

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



As of: 11/30/2017

Produced: 12/10/2017 12:58:49PM

	Current Month Nov-2017	Prior Month Oct-2017	\$ Difference Oct-2017	Prior Year Nov-2016	\$ Difference Nov-2016
<b>LOANS</b>					
Credit Card Loans	1,430,969	1,433,854	(2,886)	1,417,041	13,928
Unsecured Loans	3,873,136	3,952,203	(79,067)	4,696,207	(823,070)
Direct Auto Loans	7,757,569	7,641,028	116,541	8,041,656	(284,087)
Indirect Auto Loans	34,342,253	33,517,343	824,910	22,477,269	11,864,984
Home Equity Loans	5,870,598	5,922,955	(52,357)	6,597,519	(726,921)
Fixed Real Estate Loans	18,345,623	18,513,101	(167,478)	19,335,818	(990,195)
Variable/Hybrid/Balloon RE Loans	2,717,622	2,729,485	(11,862)	3,586,055	(868,433)
Business Loans	769,387	771,772	(2,385)	810,663	(41,276)
Consumer Loan Participations	9,049,220	3,834,603	5,214,616	0	9,049,220
Share & Certificate Secured Loans	472,522	488,772	(16,250)	480,279	(7,757)
Other Loans	1,944,771	1,902,708	42,064	1,532,924	411,847
<b>TOTAL LOANS</b>	<b>86,573,670</b>	<b>80,707,824</b>	<b>5,865,846</b>	<b>68,975,431</b>	<b>17,598,240</b>
Allowance for Loan Losses	(960,358)	(955,809)	(4,548)	(801,790)	(158,568)
<b>NET LOANS</b>	<b>85,613,313</b>	<b>79,752,015</b>	<b>5,861,298</b>	<b>68,173,641</b>	<b>17,439,672</b>
<b>CASH</b>	<b>1,336,227</b>	<b>1,252,045</b>	<b>84,181</b>	<b>1,811,557</b>	<b>(475,330)</b>
<b>OVERNIGHT FUNDS &amp; INVESTMENTS</b>	<b>49,149,636</b>	<b>53,798,940</b>	<b>(4,649,304)</b>	<b>58,615,207</b>	<b>(9,465,571)</b>
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,659,939	3,669,519	(9,579)	3,761,812	(101,873)
F F & E and Leasehold Improvements (Net)	173,824	179,972	(6,148)	102,896	70,928
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	349,742	336,043	13,699	319,799	29,943
Prepaid Expenses	671,501	594,050	77,451	569,392	102,109
Other Assets	4,951,340	5,036,597	(85,257)	5,062,637	(111,297)
<b>TOTAL ASSETS</b>	<b>145,905,521</b>	<b>144,619,180</b>	<b>1,286,341</b>	<b>138,416,940</b>	<b>7,488,581</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.

*Kenton Hall* 12/11/17  
 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 12/12/17  
 G. Vernon Babilon, President/CEO Date

*Richard Prater* 12/20/17  
 Richard Prater, Treasurer Date

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

As of: 11/30/2017  
 Produced: 12/10/2017 12:58:50PM

	Current Month Nov-2017	Prior Month Oct-2017	\$ Difference Oct-2017	Prior Year Nov-2016	\$ Difference Nov-2016
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,351,302	1,514,674	(163,372)	1,372,143	(20,841)
<b>TOTAL LIABILITIES</b>	<b>1,351,302</b>	<b>1,514,674</b>	<b>(163,372)</b>	<b>1,372,143</b>	<b>(20,841)</b>
<b>SHARES</b>					
Share and Club Accounts	63,220,466	62,574,453	646,012	57,944,423	5,276,043
Money Market Accounts	24,275,589	24,392,682	(117,092)	23,835,820	439,770
Share Draft Accounts	29,907,282	28,645,822	1,261,460	26,974,238	2,933,044
Share Certificates	9,612,639	9,630,538	(17,899)	10,355,284	(742,644)
Demand IRA Accounts	4,644,216	4,951,033	(306,817)	4,955,346	(311,131)
IRA Certificates	2,857,551	2,886,868	(29,318)	3,202,682	(345,131)
<b>TOTAL SHARES</b>	<b>134,517,743</b>	<b>133,081,397</b>	<b>1,436,346</b>	<b>127,267,793</b>	<b>7,249,950</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(336,915)	(307,204)	(29,710)	(284,946)	(51,969)
Undivided Earnings	4,185,222	4,142,146	43,076	3,873,781	311,441
<b>TOTAL EQUITY</b>	<b>10,036,476</b>	<b>10,023,110</b>	<b>13,366</b>	<b>9,777,004</b>	<b>259,472</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>145,905,521</b>	<b>144,619,180</b>	<b>1,286,341</b>	<b>138,416,940</b>	<b>7,488,581</b>

