

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 3/31/2016

Produced: 4/12/2016 8:02:55AM

	Current Month Mar-2016	Prior Month Feb-2016	\$ Difference Feb-2016	Prior Year Mar-2015	\$ Difference Mar-2015
LOANS					
Credit Card Loans	1,356,646	1,370,077	(13,432)	1,036,753	319,892
Unsecured Loans	4,571,247	4,639,579	(68,331)	4,612,023	(40,775)
Direct Auto Loans	8,062,212	8,224,141	(161,929)	8,421,825	(359,613)
Indirect Auto Loans	17,489,983	17,184,836	305,147	11,970,957	5,519,026
Home Equity Loans	7,200,943	7,294,810	(93,867)	7,498,511	(297,569)
Fixed Real Estate Loans	20,694,338	20,787,887	(93,549)	22,123,649	(1,429,312)
Variable/Hybrid/Balloon RE Loans	4,066,735	4,112,434	(45,699)	4,041,119	25,616
Share & Certificate Secured Loans	443,222	446,675	(3,453)	516,005	(72,783)
Other Loans	1,150,162	1,089,809	60,353	734,590	415,572
TOTAL LOANS	65,035,488	65,150,248	(114,760)	60,955,432	4,080,056
Allowance for Loan Losses	(779,832)	(778,651)	(1,181)	(1,093,362)	313,531
NET LOANS	64,255,656	64,371,597	(115,941)	59,862,070	4,393,586
CASH AND CASH EQUIVALENTS	1,844,669	1,691,830	152,839	1,928,712	(84,043)
INVESTMENTS	65,700,960	65,140,349	560,610	64,525,223	1,175,736
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,801,613	3,812,780	(11,167)	3,934,282	(132,669)
F F & E and Leasehold Improvements (Net)	160,731	169,606	(8,875)	290,922	(130,191)
OTHER ASSETS					
Accrued Interest Receivable	334,380	321,282	13,098	316,687	17,693
Prepaid Expenses	423,869	435,528	(11,659)	397,964	25,905
Other Assets	4,914,898	4,898,960	15,938	4,706,743	208,155
TOTAL ASSETS	141,436,776	140,841,933	594,843	135,962,603	5,474,173
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,365,990	1,116,224	249,766	1,451,052	(85,063)
TOTAL LIABILITIES	1,365,990	1,116,224	249,766	1,451,052	(85,063)
SHARES					
Share and Club Accounts	58,992,029	58,060,364	931,664	55,290,019	3,702,009
Money Market Accounts	23,184,572	23,706,453	(521,881)	23,190,621	(6,049)
Share Draft Accounts	27,897,494	27,618,015	279,479	24,666,494	3,231,000
Share Certificates	11,494,883	11,692,389	(197,506)	12,821,739	(1,326,856)
Demand IRA Accounts	5,201,262	5,197,021	4,241	5,056,267	144,995
IRA Certificates	3,471,462	3,651,961	(180,499)	4,108,312	(636,850)
TOTAL SHARES	130,241,702	129,926,203	315,498	125,133,452	5,108,250
Regular Reserve	6,188,169	6,188,169	0	6,071,259	116,910
Unrealized Gain/(Loss) on Investments AFS	(71,598)	7,396	(78,994)	(77,797)	6,199
Undivided Earnings	3,712,514	3,603,941	108,573	3,384,637	327,877
TOTAL EQUITY	9,829,085	9,799,506	29,578	9,378,099	450,986
TOTAL LIABILITIES AND EQUITY	141,436,776	140,841,933	594,843	135,962,603	5,474,173

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 4/12/16
 Kenton Hall, VP of Finance/CFO Date

Richard Prater 4.21.16
 Richard Prater, Treasurer Date

G. Vernon Babilon 4/12/16
 G. Vernon Babilon, President/CEO Date

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 3/31/2016

Produced: 4/12/2016 8:02:03AM

	MTD Actual Mar-2016	Prior Mo Actual Feb-2016	QTD Actual Mar-2016	YTD Actual Mar-2016	YTD Budget Mar-2016	\$ Diff YTD Mar-2016	% Diff YTD Mar-2016
INCOME							
Interest on Loans	314,445	295,604	921,172	921,172	947,645	(26,473)	(2.79)
Interest on Investments	73,454	65,787	211,190	211,190	204,044	7,146	3.50
Fee and Other Operating Income	153,508	117,764	407,906	407,906	378,860	29,046	7.67
TOTAL INCOME	541,407	479,155	1,540,268	1,540,268	1,530,549	9,719	0.63
OPERATING EXPENSES							
Employee Compensation	195,121	171,235	540,040	540,040	567,042	(27,002)	(4.76)
Payroll Tax Expense	16,205	13,171	49,264	49,264	49,484	(220)	(0.45)
Employee Commissions/Incentives	6,495	9,152	25,852	25,852	27,776	(1,924)	(6.93)
Employee Benefits	23,919	24,740	73,972	73,972	80,346	(6,374)	(7.93)
Meetings	1,365	1,276	3,914	3,914	3,214	700	21.78
Loan Servicing	33,635	32,691	98,127	98,127	100,014	(1,887)	(1.89)
State Banking Department Fee	1,327	1,327	3,981	3,981	3,981	0	0.00
Office Occupancy	36,458	36,653	110,775	110,775	115,793	(5,018)	(4.33)
Office Operations	51,141	50,972	158,087	158,087	158,018	69	0.04
Miscellaneous Expenses	598	398	2,000	2,000	2,375	(375)	(15.81)
Association Dues	2,256	2,541	7,339	7,339	8,682	(1,343)	(15.46)
Education, Training & Research	2,499	687	4,033	4,033	2,377	1,656	69.68
Professional & Outside Services	74,582	70,204	221,402	221,402	222,821	(1,419)	(0.64)
Travel & Conferences	2,758	260	4,059	4,059	5,500	(1,441)	(26.20)
Promotional Expenses	6,206	3,284	15,561	15,561	21,350	(5,789)	(27.11)
Operating Losses	11,450	1,250	3,821	3,821	7,425	(3,604)	(48.53)
TOTAL OPERATING EXPENSES	466,016	419,842	1,322,227	1,322,227	1,376,198	(53,971)	(3.92)
NET OPERATING INCOME	75,391	59,313	218,041	218,041	154,351	63,690	41.26
Provision for Loan Losses	0	0	0	0	75,000	(75,000)	(100.00)
Provision for Courtesy Pay Losses	(202)	244	2,001	2,001	5,400	(3,399)	(62.94)
Dividend Expense	7,955	7,993	25,125	25,125	26,290	(1,165)	(4.43)
(Gain)/Loss on Investments	(40,935)	(3,951)	(27,461)	(27,461)	0	(27,461)	0.00
Non-Operating (Income)/Expense	0	3,835	3,835	3,835	0	3,835	0.00
NET INCOME	108,573	51,192	214,540	214,540	47,661	166,879	350.14