

2019 ANNUAL REPORT



PRESIDENT'S REPORT



Lourdes Cortez
President & CEO

Dear Member:

As we conclude another very successful year serving members, we want to thank you for your continued trust and loyalty to your credit union. As a member-owned cooperative, there is no greater success measure than consistently delivering an exceptional experience that supports your financial future. Together, we accomplished a tremendous amount in 2019.

With events surrounding the recent pandemic, you have once again looked to your credit union to provide reliable financial solutions and advice. North Jersey FCU has stepped forward to provide you with options for financial relief during this unprecedented time. We are delighted to report that North Jersey FCU continues to be fiscally sound due to careful financial management, ultimately contributing to a healthy level of capital and ongoing stability.

Credit unions are built for the hard times, and our ability to hold conversations with our members – even remotely – is still the bedrock of our relationship. As I write this, the outcome of the current situation is unknown. However, I do know that the financial strength of North Jersey FCU will continue to help, just as we have done for eighty-four years. Your credit union strives to accomplish the mission of ‘people helping people.’

Our shares held steady at \$193,780,672. Our net loan portfolio decreased by -2.42% to \$116,038,799. Our net worth remains solid at 10.02%. Total assets were \$215,283,481, and we have been able to remain financially sound despite the economic challenges we faced last year.

2019 brought us other exciting events:

January- We made a significant switch from Visa to Master Card debit and credit cards, giving our members more protection and benefits in their credit and debit cards.

February- We launched our first-ever “Self-Service Digital Banking Pop-Up” at each of our branches, giving instruction and support to members who wanted to learn how to manage their accounts better digitally.

March – We held our successful “First-Time Home Buyers Seminar,” which continues to educate new home buyers on the ABC’s of home buying.

April – Our annual sponsorship of the 15th Passaic Film Festival supporting our young and creative film directors was held.

June – Our mobile branch, “The Green Machine,” made an appearance at the annual Totowa Day Festival and the Little Falls Block Party, with giveaways and brochures to help inform the community of our products and services.

July – We joined 100+ business at the “Hispanic Business Expo” in Edison, NJ, where we promoted our ITIN lending program to an entire community.

September – Our annual NJFCU Foundation Above and Beyond Golf Tournament at Crystal Springs was a huge success! With your support, we were able to raise over \$22,000 for local student scholarships.

November - Our 2019 Business Summit at our Totowa branch brought together more than 100 members of the business community to honor our local business leaders, group network, and talk about community and business growth.

2019 was a remarkable year for your credit union, and we want to thank you again for your loyalty. With your support, we will continue to focus on stability, collaboration, and exceptional service. We are honored to serve you and will work to exceed your expectations in the year ahead.



Lourdes Cortez
President & CEO

CHAIRWOMAN'S MESSAGE ---

Helen Mault

Chairwoman of the Board

Thanks to our members, North Jersey FCU had another year of growth and success in 2019. Your credit union remains strong and financially stable as we continue to be well-capitalized and ended the year with growth in our assets and loans. Every day, we work hard to uphold our core values by maintaining high service standards offering sound financial solutions to you, our members. While there are still challenges in the current economy, our healthy financial condition leaves us well poised to take advantage of growth opportunities.

We are privileged with the opportunity to honor our commitment of enabling members to have financial freedom and empowering our communities to reach their goals.

I would also like to thank our President/CEO Lourdes Cortez for her dedication and vision in running a strong credit union. Our management team and staff have been working hard every day to ensure you get the financial support you need. Most importantly, I want to thank you for your membership and continued support.

We are privileged with the opportunity to honor our commitment of enabling members to have financial freedom and empowering our communities to reach their goals. We are incredibly optimistic about the future because North Jersey FCU is well-positioned to face any challenge and seize any opportunity in 2021. It is an honor to serve my fellow members on the board. My thanks to you as we move forward with great expectations.

Helen Mault

Helen Mault

Chairwoman of the Board

SUPERVISORY COMMITTEE REPORT

John Kirk

Chairman of the Supervisory Committee

The Supervisory Committee is a group of volunteer members who ensure the annual audit of North Jersey FCU. Appointed by the Board of Directors, they oversee the Credit Union's regulatory compliance.

In 2019, we retained The Curchin Group LLC, who performed a certified audit of our records as of January 24, 2020. Their audit concluded the soundness of North Jersey FCU's financial condition and determined that our financial statements were prepared in accordance with generally accepted accounting practices. The audit also concluded our compliance with the Federal Credit Union Act, its bylaws, rules and regulations.

The Supervisory Committee agrees that North Jersey FCU continues to operate with fiscal and operational prudence in the best interest of our membership. The financial statements in the 2019 Annual Report are a true reflection of the financial condition of your Credit Union.

John Kirk

John Kirk

Chairman of the Supervisory Committee

STATEMENT - Year Ending 2019

STATEMENT OF INCOME AND EXPENSES

INCOME	2019	2018
Interest on Loans	\$ 5,881,469	\$ 6,025,351
Income from investment	1,937,836	1,657,667
Other Operating Income	2,421,052	2,629,750
Total	10,240,357	10,312,768

EXPENSES

Employee Compensation and Benefits	\$ 3,787,903	\$ 4,684,604
Office Occupancy	535,576	759,220
Office Operations	1,921,478	1,975,023
Loan Servicing	162,520	229,122
Professional and Outside Services	1,111,370	1,065,122
Provisions for Loan Losses	1,426,190	399,321
Educational and Promotional	174,121	225,637
Other Expenses	222,764	531,010
Total	9,341,922	9,869,059
Net Earnings (before dividends)	898,435	443,709

DISTRIBUTION OF EARNINGS

Dividends	567,291	396,061
Reserve	-	-
Undivided Earnings	331,144	47,648

STATEMENT OF FINANCIAL CONDITION

ASSETS

Cash and Cash Equivalents	\$ 33,499,820	\$ 39,429,707
Securities Available-for Sale	41,900,664	35,142,910
Loans Receivable, Net of Allowance for Loan Losses	112,048,023	115,844,716
Accrued Interest Receivable	942,278	830,330
Investments-Other	4,907,725	4,822,114
Fixed Assets	7,639,722	8,241,358
National Credit Union Share Insurance Fund	1,914,122	1,890,929
Other Assets	9,358,846	9,877,046
Total	212,211,200	216,079,110

LIABILITIES & EQUITY

Members' Share and Savings Accounts	\$ 190,888,809	\$ 194,608,831
Accounts Payable and Other Liabilities	833,686	2,319,151
Regular Reserves	2,310,109	2,310,109
Undivided Earnings	19,107,351	18,776,207
Accumulated Other Comprehensive Loss	(928,755)	(1,935,188)
Total	212,211,200	216,079,110

CORE VALUE PROPOSITIONS



ABOUT US

MISSION STATEMENT

North Jersey Federal Credit Union builds relationships with the people and communities we serve. We strive to be your primary financial institution to improve your life.

VISION STATEMENT

We will provide service to all members beyond their expectations to create a "Wow Experience" for each of them. We will be convenient, efficient and effective in serving our members throughout the community.

BRANCHES

TOTOWA
(Main Office)



711 Union Blvd.
Totowa, NJ 07512

NEWARK



186 West Market Street
Newark, NJ 07103

**ELMWOOD
PARK**



444 Mola Blvd.
Elmwood Park, NJ 07407

SOCIAL MEDIA

Connect with us:



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