

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



As of: 10/31/2018

Produced: 11/8/2018 12:02:06PM

	Current Month Oct-2018	Prior Month Sep-2018	\$ Difference Sep-2018	Prior Year Oct-2017	\$ Difference Oct-2017
<b>LOANS</b>					
Credit Card Loans	1,400,997	1,362,369	38,627	1,433,854	(32,858)
Unsecured Loans	3,979,035	3,853,229	125,806	3,952,203	26,832
Direct Auto Loans	8,781,340	8,859,099	(77,759)	7,641,028	1,140,312
Indirect Auto Loans	38,877,581	39,321,440	(443,859)	33,517,343	5,360,238
Home Equity Loans	5,464,814	5,460,771	4,043	5,922,955	(458,141)
Fixed Real Estate Loans	16,700,960	16,754,523	(53,563)	18,513,101	(1,812,140)
Variable/Hybrid/Balloon RE Loans	2,312,008	2,376,795	(64,787)	2,729,485	(417,477)
MBL & Commercial Loans	558,959	564,760	(5,801)	170,070	388,889
Share & Certificate Secured Loans	428,497	432,397	(3,900)	488,772	(60,274)
Other Loans	2,697,646	2,610,995	86,651	1,902,708	794,938
Loan Participations	7,921,717	8,152,815	(231,098)	4,436,306	3,485,411
<b>TOTAL LOANS</b>	<b>89,123,554</b>	<b>89,749,193</b>	<b>(625,639)</b>	<b>80,707,824</b>	<b>8,415,730</b>
Allowance for Loan Losses	(1,018,581)	(1,041,843)	23,261	(955,809)	(62,772)
<b>NET LOANS</b>	<b>88,104,973</b>	<b>88,707,351</b>	<b>(602,378)</b>	<b>79,752,015</b>	<b>8,352,958</b>
CASH	1,795,135	1,249,690	545,445	1,252,045	543,090
CASH DUE FROM BANKS & INVESTMENTS	47,822,645	49,180,070	(1,357,425)	53,798,940	(5,976,295)
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,573,462	3,578,425	(4,962)	3,669,519	(96,056)
F F & E and Leasehold Improvements (Net)	131,082	135,768	(4,686)	179,972	(48,890)
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	376,287	373,384	2,903	336,043	40,244
Prepaid Expenses	601,848	651,453	(49,605)	594,050	7,798
Other Assets	5,385,906	5,105,290	280,616	5,036,597	349,309
<b>TOTAL ASSETS</b>	<b>147,791,339</b>	<b>148,981,431</b>	<b>(1,190,092)</b>	<b>144,619,180</b>	<b>3,172,159</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* 11/8/18  
 \_\_\_\_\_  
 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 11/9/18  
 \_\_\_\_\_  
 G. Vernon Babilon, President/CEO Date

*Richard Prater* 11/29/18  
 \_\_\_\_\_  
 Richard Prater, Treasurer Date

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

As of: 10/31/2018  
 Produced: 11/8/2018 12:02:07PM

	Current Month Oct-2018	Prior Month Sep-2018	\$ Difference Sep-2018	Prior Year Oct-2017	\$ Difference Oct-2017
<b>LIABILITIES AND EQUITY</b>					
Accrued Expenses and Other Liabilities	1,378,055	1,970,267	(592,212)	1,514,674	(136,619)
<b>TOTAL LIABILITIES</b>	<b>1,378,055</b>	<b>1,970,267</b>	<b>(592,212)</b>	<b>1,514,674</b>	<b>(136,619)</b>
<b>SHARES</b>					
Share and Club Accounts	62,315,202	62,702,735	(387,533)	62,574,453	(259,252)
Money Market Accounts	25,095,590	24,944,103	151,487	24,392,682	702,908
Share Draft Accounts	31,795,106	32,221,207	(426,101)	28,645,822	3,149,283
Share Certificates	8,656,794	8,633,192	23,602	9,630,538	(973,744)
Demand IRA Accounts	5,365,687	5,371,094	(5,408)	4,951,033	414,654
IRA Certificates	2,661,054	2,677,480	(16,426)	2,886,868	(225,814)
<b>TOTAL SHARES</b>	<b>135,889,432</b>	<b>136,549,812</b>	<b>(660,380)</b>	<b>133,081,397</b>	<b>2,808,035</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(569,769)	(512,499)	(57,270)	(307,204)	(262,565)
Undivided Earnings	4,905,453	4,785,684	119,769	4,142,146	763,307
<b>TOTAL EQUITY</b>	<b>10,523,852</b>	<b>10,461,353</b>	<b>62,499</b>	<b>10,023,110</b>	<b>500,742</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>147,791,339</b>	<b>148,981,431</b>	<b>(1,190,092)</b>	<b>144,619,180</b>	<b>3,172,159</b>

