

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



As of: 11/30/2016

Produced: 12/9/2016 9:59:25AM

	Current Month Nov-2016	Prior Month Oct-2016	\$ Difference Oct-2016	Prior Year Nov-2015	\$ Difference Nov-2015
<b>LOANS</b>					
Credit Card Loans	1,417,041	1,403,679	13,362	1,358,990	58,050
Unsecured Loans	4,696,207	4,688,469	7,738	4,776,979	(80,773)
Direct Auto Loans	8,041,656	8,052,535	(10,879)	8,404,488	(362,832)
Indirect Auto Loans	22,477,269	21,378,035	1,099,234	16,396,268	6,081,001
Home Equity Loans	6,597,519	6,836,515	(238,996)	7,356,550	(759,031)
Fixed Real Estate Loans	19,335,818	19,685,986	(350,168)	21,031,486	(1,695,669)
Variable/Hybrid/Balloon RE Loans	3,586,055	3,598,985	(12,930)	4,026,022	(439,967)
Business Loans	810,663	812,006	(1,343)	0	810,663
Share & Certificate Secured Loans	480,279	476,573	3,707	441,371	38,909
Other Loans	1,532,924	1,557,322	(24,398)	996,075	536,849
<b>TOTAL LOANS</b>	<b>68,975,431</b>	<b>68,490,104</b>	<b>485,327</b>	<b>64,788,229</b>	<b>4,187,201</b>
Allowance for Loan Losses	(801,790)	(843,672)	41,882	(864,433)	62,644
<b>NET LOANS</b>	<b>68,173,641</b>	<b>67,646,432</b>	<b>527,209</b>	<b>63,923,796</b>	<b>4,249,845</b>
<b>CASH AND CASH EQUIVALENTS</b>	<b>1,811,557</b>	<b>1,657,572</b>	<b>153,985</b>	<b>1,878,467</b>	<b>(66,910)</b>
<b>INVESTMENTS</b>	<b>58,615,207</b>	<b>60,679,717</b>	<b>(2,064,511)</b>	<b>62,126,527</b>	<b>(3,511,321)</b>
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,761,812	3,764,932	(3,120)	3,850,519	(88,707)
F F & E and Leasehold Improvements (Net)	102,896	113,712	(10,816)	196,243	(93,347)
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	319,799	317,089	2,710	331,960	(12,161)
Prepaid Expenses	569,392	487,366	82,026	439,664	129,728
Other Assets	5,062,637	4,727,977	334,660	4,804,002	258,635
<b>TOTAL ASSETS</b>	<b>138,416,940</b>	<b>139,394,797</b>	<b>(977,857)</b>	<b>137,551,177</b>	<b>865,763</b>
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,372,143	1,115,015	257,128	959,262	412,881
<b>TOTAL LIABILITIES</b>	<b>1,372,143</b>	<b>1,115,015</b>	<b>257,128</b>	<b>959,262</b>	<b>412,881</b>
<b>SHARES</b>					
Share and Club Accounts	57,944,423	58,563,532	(619,109)	55,441,232	2,503,192
Money Market Accounts	23,835,820	23,695,495	140,324	24,679,912	(844,092)
Share Draft Accounts	26,974,238	27,112,171	(137,933)	25,920,573	1,053,666
Share Certificates	10,355,284	10,664,910	(309,626)	11,994,590	(1,639,307)
Demand IRA Accounts	4,955,346	4,959,889	(4,542)	5,255,996	(300,650)
IRA Certificates	3,202,682	3,217,041	(14,359)	3,762,617	(559,935)
<b>TOTAL SHARES</b>	<b>127,267,793</b>	<b>128,213,039</b>	<b>(945,246)</b>	<b>127,054,920</b>	<b>212,873</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(284,946)	27,981	(312,927)	(134,387)	(150,559)
Undivided Earnings	3,873,781	3,850,593	23,188	3,483,214	390,567
<b>TOTAL EQUITY</b>	<b>9,777,004</b>	<b>10,066,743</b>	<b>(289,739)</b>	<b>9,536,996</b>	<b>240,008</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>138,416,940</b>	<b>139,394,797</b>	<b>(977,857)</b>	<b>137,551,177</b>	<b>865,763</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* 12/9/16  
 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 12/9/16  
 G. Vernon Babilon, President/CEO Date

