



The Resource

N North Jersey Federal
Credit Union

GET THE CAR THAT MOVES YOU!

At One of the Lowest Rates in the State!

as low as **5.25%** APR*

njfcu.org/auto-special

*Rates are subject to change without notice and restrictions may apply. Rates apply to new vehicles (model years 2025/26). Rates may vary depending on creditworthiness, loan term and value of your vehicle. DMV and other fees may apply. A document preparation fee of \$149.00 applies.

A 5-Year, Fixed-Rate New Car Loan for \$20,000 would have 60 monthly payments of \$382.55 each, at an APR of 5.25%. This rate includes a .25% deduction if receiving direct deposit or payroll of at least \$250 per month into an NJFCU checking account. This rate includes a .25% deduction

if monthly automatic loan payments are elected from an NJFCU draft account. All applications must be submitted between October 1st and 11:59 pm EST on November 30th, 2025. See a Representative for more details. Offer may be discontinued at any time.

From the Corner Office



An Important Update on Interest Rates and Loan Options

Dear Members,

The Federal Open Market Committee (FOMC) recently voted to lower interest rates by 0.25 percentage points. We are excited to pass those savings on to you with even lower rates on a variety of loans.

What Does This Mean for You?

Starting October 1 and running through November 30, 2025, you can take advantage of our new, lower promotional rates on new and used auto loans. But that's not all. You will also find reduced rates on other types of loans, making this an ideal time to:

- Consolidate high-interest debt with a Home Equity Line of Credit (HELOC) or a Fixed-Rate Home Equity Loan.
- Get a new ride. Our promotional auto loan rate is a great way to save money on your next vehicle.
- Lower your credit card interest. If you're paying over 18% on your current cards, consider an NJFCU credit card to significantly reduce your interest payments.

With interest rates lower than they've been in a while and more homes on the market, now might also be the perfect time to explore your home-buying options.

Get Involved This Giving Season

Fall marks the beginning of the giving season, and we invite you to join us in supporting our community.

October: Breast Cancer Awareness Month

To contribute, simply ask a branch representative in our lobby how you can donate. Your contributions will help us support this important cause.

November: Annual Food Drive

Help us fight food insecurity by bringing in canned goods and dried food. We'll make sure your donations go to local charitable organizations that deliver food to those who need it most. And remember, you can easily set up regular, automatic donations to a cause close to your heart using your NJFCU account. Ask one of our representatives how you can contribute to important issues like affordable housing, climate change, financial literacy, and more.

Celebrating 90 Years

Looking ahead, 2026 marks our 90th anniversary! We have come a long way from a teacher's credit union to a financial institution serving a large part of northern New Jersey. We have some exciting celebrations in the works and can't wait to share them with you.

Sincerely,

Richard Garcia

President & Chief Executive Officer

United Cities CU Merges Into North Jersey FCU



On August 1, 2025, the NCUA officially approved the merger of United Cities Credit Union (formerly known as Newark Board of Education Employees Credit Union), based in Newark, New Jersey into North Jersey Federal Credit Union. We proudly welcome 3,000 United Cities members into the North Jersey family. The NJFCU/ UCCU teams are working to ensure that UCCU members are fully onboarded on November 1, 2025. On November 3rd the United Cities branch located at 195 Norman Road, Newark, will open as NJFCU's fourth branch.

We will welcome Mary Pittman, Garfield Johnson and Shamika Turner as full-time employees. Combined, they have served UCCU for over twenty-five years.

NJFCU is now a \$251 million financial institution, with close to seventy employees, four full-service branches, and two high school branches (JFK High School, Paterson and Weehawken High School, opening January, 2026). NJFCU will continue to find innovative ways to bring our products and services to now close to 30,000 members!

Lower Interest Rates A Big Advantage for You

With a lower interest rate, your monthly loan payment becomes more affordable. Lower rates mean it may be a perfect time to buy a car, a house, or to refinance debt. For example: A \$300,000, 30-year mortgage with a 7% interest rate yields a \$1,996 monthly payment (principal + interest only). However, for the same loan at a 4% interest rate, the monthly payment goes down to \$1,432. That's a \$564 savings! The Federal Open Market Commit-

tee (FOMC or "The Fed") meets eight times a year to review economic/financial conditions and set rates. During September's meeting, the FOMC lowered the Prime Rate by .25%. NJFCU is able to make this added savings on interest available to you. Now may be an excellent time to consolidate or refinance your debt, get that car you've been thinking about, or maybe even get into a first mortgage. Talk to one of our loan officers to

help you find the right loan for your needs.



Tips for...



