

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

As of: 7/31/2020

Produced: 8/11/2020 3:57:03PM

	Current Month Jul-2020	Prior Month Jun-2020	MTD Difference Jun-2020	Last Year End Dec-2019	YTD Difference Dec-2019	Prior Year Jul-2019	1 Yr Difference Jul-2019
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	1,445,436	1,436,385	9,051	1,676,134	(230,698)	1,606,838	(161,402)
Unsecured Loans	4,323,962	4,380,312	(56,349)	4,501,562	(177,600)	4,247,608	76,354
Direct Auto Loans	7,522,619	7,487,219	35,400	7,700,148	(177,529)	8,032,235	(509,616)
Indirect Auto Loans	36,480,330	36,708,997	(228,667)	34,736,254	1,744,076	34,930,871	1,549,459
Home Equity Loans	4,011,787	4,384,481	(372,694)	4,500,939	(489,152)	4,796,499	(784,712)
Fixed Real Estate Loans	14,223,676	14,318,605	(94,929)	15,352,396	(1,128,719)	15,543,433	(1,319,757)
Variable/Hybrid/Balloon RE Loans	1,346,807	1,353,448	(6,641)	1,389,184	(42,377)	1,683,697	(336,890)
MBL & Commercial Loans	15,445,855	14,682,626	763,229	5,889,372	9,556,483	4,601,009	10,844,846
Share & Certificate Secured Loans	387,232	402,710	(15,478)	448,017	(60,785)	469,473	(82,241)
Solar Loans	4,348,874	4,219,897	128,977	3,383,416	965,458	2,613,591	1,735,283
Other Loans	734,633	703,512	31,121	668,571	66,062	631,058	103,575
Loan Participations	5,237,120	5,341,968	(104,849)	6,049,626	(812,507)	6,686,591	(1,449,471)
Net Deferred (Fees) Costs	50,021	73,030	(23,009)	294,995	(244,974)	323,232	(273,211)
<b>GROSS LOANS</b>	<b>95,558,351</b>	<b>95,493,190</b>	<b>65,161</b>	<b>86,590,613</b>	<b>8,967,738</b>	<b>86,166,134</b>	<b>9,392,217</b>
Allowance for Loan Losses	(1,348,122)	(1,365,754)	17,632	(1,000,715)	(347,407)	(1,058,275)	(289,847)
<b>NET LOANS</b>	<b>94,210,229</b>	<b>94,127,435</b>	<b>82,793</b>	<b>85,589,898</b>	<b>8,620,331</b>	<b>85,107,859</b>	<b>9,102,370</b>
CASH AND CASH EQUIVALENTS	13,942,890	13,849,018	93,872	8,431,120	5,511,771	4,888,604	9,054,286
INVESTMENTS	52,662,824	50,075,290	2,587,535	47,768,063	4,894,761	48,580,434	4,082,390
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,566,460	3,579,520	(13,060)	3,460,913	105,547	3,498,567	67,893
Other Fixed Assets	533,027	541,846	(8,819)	397,467	135,560	392,110	140,917
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	431,745	440,317	(8,573)	389,948	41,796	384,589	47,155
Prepaid Expenses	578,789	619,566	(40,777)	361,016	217,773	354,695	224,093
Other Assets	5,789,162	5,673,075	116,087	5,803,390	(14,227)	5,045,757	743,405
<b>TOTAL ASSETS</b>	<b>171,715,125</b>	<b>168,906,067</b>	<b>2,809,059</b>	<b>152,201,814</b>	<b>19,513,312</b>	<b>148,252,615</b>	<b>23,462,510</b>

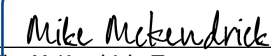
**SUMMARY BALANCE SHEET**

	Current Month Jul-2020	Prior Month Jun-2020	MTD Difference Jun-2020	Last Year End Dec-2019	YTD Difference Dec-2019	Prior Year Jul-2019	1 Yr Difference Jul-2019
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	72,900,931	72,364,001	536,930	63,576,257	9,324,673	62,482,923	10,418,008
Money Market Accounts	25,633,304	24,879,400	753,904	25,013,013	620,290	24,317,651	1,315,652
Share Draft Accounts	44,408,635	43,307,379	1,101,256	35,040,149	9,368,485	33,447,348	10,961,287
Share Certificates	7,219,220	7,195,103	24,117	7,546,424	(327,204)	7,996,832	(777,612)
Demand IRA Accounts	4,500,666	4,439,031	61,636	4,840,060	(339,394)	4,491,813	8,854
IRA Certificates	2,576,646	2,497,978	78,668	2,591,564	(14,918)	2,612,779	(36,134)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>157,239,401</b>	<b>154,682,891</b>	<b>2,556,510</b>	<b>138,607,469</b>	<b>18,631,932</b>	<b>135,349,346</b>	<b>21,890,055</b>
Accrued Expenses and Other Liabilities	663,936	637,311	26,625	955,599	(291,663)	990,010	(326,074)
<b>TOTAL LIABILITIES</b>	<b>157,903,337</b>	<b>155,320,202</b>	<b>2,583,135</b>	<b>139,563,068</b>	<b>18,340,269</b>	<b>136,339,356</b>	<b>21,563,981</b>
<b>MEMBERS' EQUITY:</b>							
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	1,524,999	1,403,659	121,341	309,060	1,215,939	267,675	1,257,324
Undivided Earnings	6,098,621	5,994,038	104,583	6,141,517	(42,897)	5,457,416	641,205
<b>TOTAL MEMBERS' EQUITY</b>	<b>13,811,789</b>	<b>13,585,865</b>	<b>225,924</b>	<b>12,638,746</b>	<b>1,173,043</b>	<b>11,913,260</b>	<b>1,898,529</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>171,715,125</b>	<b>168,906,067</b>	<b>2,809,059</b>	<b>152,201,814</b>	<b>19,513,312</b>	<b>148,252,615</b>	<b>23,462,510</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.

