

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



As of: 9/30/2017

Produced: 10/11/2017 10:41:52AM

	Current Month Sep-2017	Prior Month Aug-2017	\$ Difference Aug-2017	Prior Year Sep-2016	\$ Difference Sep-2016
<b>LOANS</b>					
Credit Card Loans	1,413,831	1,444,734	(30,903)	1,390,804	23,028
Unsecured Loans	3,918,673	3,953,841	(35,167)	4,640,696	(722,023)
Direct Auto Loans	7,659,576	7,830,278	(170,702)	8,128,052	(468,476)
Indirect Auto Loans	33,643,208	32,664,142	979,066	20,501,540	13,141,668
Home Equity Loans	5,864,228	5,931,686	(67,458)	6,857,511	(993,283)
Fixed Real Estate Loans	18,717,061	18,760,522	(43,462)	19,715,714	(998,653)
Variable/Hybrid/Balloon RE Loans	2,742,747	2,784,273	(41,526)	3,613,049	(870,302)
Business Loans	774,220	776,505	(2,285)	431,964	342,257
Consumer Loan Participations	3,876,606	3,984,116	(107,510)	0	3,876,606
Share & Certificate Secured Loans	493,592	465,103	28,489	454,915	38,677
Other Loans	1,764,414	1,776,879	(12,465)	1,522,018	242,396
<b>TOTAL LOANS</b>	<b>80,868,156</b>	<b>80,372,078</b>	<b>496,078</b>	<b>67,256,261</b>	<b>13,611,895</b>
Allowance for Loan Losses	(922,152)	(886,848)	(35,304)	(898,189)	(23,963)
<b>NET LOANS</b>	<b>79,946,004</b>	<b>79,485,230</b>	<b>460,774</b>	<b>66,358,072</b>	<b>13,587,932</b>
<b>CASH AND CASH EQUIVALENTS</b>	<b>1,288,388</b>	<b>1,485,195</b>	<b>(196,808)</b>	<b>1,451,989</b>	<b>(163,602)</b>
<b>INVESTMENTS</b>	<b>56,003,264</b>	<b>56,411,846</b>	<b>(408,581)</b>	<b>63,875,999</b>	<b>(7,872,735)</b>
<b>PROPERTY AND EQUIPMENT</b>					
Land & Building (Net)	3,679,098	3,688,678	(9,579)	3,774,612	(95,514)
F F & E and Leasehold Improvements (Net)	183,787	172,443	11,344	124,551	59,236
<b>OTHER ASSETS</b>					
Accrued Interest Receivable	328,686	351,149	(22,463)	286,800	41,886
Prepaid Expenses	642,743	600,070	42,672	457,440	185,302
Other Assets	4,976,032	4,967,046	8,986	5,014,796	(38,765)
<b>TOTAL ASSETS</b>	<b>147,048,001</b>	<b>147,161,656</b>	<b>(113,655)</b>	<b>141,344,260</b>	<b>5,703,741</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* 10/11/17  
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 Kenton Hall, VP of Finance/CFO Date

*G. Vernon Babilon* 10/11/17  
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 G. Vernon Babilon, President/CEO Date

*Richard Prater* 10/23/17  
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 Richard Prater, Treasurer Date

	Current Month Sep-2017	Prior Month Aug-2017	\$ Difference Aug-2017	Prior Year Sep-2016	\$ Difference Sep-2016
<b>LIABILITIES AND EQUITY</b>					
Short-term Borrowings	0	0	0	214,828	(214,828)
Accrued Expenses and Other Liabilities	1,500,185	1,396,200	103,985	1,346,386	153,798
<b>TOTAL LIABILITIES</b>	<b>1,500,185</b>	<b>1,396,200</b>	<b>103,985</b>	<b>1,561,214</b>	<b>(61,029)</b>
<b>SHARES</b>					
Share and Club Accounts	63,569,045	63,384,017	185,029	58,859,688	4,709,358
Money Market Accounts	23,937,517	23,733,101	204,417	24,101,516	(163,999)
Share Draft Accounts	30,395,612	30,793,961	(398,350)	27,826,388	2,569,223
Share Certificates	9,727,925	9,899,245	(171,319)	10,744,365	(1,016,440)
Demand IRA Accounts	4,959,085	4,940,404	18,681	4,954,461	4,625
IRA Certificates	2,930,007	2,960,064	(30,057)	3,273,477	(343,469)
<b>TOTAL SHARES</b>	<b>135,519,192</b>	<b>135,710,792</b>	<b>(191,599)</b>	<b>129,759,895</b>	<b>5,759,297</b>
Regular Reserve	6,188,169	6,188,169	0	6,188,169	0
Unrealized Gain/(Loss) on Investments AFS	(266,344)	(204,521)	(61,823)	53,679	(320,024)
Undivided Earnings	4,106,800	4,071,016	35,784	3,781,303	325,497
<b>TOTAL EQUITY</b>	<b>10,028,624</b>	<b>10,054,664</b>	<b>(26,040)</b>	<b>10,023,151</b>	<b>5,473</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>147,048,001</b>	<b>147,161,656</b>	<b>(113,655)</b>	<b>141,344,260</b>	<b>5,703,741</b>