Staying Financially Healthy in Autumn

Use the Seasons as a Marker to Check Your Financial Pulse

Every season offers unique spending characteristics. If there are school-aged children in the household, the first part of Fall involves a lot of back-to-school activity. You may be replenishing your bank account from a summer vacation and getting ready for holiday spending. Winterizing your home is on the horizon. Getting your mindset into a healthy financial mode for the season will be of tremendous benefit to you.

Portioning Your Finances

Consider portioning your income into useful buckets—keep a percentage of your money safe in a savings account. Make a budget for your spending (both expected and unexpected) and continue investing and growing your wealth when you no longer earn income through work. You want to control your finances and not be caught by unexpected circumstances down the road (or even after a spending spree that you may not be able to afford).

Track Your Spending

Review how much you spent on things that you needed (i.e., housing, utilities, cell phone bills, insurance) versus things that you wanted.

Be realistic about how much you will spend on your needs versus your wants. If you believe you should reduce your wants to gain a different financial advantage, make the necessary changes. A good rule of thumb is seeing whether you wish you had made other decisions. Maybe the extra gifts purchased during the summer vacation will make buying gifts during the holidays too difficult. The beginning of each season is the perfect time to make your financial plans for the rest of the season. Start to set your goals for the holidays now.

Get Detailed About Your Household Expenses

Itemize your grocery bills, cable and online costs, utilities, mobile phone, car payments, insurance, and activities, and add up to see what they cost your family on a regular basis.

Use NJFCU's Online Banking Financial Wellness Tool

Use the “Financial Checkup” tool in NJFCU's online banking platform to get a solid idea of where your finances are going and take added control over your spending.

Remember to Focus On Savings

Put away a percentage of your income into a savings or retirement account that you won't touch as part of your regular living expenses. As this fund grows, you'll be ready for an unexpected expense or emergency; if not, you'll have a nice bonus to use for something special or important down the road.

Take Advantage of Discounts

This applies to items you would be purchasing no matter what, rather than items you buy due to their

being on sale. Before you hit the “purchase” button, check for offer codes, discounts, and coupons. Local businesses will also often run specials. If you plan on going to a restaurant or shopping for an item, anyway, check to see if you can get a lower price first.

Keep Your Checking Account Balanced

It is important to know how much money you have available to control the funds that come and go out of your account. Your balance sheet should reflect what you see you paid for. You don't want to see any unexpected expenses. If you do, it will be vital to determine how the money left the account and ensure it doesn't happen again



EMPLOYEE *Spotlight*



Katia Ramirez

Katia Ramirez is the Member Relationship Specialist (MRS) at NJFCU's Elmwood Park branch. She has been with the credit union for three years and has enjoyed a rewarding career journey, progressing from her initial position as Lead Teller to MRS and now to her current role as Senior MRS. Katia describes her experience at the credit union and with her Elmwood Park team as invaluable for both her professional and personal growth.

She attributes her skill development to her manager, Elyzabeth, who has been incredibly supportive and encouraging throughout her career. Katia's favorite aspect of working at the credit union is the opportunity to engage with and assist our wonderful members. She especially cherishes the moments when she has helped former teachers from her younger years, making her work experience both rewarding and heartwarming.

Thank you, Katia, for your hard work and dedication to the credit union!



Steven Rodriguez

Steven Rodriguez has been a valued Call Center Representative at the credit union for three years. His upbeat and personable attitude stands out in the office and brings a smile to everyone's face. Steven has done a phenomenal job handling our members' phone calls and assisting with their questions and concerns on a daily basis. In addition to being attentive to our members' needs, he is also very supportive of his colleagues and possesses a genuine

go-getter quality. He believes that the NJFCU staff comes together as a team to accomplish our goals, which is one of the reasons he loves working here. Steven admires his Call Center team for always striving to accommodate our members. We want to thank you, Steven, for keeping us in a cheerful mood and for your dedication to serving our members with care and integrity.

What 2025 Tax Changes Mean to Your Wallet



A new federal law will allow some borrowers to deduct the interest paid on qualifying auto loans starting in the 2025 tax filing year—a first for many modern consumers. This change could mean extra savings in tax time.

What's Changing?

Qualifying consumers can deduct up to \$10,000 per year in auto loan interest for personal-use vehicles purchased after December 31, 2024. It runs through 2028.

Income Limits Apply

The full deduction will be available to those with modified adjusted gross incomes (MAGI) under \$100,000 for single filers and \$200,000 for joint filers.

How Much Could You Save?

