,084)	(6.27)
Income from Investments	66,582	68,046	66,582	449,009	450,970	(1,961)	(0.43)
Other Operating Income	139,526	115,318	139,526	954,636	896,029	58,607	6.54
<b>TOTAL INCOME</b>	<b>503,053</b>	<b>459,181</b>	<b>503,053</b>	<b>3,333,948</b>	<b>3,406,285</b>	<b>(72,437)</b>	<b>(2.13)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	207,269	179,706	207,269	1,262,716	1,285,250	(22,534)	(1.75)
Payroll Taxes	15,285	14,584	15,285	110,518	127,536	(17,018)	(13.34)
Employee Commissions/Incentives	9,105	7,134	9,105	71,124	54,769	16,355	29.86
Employee Benefits	24,118	22,879	24,118	159,608	172,536	(12,928)	(7.49)
Meetings	1,050	818	1,050	7,619	9,757	(2,138)	(21.92)
Loan Servicing	23,159	33,839	23,159	184,109	164,357	19,752	12.02
State Banking Department Fee	1,335	1,335	1,335	9,342	9,345	(3)	(0.03)
Office Occupancy	42,470	41,661	42,470	273,994	275,991	(1,997)	(0.58)
Office Operations	47,044	49,266	47,044	357,648	372,801	(15,153)	(4.06)
Miscellaneous Expenses	1,493	830	1,493	6,228	6,904	(676)	(9.79)
Association Dues	2,305	2,305	2,305	16,991	17,840	(849)	(4.76)
Education, Training & Research	519	250	519	6,556	6,948	(392)	(5.65)
Professional & Outside Services	98,750	70,606	98,750	546,445	546,155	290	0.05
Travel & Conferences	(34)	353	(24)	1,523	8,167	(6,644)	(81.35)
Promotional Expenses	5,011	3,260	5,011	37,311	34,112	3,199	9.38
Over/Short & Fraud Account Adjustments	6,618	1,504	6,618	17,061	26,950	(9,889)	(36.70)
<b>TOTAL OPERATING EXPENSES</b>	<b>485,508</b>	<b>430,331</b>	<b>485,508</b>	<b>3,066,791</b>	<b>3,119,018</b>	<b>(50,227)</b>	<b>(1.61)</b>
<b>NET OPERATING INCOME</b>							
	17,546	28,850	17,546	265,157	287,367	(22,210)	(7.73)
Allowance for Loan Loss Expense	0	(28,789)	0	155,859	198,333	(42,474)	(21.42)
Provision for Courtesy Pay	2,974	367	2,974	8,398	5,250	3,148	59.97
Dividends	9,831	9,548	9,831	66,877	66,987	1,890	2.82
Interest on Borrowed Money	0	0	0	13	0	13	0.00
(Gain) Loss Foreclosed Assets	500	0	500	18,988	0	18,988	0.00
<b>NET INCOME</b>	<b>4,240</b>	<b>47,724</b>	<b>4,240</b>	<b>13,022</b>	<b>16,797</b>	<b>(3,775)</b>	<b>(22.47)</b>