

Tucson Old Pueblo Credit Union
SUMMARY BALANCE SHEET



As of: 10/31/2017

Produced: 11/8/2017 8:04:10AM

	Current Month Oct-2017	Prior Month Sep-2017	\$ Difference Sep-2017	Prior Year Oct-2016	\$ Difference Oct-2016
LOANS					
Credit Card Loans	1,433,854	1,413,831	20,023	1,403,679	30,175
Unsecured Loans	3,952,203	3,918,673	33,530	4,688,469	(736,266)
Direct Auto Loans	7,641,028	7,659,576	(18,548)	8,052,535	(411,507)
Indirect Auto Loans	33,517,343	33,643,208	(125,865)	21,378,035	12,139,308
Home Equity Loans	5,922,955	5,864,228	58,728	6,836,515	(913,560)
Fixed Real Estate Loans	18,513,101	18,717,061	(203,960)	19,685,986	(1,172,885)
Variable/Hybrid/Balloon RE Loans	2,729,485	2,742,747	(13,262)	3,598,985	(869,500)
Business Loans	771,772	774,220	(2,448)	812,006	(40,234)
Consumer Loan Participations	3,834,603	3,876,606	(42,003)	0	3,834,603
Share & Certificate Secured Loans	488,772	493,592	(4,820)	476,573	12,199
Other Loans	1,902,708	1,764,414	138,293	1,557,322	345,386
TOTAL LOANS	80,707,824	80,868,156	(160,332)	68,490,104	12,217,720
Allowance for Loan Losses	(955,809)	(922,152)	(33,657)	(843,672)	(112,137)
NET LOANS	79,752,015	79,946,004	(193,989)	67,646,432	12,105,583
CASH AND CASH EQUIVALENTS	1,252,045	1,288,388	(36,342)	1,657,572	(405,527)
INVESTMENTS	53,798,940	56,003,264	(2,204,324)	60,679,717	(6,880,778)
PROPERTY AND EQUIPMENT					
Land & Building (Net)	3,669,519	3,679,098	(9,579)	3,764,932	(95,413)
F F & E and Leasehold Improvements (Net)	179,972	183,787	(3,815)	113,712	66,260
OTHER ASSETS					
Accrued Interest Receivable	336,043	328,686	7,357	317,089	18,954
Prepaid Expenses	594,050	642,743	(48,693)	487,366	106,684
Other Assets	5,036,597	4,976,032	60,565	4,727,977	308,620
TOTAL ASSETS	144,619,180	147,048,001	(2,428,821)	139,394,797	5,224,383

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 11/8/17
 Kenton Hall, VP of Finance/CFO Date

G. Vernon Babilon 11/8/17
 G. Vernon Babilon, President/CFO Date

Richard Prater 11/14/17
 Richard Prater, Treasurer Date

	Current Month Oct-2017	Prior Month Sep-2017	\$ Difference Sep-2017	Prior Year Oct-2016	\$ Difference Oct-2016
LIABILITIES AND EQUITY					
Accrued Expenses and Other Liabilities	1,514,674	1,500,185	14,489	1,115,015	399,659
TOTAL LIABILITIES	1,514,674	1,500,185	14,489	1,115,015	399,659
SHARES					
Share and Club Accounts	62,574,453	63,569,045	(994,592)	58,563,532	4,010,921
Money Market Accounts	24,392,682	23,937,517	455,164	23,695,495	697,186
Share Draft Accounts	28,645,822	30,395,612	(1,749,789)	27,112,171	1,533,651
Share Certificates	9,630,538	9,727,925	(97,387)	10,664,910	(1,034,372)
Demand IRA Accounts	4,951,033	4,959,085	(8,052)	4,959,889	(8,856)
IRA Certificates	2,886,868	2,930,007	(43,139)	3,217,041	(330,173)
TOTAL SHARES	133,081,397	135,519,192	(2,437,796)	128,213,039	4,868,357
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(307,204)	(266,344)	(40,860)	27,981	(335,186)
Undivided Earnings	4,142,146	4,106,800	35,346	3,850,593	291,552
TOTAL EQUITY	10,023,110	10,028,624	(5,514)	10,066,743	(43,633)
TOTAL LIABILITIES AND EQUITY	144,619,180	147,048,001	(2,428,821)	139,394,797	5,224,383

Tucson Old Pueblo Credit Union
SUMMARY INCOME STATEMENT



As of: 10/31/2017

Produced: 11/8/2017 8:04:34AM

	MTD Actual Oct-2017	Prior Mo Actual Sep-2017	QTD Actual Oct-2017	YTD Actual Oct-2017	YTD Budget Oct-2017	\$ Diff YTD Oct-2017	% Diff YTD Oct-2017
INCOME							
Interest on Loans	389,125	379,204	389,125	3,742,199	3,710,866	31,333	0.84
Interest on Investments	70,990	68,650	70,990	686,508	632,817	53,691	8.48
Fee and Other Operating Income	164,172	133,367	164,172	1,401,890	1,418,025	(16,135)	(1.14)
TOTAL INCOME	624,287	581,221	624,287	5,830,597	5,761,708	68,889	1.20
OPERATING EXPENSES							
Employee Compensation	192,824	188,288	192,824	1,963,380	1,973,283	(9,903)	(0.50)
Payroll Tax Expense	16,712	14,651	16,712	163,661	155,634	8,027	5.16
Employee Commissions/Incentives	23,112	4,742	23,112	109,906	114,561	(4,655)	(4.06)
Employee Benefits	25,798	25,242	25,798	256,873	273,500	(16,627)	(6.08)
Meetings	4,185	1,214	4,185	12,938	24,100	(11,162)	(46.32)
Loan Servicing	47,762	39,019	47,762	426,155	432,840	(6,685)	(1.54)
State Banking Department Fee	1,741	1,741	1,741	14,312	13,276	1,036	7.80
Office Occupancy	36,590	39,506	36,590	384,010	375,107	8,903	2.37
Office Operations	49,337	38,791	49,337	525,653	547,856	(22,203)	(4.05)
Miscellaneous Expenses	853	3,929	853	15,047	11,500	3,547	30.85
Association Dues	2,217	2,217	2,217	24,005	25,870	(1,865)	(7.21)
Education, Training & Research	73	589	73	7,505	13,104	(5,599)	(42.72)
Professional & Outside Services	100,545	83,018	100,545	931,277	897,072	34,205	3.81
Travel & Conferences	4,559	493	4,559	12,883	32,190	(19,307)	(59.98)
Promotional Expenses	3,214	4,499	3,214	52,133	52,525	(392)	(0.75)
Operating Losses	3,891	7,760	3,891	74,576	19,750	54,826	277.60
TOTAL OPERATING EXPENSES	513,413	455,699	513,413	4,974,314	4,962,168	12,146	0.24
NET OPERATING INCOME	110,874	125,522	110,874	856,283	799,540	56,743	7.10
Provision for Loan Losses	62,788	78,029	62,788	512,364	302,500	209,864	69.38
Provision for Courtesy Pay Losses	1,664	2,658	1,664	34,572	22,500	12,072	53.65
Dividend Expense	7,185	6,776	7,185	70,113	73,534	(3,421)	(4.65)
Interest on Borrowings	0	0	0	2,002	0	2,002	0.00
(Gain)/Loss on Other Assets	3,891	(631)	3,891	8,861	0	8,861	0.00
Non-Operating (Income)/Expense	0	2,906	0	2,906	0	2,906	0.00
NET INCOME	35,346	35,784	35,346	225,465	401,006	(175,541)	(43.78)