DocuSigned by:  
  
 Kenton Hall, VP of Finance/CFO  
 Date: 8/12/2020 | 3:47 PM MST

DocuSigned by:  
  
 G. Vernon Babilon, President/CEO  
 Date: 8/12/2020 | 3:53 PM MST

DocuSigned by:  
  
 Mike McKendrick, Treasurer  
 Date: 8/27/2020 | 6:34 AM MST

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

As of: 7/31/2020

Produced: 8/11/2020 4:29:48PM

	MTD Actual Jul-2020	Prior Mo Actual Jun-2020	QTD Actual Jul-2020	YTD Actual Jul-2020	YTD Budget Jul-2020	\$ Diff YTD Jul-2020	% Diff YTD Jul-2020
<b>INCOME</b>							
Interest on Loans	441,340	423,974	441,340	2,973,209	3,143,696	(170,487)	(5.42)
Interest on Investments	92,853	90,080	92,853	664,504	549,369	115,135	20.96
Fee and Other Operating Income	253,898	154,987	253,898	896,496	1,209,682	(313,186)	(25.89)
<b>TOTAL INCOME</b>	<b>788,090</b>	<b>669,041</b>	<b>788,090</b>	<b>4,534,210</b>	<b>4,902,747</b>	<b>(368,537)</b>	<b>(7.52)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	251,950	239,790	251,950	1,715,548	1,681,717	33,831	2.01
Payroll Tax Expense	19,271	19,140	19,271	144,418	140,585	3,833	2.73
Employee Commissions/Incentives	32,800	13,796	32,800	80,800	81,991	(1,191)	(1.45)
Employee Benefits	117,914	62,451	117,914	104,384	315,489	(211,105)	(66.91)
Meetings	72	62	72	3,062	5,400	(2,338)	(43.29)
Loan Servicing	31,645	29,777	31,645	216,013	220,744	(4,731)	(2.14)
State Banking Department Fee	1,269	1,269	1,269	8,883	8,883	0	0.00
Office Occupancy	30,116	29,666	30,116	210,176	251,283	(41,107)	(16.36)
Office Operations	55,170	43,163	55,170	331,236	359,833	(28,597)	(7.95)
Miscellaneous Expenses	448	3,094	448	17,932	14,650	3,282	22.41
Association Dues	2,779	2,779	2,779	19,283	18,925	358	1.89
Education, Training & Research	(492)	2,625	(492)	19,248	16,325	2,923	17.91
Professional & Outside Services	129,683	107,970	129,683	819,489	776,928	42,561	5.48
Travel & Conferences	0	1,265	0	14,359	32,815	(18,456)	(56.24)
Promotional Expenses	6,628	3,954	6,628	49,051	61,109	(12,058)	(19.73)
Operating Losses	3,098	2,085	3,098	26,755	16,147	10,608	65.69
<b>TOTAL OPERATING EXPENSES</b>	<b>682,350</b>	<b>562,887</b>	<b>682,350</b>	<b>3,780,638</b>	<b>4,002,824</b>	<b>(222,186)</b>	<b>(5.55)</b>
<b>NET OPERATING INCOME</b>	<b>105,740</b>	<b>106,154</b>	<b>105,740</b>	<b>753,572</b>	<b>899,923</b>	<b>(146,352)</b>	<b>(16.26)</b>
Provision for Loan Losses	0	11,019	0	685,793	280,000	405,793	144.93
Provision for Courtesy Pay Losses	0	0	0	2,627	17,500	(14,873)	(84.99)
Dividend Expense	16,803	16,306	16,803	118,066	120,994	(2,928)	(2.42)
Interest on Borrowings	0	0	0	44	0	44	0.00
(Gain)/Loss on Investments	(15,646)	(7,085)	(15,646)	(10,012)	0	(10,012)	0.00
(Gain)/Loss on Fixed Assets	0	0	0	(50)	0	(50)	0.00
<b>NET INCOME</b>	<b>104,583</b>	<b>85,914</b>	<b>104,583</b>	<b>(42,897)</b>	<b>481,429</b>	<b>(524,326)</b>	<b>(108.91)</b>