

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

As of: 11/30/2020

Produced: 12/8/2020 8:54:27AM

	Current Month Nov-2020	Prior Month Oct-2020	MTD Difference Oct-2020	Last Year End Dec-2019	YTD Difference Dec-2019	Prior Year Nov-2019	1 Yr Difference Nov-2019
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	1,500,671	1,537,654	(36,983)	1,676,134	(175,462)	1,648,385	(147,714)
Unsecured Loans	4,206,241	4,209,311	(3,071)	4,501,562	(295,322)	4,457,598	(251,357)
Direct Auto Loans	7,682,407	7,783,369	(100,961)	7,700,148	(17,740)	7,886,197	(203,789)
Indirect Auto Loans	34,886,501	35,284,721	(398,220)	34,736,254	150,246	34,135,884	750,617
Home Equity Loans	4,298,186	4,384,302	(86,116)	4,500,939	(202,752)	4,460,295	(162,109)
Fixed Real Estate Loans	12,767,333	13,327,593	(560,259)	15,352,396	(2,585,062)	15,408,732	(2,641,398)
Variable/Hybrid/Balloon RE Loans	1,237,845	1,291,244	(53,399)	1,389,184	(151,339)	1,574,352	(336,507)
MBL & Commercial Loans	16,997,711	17,575,641	(577,930)	5,889,372	11,108,339	5,901,675	11,096,036
Share & Certificate Secured Loans	409,114	354,901	54,214	448,017	(38,903)	459,894	(50,780)
Solar Loans	6,316,660	5,285,408	1,031,252	3,383,416	2,933,244	3,153,294	3,163,366
Other Loans	709,238	720,005	(10,767)	668,571	40,667	672,300	36,938
Loan Participations	4,755,916	4,921,738	(165,822)	6,049,626	(1,293,711)	6,138,183	(1,382,268)
Net Deferred (Fees) Costs	(168,304)	(72,265)	(96,038)	294,995	(463,298)	287,998	(456,301)
<b>GROSS LOANS</b>	<b>95,599,520</b>	<b>96,603,621</b>	<b>(1,004,101)</b>	<b>86,590,613</b>	<b>9,008,907</b>	<b>86,184,787</b>	<b>9,414,734</b>
Allowance for Loan Losses	(1,293,736)	(1,274,278)	(19,458)	(1,000,715)	(293,021)	(988,709)	(305,028)
<b>NET LOANS</b>	<b>94,305,784</b>	<b>95,329,343</b>	<b>(1,023,559)</b>	<b>85,589,898</b>	<b>8,715,886</b>	<b>85,196,078</b>	<b>9,109,706</b>
CASH AND CASH EQUIVALENTS	14,828,848	12,082,213	2,746,635	8,431,120	6,397,728	13,360,420	1,468,428
INVESTMENTS	54,163,727	56,566,856	(2,403,130)	47,768,063	6,395,663	44,548,233	9,615,494
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,530,426	3,540,544	(10,117)	3,460,913	69,514	3,470,855	59,572
Other Fixed Assets	544,731	554,356	(9,625)	397,467	147,264	378,030	166,701
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	408,869	433,668	(24,799)	389,948	18,921	368,985	39,884
Prepaid Expenses	545,242	457,780	87,462	361,016	184,226	345,636	199,607
Other Assets	6,210,982	6,069,835	141,147	5,803,390	407,592	5,722,986	487,996
<b>TOTAL ASSETS</b>	<b>174,538,610</b>	<b>175,034,595</b>	<b>(495,986)</b>	<b>152,201,814</b>	<b>22,336,796</b>	<b>153,391,222</b>	<b>21,147,388</b>

SUMMARY BALANCE SHEET

	Current Month Nov-2020	Prior Month Oct-2020	MTD Difference Oct-2020	Last Year End Dec-2019	YTD Difference Dec-2019	Prior Year Nov-2019	1 Yr Difference Nov-2019
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	75,034,953	74,676,622	358,330	63,576,257	11,458,695	64,029,862	11,005,091
Money Market Accounts	26,310,986	26,558,296	(247,310)	25,013,013	1,297,972	24,813,030	1,497,956
Share Draft Accounts	44,340,384	45,179,687	(839,304)	35,040,149	9,300,234	35,990,926	8,349,458
Share Certificates	6,946,852	6,873,485	73,366	7,546,424	(599,573)	7,643,585	(696,733)
Demand IRA Accounts	4,595,485	4,572,287	23,197	4,840,060	(244,576)	4,689,220	(93,736)
IRA Certificates	2,542,682	2,551,374	(8,692)	2,591,564	(48,882)	2,622,156	(79,474)
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	<b>159,771,341</b>	<b>160,411,753</b>	<b>(640,412)</b>	<b>138,607,469</b>	<b>21,163,872</b>	<b>139,788,779</b>	<b>19,982,562</b>
Accrued Expenses and Other Liabilities	817,848	728,936	88,912	955,599	(137,751)	954,973	(137,126)
<b>TOTAL LIABILITIES</b>	<b>160,589,188</b>	<b>161,140,689</b>	<b>(551,501)</b>	<b>139,563,068</b>	<b>21,026,120</b>	<b>140,743,752</b>	<b>19,845,436</b>
<b>MEMBERS' EQUITY:</b>							
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	857,218	1,023,102	(165,884)	309,060	548,158	404,908	452,309
Undivided Earnings	6,904,035	6,682,636	221,399	6,141,517	762,518	6,054,393	849,642
<b>TOTAL MEMBERS' EQUITY</b>	<b>13,949,421</b>	<b>13,893,906</b>	<b>55,515</b>	<b>12,638,746</b>	<b>1,310,675</b>	<b>12,647,470</b>	<b>1,301,952</b>
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	<b>174,538,610</b>	<b>175,034,595</b>	<b>(495,986)</b>	<b>152,201,814</b>	<b>22,336,796</b>	<b>153,391,222</b>	<b>21,147,388</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.

