

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 3/31/2018

Produced: 4/9/2018 12:15:42PM

	Current Month Mar-2018	Prior Month Feb-2018	\$ Difference Feb-2018	Prior Year Mar-2017	\$ Difference Mar-2017
LOANS					
Credit Card Loans	1,405,463	1,409,708	(4,244)	1,413,743	(8,280)
Unsecured Loans	3,668,579	3,751,595	(83,016)	4,119,290	(450,711)
Direct Auto Loans	8,315,441	8,111,144	204,296	8,165,163	150,278
Indirect Auto Loans	35,055,914	34,924,580	131,334	27,852,855	7,203,059
Home Equity Loans	5,541,109	5,634,283	(93,174)	6,392,884	(851,776)
Fixed Real Estate Loans	17,554,812	17,745,467	(190,655)	18,953,456	(1,398,644)
Variable/Hybrid/Balloon RE Loans	2,458,010	2,494,924	(36,914)	3,397,341	(939,331)
MBL & Commercial Loans	705,567	713,559	(7,992)	176,117	529,451
Share & Certificate Secured Loans	454,285	460,209	(5,924)	450,045	4,239
Other Loans	2,354,990	2,268,248	86,742	1,606,587	748,403
Loan Participations	9,014,696	9,144,784	(130,088)	5,103,233	3,911,462
TOTAL LOANS	86,528,865	86,658,501	(129,636)	77,630,715	8,898,150
Allowance for Loan Losses	(1,002,442)	(1,009,457)	7,015	(786,839)	(215,603)
NET LOANS	85,526,423	85,649,044	(122,621)	76,843,876	8,682,546
CASH	1,342,193	1,436,678	(94,485)	1,245,909	96,283
CASH DUE FROM BANKS & INVESTMENTS	54,295,146	51,765,244	2,529,902	57,294,628	(2,999,482)
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,621,621	3,631,201	(9,579)	3,731,656	(110,034)
F F & E and Leasehold Improvements (Net)	155,157	159,649	(4,491)	171,763	(16,606)
OTHER ASSETS					
Accrued Interest Receivable	335,549	328,532	7,017	316,118	19,432
Prepaid Expenses	598,462	632,865	(34,403)	546,661	51,801
Other Assets	5,327,024	5,152,215	174,809	4,958,858	368,166
TOTAL ASSETS	151,201,575	148,755,427	2,446,148	145,109,470	6,092,106

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 4/9/18
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babion 4/9/18
 G. Vernon Babion, President/CEO Date

Richard Prater 4.19.18
 Richard Prater, Treasurer Date

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET

As of: 3/31/2018
 Produced: 4/9/2018 12:15:43PM

	Current Month Mar-2018	Prior Month Feb-2018	\$ Difference Feb-2018	Prior Year Mar-2017	\$ Difference Mar-2017
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,838,027	1,282,441	555,586	1,284,491	553,537
TOTAL LIABILITIES	1,838,027	1,282,441	555,586	1,284,491	553,537
SHARES					
Share and Club Accounts	64,000,797	63,775,762	225,035	60,486,882	3,513,916
Money Market Accounts	24,776,587	24,387,768	388,819	23,835,292	941,295
Share Draft Accounts	33,812,807	32,407,435	1,405,372	31,622,649	2,190,158
Share Certificates	9,290,692	9,428,289	(137,597)	10,136,558	(845,866)
Demand IRA Accounts	4,505,793	4,615,883	(110,091)	4,839,422	(333,629)
IRA Certificates	2,796,344	2,813,623	(17,279)	3,127,118	(330,774)
TOTAL SHARES	139,183,020	137,428,761	1,754,260	134,047,920	5,135,100
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(466,935)	(450,611)	(16,324)	(364,872)	(102,063)
Undivided Earnings	4,459,294	4,306,667	152,627	3,953,762	505,532
TOTAL EQUITY	10,180,528	10,044,225	136,303	9,777,059	403,469
TOTAL LIABILITIES AND EQUITY	151,201,575	148,755,427	2,446,148	145,109,470	6,092,106

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 3/31/2018

Produced: 4/9/2018 12:16:14PM

	MTD Actual Mar-2018	Prior Mo Actual Feb-2018	QTD Actual Mar-2018	YTD Actual Mar-2018	YTD Budget Mar-2018	\$ Diff YTD Mar-2018	% Diff YTD Mar-2018
INCOME							
Interest on Loans	392,717	363,284	1,142,366	1,142,366	1,144,930	(2,564)	(0.22)
Interest on Investments	72,470	62,857	201,890	201,890	213,206	(11,316)	(5.31)
Fee and Other Operating Income	228,607	124,998	519,415	519,415	413,918	105,497	25.49
TOTAL INCOME	693,794	551,139	1,863,671	1,863,671	1,772,054	91,617	5.17
OPERATING EXPENSES							
Employee Compensation	196,005	173,190	570,746	570,746	615,890	(45,144)	(7.33)
Payroll Tax Expense	15,080	15,262	50,567	50,567	55,431	(4,864)	(8.77)
Employee Commissions/Incentives	3,010	3,820	13,452	13,452	25,973	(12,521)	(48.21)
Employee Benefits	21,929	20,832	68,609	68,609	77,459	(8,850)	(11.43)
Meetings	907	693	2,350	2,350	2,965	(615)	(20.76)
Loan Servicing	23,913	24,919	72,308	72,308	83,856	(11,548)	(13.77)
State Banking Department Fee	1,741	1,741	5,223	5,223	5,223	0	0.00
Office Occupancy	33,542	34,992	103,841	103,841	112,722	(8,881)	(7.88)
Office Operations	44,209	51,677	148,486	148,486	145,254	3,232	2.23
Miscellaneous Expenses	1,499	608	4,744	4,744	4,000	744	18.59
Association Dues	2,321	2,321	8,659	8,659	9,686	(1,027)	(10.61)
Education, Training & Research	2,670	2,771	6,230	6,230	9,325	(3,095)	(33.19)
Professional & Outside Services	90,642	98,550	282,483	282,483	298,813	(16,330)	(5.47)
Travel & Conferences	1,288	667	1,955	1,955	4,280	(2,325)	(54.33)
Promotional Expenses	7,107	2,554	14,393	14,393	32,139	(17,746)	(55.22)
Operating Losses	1,502	339	3,075	3,075	7,860	(4,785)	(60.87)
TOTAL OPERATING EXPENSES	447,364	434,935	1,357,120	1,357,120	1,490,876	(133,756)	(8.97)
NET OPERATING INCOME	246,430	116,204	506,551	506,551	281,178	225,373	80.15
Provision for Loan Losses	79,170	0	191,624	191,624	150,000	41,624	27.75
Provision for Courtesy Pay Losses	848	1,154	3,481	3,481	10,500	(7,019)	(66.85)
Dividend Expense	7,153	6,425	20,700	20,700	21,017	(317)	(1.51)
(Gain)/Loss on Other Assets	6,632	(120)	6,513	6,513	0	6,513	0.00
NET INCOME	152,627	108,745	284,233	284,233	99,661	184,572	185.20