# Tucson Old Pueblo Credit Union

## SUMMARY INCOME STATEMENT



As of: 9/30/2017

Produced: 10/11/2017 10:42:32AM

	MTD Actual Sep-2017	Prior Mo Actual Aug-2017	QTD Actual Sep-2017	YTD Actual Sep-2017	YTD Budget Sep-2017	\$ Diff YTD Sep-2017	% Diff YTD Sep-2017
<b>INCOME</b>							
Interest on Loans	379,204	388,583	1,147,487	3,353,073	3,312,703	40,370	1.22
Interest on Investments	68,650	69,388	209,721	615,519	571,905	43,614	7.63
Fee and Other Operating Income	133,367	140,038	436,886	1,237,718	1,273,280	(35,562)	(2.79)
<b>TOTAL INCOME</b>	<b>581,221</b>	<b>598,009</b>	<b>1,794,095</b>	<b>5,206,310</b>	<b>5,157,888</b>	<b>48,422</b>	<b>0.94</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	188,288	200,406	591,374	1,770,556	1,772,550	(1,994)	(0.11)
Payroll Tax Expense	14,651	15,173	46,503	146,949	140,487	6,462	4.60
Employee Commissions/Incentives	4,742	3,592	26,888	86,794	101,232	(14,438)	(14.26)
Employee Benefits	25,242	24,302	76,772	231,075	246,150	(15,075)	(6.12)
Meetings	1,214	753	2,680	8,753	22,870	(14,117)	(61.73)
Loan Servicing	39,019	44,364	126,187	378,393	386,781	(8,388)	(2.17)
State Banking Department Fee	1,741	1,345	4,441	12,571	11,926	645	5.41
Office Occupancy	39,506	40,531	118,963	347,419	338,210	9,209	2.72
Office Operations	38,791	52,090	142,646	476,316	495,451	(19,135)	(3.86)
Miscellaneous Expenses	3,929	1,146	6,307	14,195	10,400	3,795	36.49
Association Dues	2,217	2,217	6,652	21,788	23,463	(1,675)	(7.14)
Education, Training & Research	589	1,354	2,978	7,432	12,402	(4,970)	(40.07)
Professional & Outside Services	83,018	96,496	268,500	830,732	809,506	21,226	2.62
Travel & Conferences	493	772	2,093	8,324	28,971	(20,647)	(71.27)
Promotional Expenses	4,499	9,125	18,505	48,919	47,445	1,474	3.11
Operating Losses	7,760	4,491	21,274	70,685	17,775	52,910	297.67
<b>TOTAL OPERATING EXPENSES</b>	<b>455,699</b>	<b>498,158</b>	<b>1,462,762</b>	<b>4,460,901</b>	<b>4,465,619</b>	<b>(4,718)</b>	<b>(0.11)</b>
<b>NET OPERATING INCOME</b>	<b>125,522</b>	<b>99,852</b>	<b>331,332</b>	<b>745,409</b>	<b>692,269</b>	<b>53,140</b>	<b>7.68</b>
Provision for Loan Losses	78,029	167,586	263,120	449,576	272,250	177,326	65.13
Provision for Courtesy Pay Losses	2,658	6,232	12,214	32,908	20,250	12,658	62.51
Dividend Expense	6,776	7,104	21,005	62,928	66,145	(3,217)	(4.86)
Interest on Borrowings	0	0	0	2,002	0	2,002	0.00
(Gain)/Loss on Other Assets	(631)	1,979	(589)	4,970	0	4,970	0.00
Non-Operating (Income)/Expense	2,906	0	2,906	2,906	0	2,906	0.00
<b>NET INCOME</b>	<b>35,784</b>	<b>(83,049)</b>	<b>32,676</b>	<b>190,119</b>	<b>333,624</b>	<b>(143,505)</b>	<b>(43.01)</b>