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



As of: 10/31/2018

Produced: 11/8/2018 12:01:45PM

	MTD Actual Oct-2018	Prior Mo Actual Sep-2018	QTD Actual Oct-2018	YTD Actual Oct-2018	YTD Budget Oct-2018	\$ Diff YTD Oct-2018	% Diff YTD Oct-2018
<b>INCOME</b>							
Interest on Loans	389,240	385,660	389,240	3,835,222	3,804,345	30,877	0.81
Interest on Investments	83,508	78,315	83,508	762,630	729,525	33,105	4.54
Fee and Other Operating Income	173,898	137,145	173,898	1,566,476	1,427,021	139,455	9.77
<b>TOTAL INCOME</b>	<b>646,646</b>	<b>601,120</b>	<b>646,646</b>	<b>6,164,328</b>	<b>5,960,891</b>	<b>203,437</b>	<b>3.41</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	195,467	172,345	195,467	1,843,572	2,069,660	(226,088)	(10.92)
Payroll Tax Expense	15,790	13,172	15,790	151,730	169,599	(17,869)	(10.54)
Employee Commissions/Incentives	8,807	3,535	8,807	50,938	85,609	(34,671)	(40.50)
Employee Benefits	22,889	22,463	22,889	225,721	273,847	(48,126)	(17.57)
Meetings	3,759	751	3,759	11,845	18,666	(6,821)	(36.54)
Loan Servicing	30,602	24,319	30,602	267,227	281,520	(14,293)	(5.08)
State Banking Department Fee	1,269	1,269	1,269	16,459	17,677	(1,218)	(6.89)
Office Occupancy	37,725	36,637	37,725	367,517	386,489	(18,972)	(4.91)
Office Operations	52,666	53,884	52,666	516,683	480,313	36,370	7.57
Miscellaneous Expenses	1,332	1,376	1,332	17,548	16,000	1,548	9.67
Association Dues	2,321	2,321	2,321	25,123	26,010	(888)	(3.41)
Education, Training & Research	661	322	661	18,579	16,000	2,579	16.12
Professional & Outside Services	98,392	94,159	98,392	968,929	995,879	(26,950)	(2.71)
Travel & Conferences	0	0	0	8,459	20,363	(11,904)	(58.46)
Promotional Expenses	5,246	6,173	5,246	53,569	92,480	(38,911)	(42.07)
Operating Losses	1,258	3,517	1,258	15,047	26,200	(11,153)	(42.57)
<b>TOTAL OPERATING EXPENSES</b>	<b>478,184</b>	<b>436,244</b>	<b>478,184</b>	<b>4,558,945</b>	<b>4,976,312</b>	<b>(417,367)</b>	<b>(8.39)</b>
<b>NET OPERATING INCOME</b>	<b>168,462</b>	<b>164,876</b>	<b>168,462</b>	<b>1,605,383</b>	<b>984,579</b>	<b>620,804</b>	<b>63.05</b>
Provision for Loan Losses	38,780	27,680	38,780	750,422	500,000	250,422	50.08
Provision for Courtesy Pay Losses	1,821	2,524	1,821	22,318	35,000	(12,682)	(36.23)
Dividend Expense	7,705	7,208	7,705	71,350	70,656	694	0.98
Interest on Borrowings	0	180	0	3,467	0	3,467	0.00
(Gain)/Loss on Other Assets	0	0	0	828	0	828	0.00
Non-Operating (Income)/Expense	387	0	387	26,605	0	26,605	0.00
<b>NET INCOME</b>	<b>119,769</b>	<b>127,283</b>	<b>119,769</b>	<b>730,392</b>	<b>378,923</b>	<b>351,469</b>	<b>92.75</b>