

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 7/31/2018

Produced: 8/10/2018 9:16:53AM

	Current Month Jul-2018	Prior Month Jun-2018	\$ Difference Jun-2018	Prior Year Jul-2017	\$ Difference Jul-2017
LOANS					
Credit Card Loans	1,362,505	1,346,509	15,996	1,447,229	(84,725)
Unsecured Loans	3,734,127	3,696,973	37,154	4,049,838	(315,711)
Direct Auto Loans	8,573,219	8,451,857	121,362	7,842,556	730,663
Indirect Auto Loans	37,679,659	36,419,917	1,259,742	31,421,873	6,257,786
Home Equity Loans	5,453,139	5,433,032	20,106	6,085,521	(632,383)
Fixed Real Estate Loans	16,949,375	17,128,550	(179,176)	18,919,177	(1,969,803)
Variable/Hybrid/Balloon RE Loans	2,399,184	2,410,753	(11,569)	2,883,830	(484,646)
MBL & Commercial Loans	576,799	615,210	(38,411)	172,684	404,115
Share & Certificate Secured Loans	464,334	468,668	(4,335)	459,589	4,745
Other Loans	2,416,144	2,446,504	(30,359)	1,622,376	793,768
Loan Participations	8,407,508	8,565,529	(158,021)	4,716,923	3,690,585
TOTAL LOANS	88,015,992	86,983,502	1,032,490	79,621,597	8,394,395
Allowance for Loan Losses	(1,094,676)	(999,054)	(95,622)	(767,048)	(327,628)
NET LOANS	86,921,316	85,984,448	936,868	78,854,549	8,066,767
CASH	1,412,079	1,208,848	203,232	1,617,016	(204,936)
CASH DUE FROM BANKS & INVESTMENTS	48,232,213	55,085,178	(6,852,965)	55,948,638	(7,716,425)
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,584,719	3,593,929	(9,210)	3,694,742	(110,023)
F F & E and Leasehold Improvements (Net)	144,785	149,391	(4,606)	148,908	(4,124)
OTHER ASSETS					
Accrued Interest Receivable	374,333	365,099	9,233	348,069	26,263
Prepaid Expenses	694,077	723,021	(28,944)	610,318	83,759
Other Assets	5,348,810	5,154,613	194,197	5,041,045	307,765
TOTAL ASSETS	146,712,331	152,264,527	(5,552,196)	146,263,285	449,046

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 C. Hall 8/10/18
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Bapillon 8/10/18
 G. Vernon Bapillon, President/CEO Date

Richard Prater 8-21-18
 Richard Prater, Treasurer Date

	Current Month Jul-2018	Prior Month Jun-2018	\$ Difference Jun-2018	Prior Year Jul-2017	\$ Difference Jul-2017
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,211,995	1,814,992	(602,997)	1,543,904	(331,910)
TOTAL LIABILITIES	1,211,995	1,814,992	(602,997)	1,543,904	(331,910)
SHARES					
Share and Club Accounts	62,678,852	64,442,312	(1,763,460)	63,129,842	(450,990)
Money Market Accounts	24,856,901	24,855,876	1,025	23,571,157	1,285,745
Share Draft Accounts	30,842,982	33,964,887	(3,121,905)	30,115,224	727,758
Share Certificates	8,751,011	8,857,665	(106,654)	9,944,230	(1,193,219)
Demand IRA Accounts	5,288,533	5,277,556	10,977	4,906,152	382,381
IRA Certificates	2,725,913	2,747,912	(21,999)	2,961,267	(235,354)
TOTAL SHARES	135,144,193	140,146,208	(5,002,015)	134,627,872	516,320
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(487,800)	(503,562)	15,762	(250,725)	(237,075)
Undivided Earnings	4,655,776	4,618,721	37,055	4,154,065	501,711
TOTAL EQUITY	10,356,144	10,303,327	52,817	10,091,509	264,635
TOTAL LIABILITIES AND EQUITY	146,712,331	152,264,527	(5,552,196)	146,263,285	449,046

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 7/31/2018

Produced: 8/10/2018 9:19:57AM

	MTD Actual Jul-2018	Prior Mo Actual Jun-2018	QTD Actual Jul-2018	YTD Actual Jul-2018	YTD Budget Jul-2018	\$ Diff YTD Jul-2018	% Diff YTD Jul-2018
INCOME							
Interest on Loans	387,139	373,645	387,139	2,672,904	2,655,512	17,392	0.65
Interest on Investments	85,500	82,459	85,500	521,795	509,232	12,563	2.47
Fee and Other Operating Income	167,977	120,962	167,977	1,133,614	995,407	138,207	13.88
TOTAL INCOME	640,616	577,066	640,616	4,328,312	4,160,151	168,161	4.04
OPERATING EXPENSES							
Employee Compensation	176,832	157,688	176,832	1,292,955	1,442,199	(149,244)	(10.35)
Payroll Tax Expense	14,269	13,550	14,269	108,850	120,338	(11,488)	(9.55)
Employee Commissions/Incentives	6,847	5,817	6,847	35,462	60,136	(24,674)	(41.03)
Employee Benefits	20,695	22,959	20,695	159,722	187,118	(27,396)	(14.64)
Meetings	1,357	816	1,357	7,299	8,201	(902)	(11.00)
Loan Servicing	27,690	32,794	27,690	183,353	196,164	(12,811)	(6.53)
State Banking Department Fee	1,741	1,741	1,741	12,187	12,187	0	0.00
Office Occupancy	37,160	37,038	37,160	254,294	268,070	(13,776)	(5.14)
Office Operations	56,333	48,308	56,333	351,164	337,421	13,743	4.07
Miscellaneous Expenses	1,567	3,013	1,567	13,700	11,950	1,750	14.65
Association Dues	2,321	2,321	2,321	17,944	19,014	(1,070)	(5.63)
Education, Training & Research	5,752	2,081	5,752	16,905	13,325	3,580	26.86
Professional & Outside Services	104,396	92,912	104,396	677,483	694,999	(17,516)	(2.52)
Travel & Conferences	(2,385)	2,220	(2,385)	8,797	11,163	(2,367)	(21.20)
Promotional Expenses	5,309	4,845	5,309	35,426	63,491	(28,065)	(44.20)
Operating Losses	1,207	(3,239)	1,207	9,438	18,340	(8,902)	(48.54)
TOTAL OPERATING EXPENSES	461,092	424,864	461,092	3,184,977	3,464,116	(279,139)	(8.06)
NET OPERATING INCOME	179,523	152,201	179,523	1,143,335	696,035	447,300	64.26
Provision for Loan Losses	133,747	136,906	133,747	567,751	350,000	217,751	62.21
Provision for Courtesy Pay Losses	3,702	(691)	3,702	13,106	24,500	(11,394)	(46.50)
Dividend Expense	7,268	7,005	7,268	49,170	49,328	(158)	(0.32)
Interest on Borrowings	1,373	0	1,373	1,484	0	1,484	0.00
(Gain)/Loss on Other Assets	(3,622)	(136)	(3,622)	4,890	0	4,890	0.00
Non-Operating (Income)/Expense	0	25,000	0	26,218	0	26,218	0.00
NET INCOME	37,055	(15,883)	37,055	480,715	272,207	208,508	76.60