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



As of: 11/30/2017

Produced: 12/10/2017 12:58:33PM

	MTD Actual Nov-2017	Prior Mo Actual Oct-2017	QTD Actual Nov-2017	YTD Actual Nov-2017	YTD Budget Nov-2017	\$ Diff YTD Nov-2017	% Diff YTD Nov-2017
<b>INCOME</b>							
Interest on Loans	369,926	369,261	739,187	3,956,165	3,970,940	(14,775)	(0.37)
Interest on Investments	67,534	70,990	138,524	754,043	693,245	60,798	8.77
Fee and Other Operating Income	142,964	164,172	307,136	1,544,854	1,555,035	(10,181)	(0.65)
<b>TOTAL INCOME</b>	<b>580,425</b>	<b>604,423</b>	<b>1,184,847</b>	<b>6,255,062</b>	<b>6,219,220</b>	<b>35,842</b>	<b>0.58</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	195,219	192,824	388,043	2,158,599	2,174,016	(15,417)	(0.71)
Payroll Tax Expense	17,388	16,712	34,100	181,049	170,781	10,268	6.01
Employee Commissions/Incentives	27,071	23,112	50,183	136,977	126,869	10,108	7.97
Employee Benefits	25,720	25,798	51,519	282,593	300,850	(18,257)	(6.07)
Meetings	3,069	4,185	7,254	16,007	25,330	(9,323)	(36.81)
Loan Servicing	22,963	27,898	50,861	293,158	346,925	(53,767)	(15.50)
State Banking Department Fee	1,741	1,741	3,482	16,053	14,626	1,427	9.76
Office Occupancy	35,326	36,590	71,916	419,336	411,087	8,249	2.01
Office Operations	55,796	49,337	105,133	581,449	600,240	(18,791)	(3.13)
Miscellaneous Expenses	2,446	853	3,298	17,493	12,600	4,893	38.83
Association Dues	2,277	2,217	4,494	26,282	28,277	(1,995)	(7.05)
Education, Training & Research	(193)	73	(120)	7,312	13,629	(6,317)	(46.35)
Professional & Outside Services	92,978	100,545	193,523	1,024,255	984,010	40,245	4.09
Travel & Conferences	4,906	4,559	9,465	17,789	35,409	(17,620)	(49.76)
Promotional Expenses	4,487	3,214	7,701	56,620	58,245	(1,625)	(2.79)
Operating Losses	930	3,891	4,820	75,506	21,725	53,781	247.55
<b>TOTAL OPERATING EXPENSES</b>	<b>492,125</b>	<b>493,549</b>	<b>985,674</b>	<b>5,310,479</b>	<b>5,324,619</b>	<b>(14,140)</b>	<b>(0.27)</b>
<b>NET OPERATING INCOME</b>	<b>88,300</b>	<b>110,874</b>	<b>199,174</b>	<b>944,583</b>	<b>894,601</b>	<b>49,982</b>	<b>5.59</b>
Provision for Loan Losses	36,345	62,788	99,134	548,710	332,750	215,960	64.90
Provision for Courtesy Pay Losses	826	1,664	2,490	35,398	24,750	10,648	43.02
Dividend Expense	6,865	7,185	14,049	76,978	80,774	(3,797)	(4.70)
Interest on Borrowings	2,075	0	2,075	4,077	0	4,077	0.00
(Gain)/Loss on Other Assets	(887)	3,891	3,003	7,974	0	7,974	0.00
Non-Operating (Income)/Expense	0	0	0	2,906	0	2,906	0.00
<b>NET INCOME</b>	<b>43,076</b>	<b>35,346</b>	<b>78,422</b>	<b>268,541</b>	<b>456,327</b>	<b>(187,786)</b>	<b>(41.15)</b>