

**EAST TEXAS PROFESSIONAL CREDIT UNION**  
**CHARTER # 289**  
**STATEMENT OF INCOME**  
**December 31, 2017**

	Month-to-Date	Quarter-to-Date	Year-to-Date
<b>OPERATING INCOME</b>			
41. Interest on loans (gross)	\$1,621,889.00	\$4,770,194.88	\$18,222,922.68
42. (Less) interest refunded	\$0.00	\$0.00	\$0.00
43. Income from investments	(\$113,345.34)	\$109,170.28	\$2,232,527.95
44. Other operating income	\$842,910.52	\$2,447,279.73	\$9,172,684.60
45. TOTAL GROSS INCOME (Items 41-44)	\$2,351,454.18	\$7,326,644.89	\$29,628,135.23
<b>OPERATING EXPENSES</b>			
46. Employee compensation	\$564,124.62	\$1,765,797.16	\$7,284,032.25
47. Employee benefits	\$147,017.26	\$504,226.67	\$2,034,659.89
48. Travel & conference	\$1,232.30	\$8,438.18	\$42,942.48
49. Association dues	\$3,282.56	\$9,325.40	\$33,757.31
50. Office occupancy	\$85,574.00	\$263,128.65	\$1,098,501.81
51. Office operations	\$211,000.74	\$631,494.27	\$2,568,698.14
52. Education & promotional	\$69,275.83	\$197,948.19	\$710,137.27
53. Loan servicing	\$66,685.09	\$197,740.04	\$743,927.36
54. Professional & outside services	\$297,655.41	\$911,098.88	\$3,327,548.15
55. Provision for losses	\$168,149.59	\$484,891.01	\$1,723,506.79
56. Member insurance	(1,147.00)	(1,147.00)	(5,114.31)
57. Subtotal over and short	-\$187.07	\$2,354.25	\$17,094.15
58. Annual meeting expense	\$0.00	\$0.00	\$6,677.79
59. Misc. operating expense	\$14,538.31	\$45,990.98	\$141,318.31
60. TOTAL OPER. EXP. Before Div. & Int. on Dep. (Total of items 46 to 60)	\$1,627,201.64	\$5,021,286.68	\$19,727,687.39
61. NET OPERATING INC. (Loss) Before D Int. on Dep. (Items 45 less 61)	\$724,252.54	\$2,305,358.21	\$9,900,447.84
<b>NONOPERATING GAINS OR LOSSES</b>			
62. Gain (loss) on investments	\$0.00	\$0.00	\$0.00
63. Gain (loss) on disposition of assets	(\$25.99)	\$138.01	\$879.65
64. Other nonoperating income (expenses)	\$524.71	(\$4,429.06)	\$6,544.13
65. TOTAL NONOPERATING GAINS AND LOSSES	\$498.72	(\$4,291.05)	\$7,423.78
<b>ALLOCATION OF INCOME</b>			
66. Total Net Income (Loss) Before Div. & Int./Dep.	\$724,751.26	\$2,301,067.16	\$9,907,871.62
67. Interest on borrowed money	\$0.00	\$0.09	\$0.09
69. Dividends	\$174,472.54	\$505,218.90	\$1,953,017.38
70. Net Income(Loss) After Div.& Int./Dep.	\$550,278.72	\$1,795,848.17	\$7,954,854.15
71. (Less) Voluntary trans to reserve	\$0.00	\$0.00	\$0.00
72. Provision for loan loss adjustment	\$0.00	\$0.00	\$0.00
73. Change to Undivided Earnings as a Result of Operations	\$550,278.72	\$1,795,848.17	\$7,954,854.15

<b>CLASSIFICATION OF LOANS OUTSTANDING</b>		
	Number	Amount
74. Degree of delinquency:		
a. current and less than 2 months	32,252	\$390,652,432.53
b. MBL1 month to less than 2 months	0	\$0.00
c. 2 to less than 6 months	114	\$1,095,841.01
d. 6 to less than 12 months	35	\$431,931.95
e. 12 months and over	40	\$280,268.86
f. Total loans (sum of 74a through 74d)	32,441	\$392,460,474.35
<b>OTHER LOAN INFORMATION</b>		
75. Loans sold and being serviced by the credit union	0	\$0.00
76. Real estate loans made during current year	356	\$44,350,543.38
77. Total loans made during current year	14,264	\$204,771,289.04
78. Total loans made since organization	511,050	\$3,152,773,716.12
79. Total loans charged off since organization		\$17,437,430.94
80. Recovery of loans charged off since organization		\$2,893,616.49
81. Net loans charged off since organization		\$14,543,814.45
82. Dollar amount of forward commitments to purchase (securities, etc.)		\$0.00
83. Number of members at end of month		68,039
84. Number of potential members		880,200

I certify, to the best of my knowledge and belief, this statement and the related statements are true and correct and present fairly the financial position and the results of operations for the periods covered.

  
 Sr. VP / Accounting Manager

January 10, 2018