

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 3/31/2015

Produced: 4/15/2015 4:27:04PM

	Current Month Mar-2015	Prior Month Feb-2015	\$Difference Feb-2015	Prior Year Mar-2014	\$Difference Mar-2014
LOANS					
Credit Cards	1,036,753	1,007,369	29,385	812,953	223,800
Unsecured Loans	4,612,023	4,570,888	41,134	4,194,495	417,527
Direct Auto Loans	8,421,825	8,652,664	(230,840)	10,440,534	(2,018,710)
Indirect Auto Loans	11,414,276	11,123,684	290,593	8,309,472	3,104,804
Home Equity Loans	7,498,511	7,677,151	(178,640)	8,169,214	(670,703)
Fixed Real Estate Loans	22,123,649	22,242,307	(118,658)	23,415,683	(1,292,034)
Variable/Hybrid/Balloon RE Loans	4,041,119	4,075,620	(34,501)	4,783,347	(742,228)
Share & Certificate Secured Loans	516,005	505,921	10,084	579,703	(63,698)
All Other Loans	1,291,270	1,265,912	25,359	544,271	746,999
TOTAL LOANS	60,955,432	61,121,515	(166,083)	61,249,673	(294,241)
Allowance for Loan Loss	(1,093,362)	(1,053,763)	(39,599)	(1,493,074)	399,712
NET LOANS	59,862,070	60,067,752	(205,683)	59,756,599	105,471
CASH	1,928,712	1,456,069	472,643	1,827,643	101,069
INVESTMENTS	64,525,223	66,464,666	(1,939,442)	68,526,865	(4,001,641)
FIXED ASSETS					
Land & Building (Net)	3,934,282	3,946,323	(12,041)	4,048,100	(113,818)
FF& E and Leasehold Improvements (Net)	290,922	294,167	(3,245)	269,496	21,426
OTHER ASSETS					
Accrued Interest	316,687	270,027	46,660	326,159	(9,472)
Prepaid Expenses	397,964	410,561	(12,597)	273,579	124,385
All Other Assets	4,706,743	4,669,008	37,735	2,029,317	2,677,425
TOTAL ASSETS	135,962,603	137,578,573	(1,615,970)	137,057,757	(1,095,155)
LIABILITIES AND EQUITY					
All Payables and Liabilities	1,451,052	1,630,037	(178,985)	632,062	818,990
TOTAL LIABILITIES	1,451,052	1,630,037	(178,985)	632,062	818,990
SHARES					
Shares and Clubs	55,290,019	54,964,262	325,757	54,254,740	1,035,279
Money Market Accounts	23,190,621	22,914,414	276,207	24,095,156	(904,535)
Share Draft Checking	24,666,494	26,567,969	(1,901,475)	24,187,876	478,618
Share Certificates	12,821,739	12,976,420	(154,681)	15,017,493	(2,195,754)
Demand IRAs	5,056,267	5,010,301	45,965	5,412,920	(356,653)
IRA Certificates	4,108,312	4,226,529	(118,217)	4,689,052	(580,740)
TOTAL SHARES	125,133,452	126,659,896	(1,526,444)	127,657,236	(2,523,784)
Regular Reserves	6,071,259	6,071,259	0	5,731,571	339,688
Unrealized Gain/Loss (AFS)	(77,797)	(181,391)	103,594	(204,213)	126,416
Undivided Earnings	3,384,637	3,398,772	(14,135)	3,241,102	143,535
TOTAL EQUITY	9,378,099	9,288,640	89,459	8,768,459	609,639
TOTAL LIABILITIES AND EQUITY	135,962,603	137,578,573	(1,615,970)	137,057,757	(1,095,155)

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 4/15/15
 Kenton Hall, VP of Finance/CFO Date

Richard Prater 4.16.15
 Richard Prater, Treasurer Date

G. Vernon Babilon 4/15/15
 G. Vernon Babilon, President/CEO Date

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 3/31/2015

Produced: 4/16/2015 3:01:25PM

	MTD Actual Mar-2015	QTD Actual Mar-2015	YTD Actual Mar-2015	YTD Budget Mar-2015	\$ Diff YTD Mar-2015	% Diff YTD Mar-2015
INCOME						
Interest on Loans	281,742	815,651	815,651	872,489	(56,838)	(6.51)
Income from Investments	63,480	182,895	182,895	192,677	(9,782)	(5.08)
Other Operating Income	182,623	420,059	420,059	374,941	45,118	12.03
TOTAL INCOME	527,845	1,418,605	1,418,605	1,440,107	(21,502)	(1.49)
OPERATING EXPENSES						
Employee Compensation	175,050	516,209	516,209	541,190	(24,981)	(4.62)
Payroll Taxes	20,744	51,802	51,802	70,798	(18,996)	(26.83)
Employee Commissions/Incentives	9,058	25,500	25,500	23,472	2,028	8.64
Employee Benefits	17,366	65,314	65,314	75,900	(10,586)	(13.95)
Meetings	(42)	3,083	3,083	3,346	(263)	(7.87)
Loan Servicing	25,871	68,357	68,357	67,865	492	0.73
State Banking Department Fee	1,335	4,004	4,004	4,005	(1)	(0.03)
Office Occupancy	37,388	112,252	112,252	114,861	(2,609)	(2.27)
Office Operations	49,059	151,004	151,004	159,216	(8,212)	(5.16)
Miscellaneous Expenses	552	2,333	2,333	2,959	(626)	(21.16)
Association Dues	2,305	7,200	7,200	8,580	(1,380)	(16.08)
Education, Training & Research	757	1,756	1,756	3,192	(1,436)	(44.98)
Professional & Outside Services	73,220	212,950	212,950	213,788	(838)	(0.39)
Travel & Conferences	788	788	788	3,500	(2,712)	(77.48)
Promotional Expenses	5,570	18,631	18,631	15,439	3,192	20.67
Over/Short & Fraud Account Adjustments	519	6,243	6,243	11,550	(5,307)	(45.95)
TOTAL OPERATING EXPENSES	419,541	1,247,427	1,247,427	1,319,661	(72,234)	(5.47)
NET OPERATING INCOME	108,304	171,179	171,179	120,446	50,733	42.12
Allowance for Loan Loss Expense	111,124	130,324	130,324	85,000	45,324	53.32
Provision for Courtesy Pay	1,130	849	849	2,250	(1,401)	(62.26)
Dividends	10,173	30,142	30,142	30,207	(65)	(0.22)
Interest on Borrowed Money	13	13	13	0	13	0.00
(Gain) Loss Foreclosed Assets	0	17,629	17,629	0	17,629	0.00
NET INCOME	(14,135)	(7,778)	(7,778)	2,989	(10,767)	(360.23)