*William Richards*  
 William Richards, Treasurer Date

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



As of: 11/30/2016

Produced: 12/9/2016 9:59:43AM

	MTD Actual Nov-2016	Prior Mo Actual Oct-2016	QTD Actual Nov-2016	YTD Actual Nov-2016	YTD Budget Nov-2016	\$ Diff YTD Nov-2016	% Diff YTD Nov-2016
<b>INCOME</b>							
Interest on Loans	329,133	335,763	664,897	3,458,108	3,598,289	(140,181)	(3.90)
Interest on Investments	70,119	73,090	143,210	797,187	726,230	70,957	9.77
Fee and Other Operating Income	138,206	144,298	282,504	1,587,288	1,434,660	152,628	10.64
<b>TOTAL INCOME</b>	<b>537,459</b>	<b>553,152</b>	<b>1,090,611</b>	<b>5,842,583</b>	<b>5,759,179</b>	<b>83,404</b>	<b>1.45</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	185,124	172,661	357,785	1,984,314	2,114,255	(129,941)	(6.15)
Payroll Tax Expense	15,812	13,634	29,446	168,270	165,652	2,618	1.58
Employee Commissions/Incentives	19,270	18,493	37,763	127,212	106,340	20,872	19.63
Employee Benefits	21,880	25,816	47,696	259,577	292,692	(33,115)	(11.31)
Meetings	4,410	4,775	9,186	19,490	20,074	(584)	(2.91)
Loan Servicing	40,333	35,738	76,071	379,079	386,720	(7,641)	(1.98)
State Banking Department Fee	1,355	1,355	2,710	14,671	14,666	5	0.04
Office Occupancy	38,409	36,508	74,917	412,573	436,345	(23,772)	(5.45)
Office Operations	54,457	51,849	106,307	594,764	579,204	15,560	2.69
Miscellaneous Expenses	821	626	1,447	11,031	7,375	3,656	49.58
Association Dues	2,256	2,256	4,513	25,391	27,034	(1,643)	(6.08)
Education, Training & Research	1,118	243	1,361	11,512	12,979	(1,467)	(11.30)
Professional & Outside Services	103,004	87,126	190,130	928,186	877,806	50,380	5.74
Travel & Conferences	(3,530)	6,366	2,836	15,262	20,166	(4,904)	(24.32)
Promotional Expenses	6,533	6,669	13,203	59,824	84,854	(25,030)	(29.50)
Operating Losses	2,418	2,839	5,257	54,298	27,225	27,073	99.44
<b>TOTAL OPERATING EXPENSES</b>	<b>493,671</b>	<b>466,954</b>	<b>960,626</b>	<b>5,065,457</b>	<b>5,173,387</b>	<b>(107,930)</b>	<b>(2.09)</b>
<b>NET OPERATING INCOME</b>	<b>43,788</b>	<b>86,197</b>	<b>129,985</b>	<b>777,126</b>	<b>585,792</b>	<b>191,334</b>	<b>32.66</b>
Provision for Loan Losses	0	0	0	298,084	275,000	23,084	8.39
Provision for Courtesy Pay Losses	1,731	1,654	3,384	23,291	19,800	3,491	17.63
Dividend Expense	7,176	7,545	14,721	85,870	91,937	(6,067)	(6.60)
Interest on Borrowings	94	60	154	186	0	186	0.00
(Gain)/Loss on Investments	0	0	0	(51,859)	0	(51,859)	0.00
(Gain)/Loss on Other Assets	11,599	7,649	19,247	41,913	0	41,913	0.00
Non-Operating (Income)/Expense	0	0	0	3,835	0	3,835	0.00
<b>NET INCOME</b>	<b>23,188</b>	<b>69,290</b>	<b>92,478</b>	<b>375,807</b>	<b>199,055</b>	<b>176,752</b>	<b>88.80</b>