DocuSigned by:

*Kenton Hall* 12/8/2020 | 5:10 PM MST  
 KENTON HALL, VP of Finance/CFO

DocuSigned by:

*G. Vernon Babilon* 12/8/2020 | 5:11 PM MST  
 G. Vernon Babilon, President/CEO

DocuSigned by:

*Mike McKendrick* 12/17/2020 | 6:26 PM MST  
 MIKE MCKENDRICK, Treasurer

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

As of: 11/30/2020

Produced: 12/8/2020 8:55:21AM

	MTD Actual Nov-2020	Prior Mo Actual Oct-2020	QTD Actual Nov-2020	YTD Actual Nov-2020	YTD Budget Nov-2020	\$ Diff YTD Nov-2020	% Diff YTD Nov-2020
<b>INCOME</b>							
Interest on Loans	437,501	454,510	892,011	4,747,608	5,164,520	(416,912)	(8.07)
Interest on Investments	75,850	84,801	160,651	1,001,538	793,492	208,046	26.22
Fee and Other Operating Income	140,044	179,150	319,194	1,498,972	1,860,320	(361,348)	(19.42)
<b>TOTAL INCOME</b>	<b>653,395</b>	<b>718,461</b>	<b>1,371,857</b>	<b>7,248,118</b>	<b>7,818,332</b>	<b>(570,214)</b>	<b>(7.29)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	202,162	243,575	445,738	2,637,895	2,627,118	10,777	0.41
Payroll Tax Expense	18,569	19,460	38,029	218,206	214,648	3,558	1.66
Employee Commissions/Incentives	18,977	6,418	25,395	127,813	116,738	11,075	9.49
Employee Benefits	33,664	36,214	69,878	245,880	503,565	(257,685)	(51.17)
Meetings	0	0	0	3,062	15,600	(12,538)	(80.37)
Loan Servicing	25,695	29,874	55,568	328,456	347,912	(19,456)	(5.59)
State Banking Department Fee	1,201	1,201	2,402	13,753	13,959	(206)	(1.48)
Office Occupancy	27,686	33,825	61,511	336,238	399,447	(63,209)	(15.82)
Office Operations	47,644	49,032	96,675	526,252	561,449	(35,197)	(6.27)
Miscellaneous Expenses	593	1,726	2,319	21,682	22,450	(768)	(3.42)
Association Dues	2,779	2,779	5,558	30,399	28,625	1,774	6.20
Education, Training & Research	961	3,129	4,090	24,759	20,325	4,434	21.82
Professional & Outside Services	115,709	121,039	236,748	1,297,233	1,224,714	72,519	5.92
Travel & Conferences	0	1,294	1,294	14,988	54,815	(39,827)	(72.66)
Promotional Expenses	7,604	11,728	19,333	80,196	92,126	(11,930)	(12.95)
Operating Losses	661	7,446	8,107	36,412	25,374	11,038	43.50
<b>TOTAL OPERATING EXPENSES</b>	<b>503,905</b>	<b>568,739</b>	<b>1,072,644</b>	<b>5,943,225</b>	<b>6,268,865</b>	<b>(325,640)</b>	<b>(5.19)</b>
<b>NET OPERATING INCOME</b>	<b>149,491</b>	<b>149,722</b>	<b>299,213</b>	<b>1,304,893</b>	<b>1,549,467</b>	<b>(244,574)</b>	<b>(15.78)</b>
Provision for Loan Losses	35,739	0	35,739	733,278	440,000	293,278	66.65
Provision for Courtesy Pay Losses	0	0	0	2,627	27,500	(24,873)	(90.45)
Dividend Expense	12,901	13,589	26,490	173,330	192,546	(19,216)	(9.98)
Interest on Borrowings	0	0	0	44	0	44	0.00
(Gain)/Loss on Investments	(120,548)	(98,103)	(218,651)	(368,036)	0	(368,036)	0.00
(Gain)/Loss on Fixed Assets	0	0	0	(50)	0	(50)	0.00
(Gain)/Loss on Other Assets	0	0	0	1,181	0	1,181	0.00
<b>NET INCOME</b>	<b>221,399</b>	<b>234,235</b>	<b>455,634</b>	<b>762,518</b>	<b>889,421</b>	<b>(126,903)</b>	<b>(14.27)</b>