Most people pay below \$10,000 in interest. Real savings could range from a few hundred to over a thousand dollars, depending on the

To qualify, vehicles must be new (used cars are not eligible), weigh less than 14,000 pounds, and be assembled in the U.S. Used and commercial vehicles are not eligible. Borrowers will also need to report their vehicle identification number when filing, and lenders will be required to submit new IRS forms if you pay more than \$600 in interest. Details are still being finalized.

size of your loan and interest rate. For families juggling rising expenses, every bit helps.

Other Policy Shifts to Watch

Several changes could affect your planning.

Student Loan Repayment Plans: Interest paid on federal student loans resumed August 1, 2025, ending the COVID-19 pause. A new repayment plan called the Repayment Assistance Plan (RAP) starts July 2026, potentially increasing monthly payments.

Tax Credits for Green Home Upgrades: Homeowners can claim tax credits for energy-efficient home improvements, like solar panels or heat pumps, through the end of 2025. These credits are set to expire soon.

Peer-to-Peer Payment App Tax Reporting: Starting with the 2025 tax year, platforms like PayPal and Venmo will send tax forms (Form 1099-K) to users who receive \$2,500 or more in payments for goods and services – down from \$5,000 in 2024. This means more users need to report this income.

Article provided by GreenPath

When the Prime Rate Comes Down The Demand for Mortgage Loans Goes Up!

There is exciting news regarding the autumn season of the New Jersey housing market. Until this summer, due to rising home prices and high interest rates, people were holding off on buying homes. Statistics show that home prices have slowed down to match near-inflation rates. The last 2-3 years, they were well above inflation. Home prices do continue to increase, so they remain an excellent investment.

However, the increase in home prices is one of the reasons to consider buying sooner rather than later. More houses are hitting the market and interest rates are coming down.

According to the New Jersey Realtors Report, new listings are up 9.6% over last year. Pending sales are up 8.2%. Closed sales have seen a 6.7% increase over this same time in 2024. The number of homes for sale is 17.4% higher!

Real estate experts point out that although the inventory of homes on the market has improved, the demand remains high. So, if you find a home that you like, keep that in mind before someone else grabs it out from under you!

The condo and townhome market saw a 1.4% decrease in price. But now, with rates being lower, more people will be applying for loans, keeping the market competitive. Competitive markets see increased home prices. The bottom line is, that condos and townhomes are considered a "high value segment" at the moment because they are more affordable, and prices have dipped.

Over the last couple of years, buyers have been more cautious, strategic, and informed. That is why NJFCU is here to help you make the right decisions on a mortgage loan. We help you get the right loan to fit your situation. Remember, we are members helping members. We pool our financial resources to help one another to become financially sound and prosper. To find out about our current mortgage rates, call us at (973) 785-9200, and we will be eager to assist you!



Do The Math!

You Keep More
of Your Money with
Lower Rates!

If you're paying more than 18.00% on other credit cards, use a NJFCU Mastercard instead! Federal credit unions may NOT charge more than 18.00% APR*

*APR=Annual Percentage Rate. Rates and terms are accurate as of '09/17/2025'. The APR for MasterCard® Classic card will be, depending on your creditworthiness at account opening, at 15.24% – 18.00%. The APR for MasterCard® Liberty card will be at 15.24%. The APR for MasterCard® Platinum Rewards card will be, depending on your creditworthiness at account opening, at 17.24% – 18.00%. This APR will vary with the market based on the Prime Rate. There is a 3% transaction fee of each cash advance. The Foreign Transaction Fee is 1% of each foreign transaction in U.S. dollars. Rates and terms are subject to change without notice. Membership conditions apply.



**Rates as low as
15.24% APR*,
18.00 APR%* MAX!**

[Learn more: njfcu.org/credit-cards/](https://www.njfcu.org/credit-cards/)

A Personal Loan Can Make A Difference!

The financing you need for the things that you want.

North Jersey Federal Credit Union Personal Loans offer competitive and personalized rates with flexible terms. They may be used to consolidate bills or debt, pay for medical expenses, emergencies, large purchases or for personal use.

If life is presenting you with challenges, NJFCU can help with a Personal Loan.

Unsecured Personal Loan Benefits:

- Borrow up to \$15,000
- Low rates and payments
- Consolidate your bills
- Terms available up to 60 months
- No collateral needed

For Current Rates, Visit:
[NJFCU.org/Personal-Loans](https://www.njfcu.org/Personal-Loans)



Beware of Fraud!

There are many types of fraud. Always trust your instincts if something doesn't seem right.

- We will NEVER call, text, or email you, asking for your personal information (i.e. birth date or social security number), or banking information (account numbers, passwords or PINs).
- DO NOT give out one-time passcodes unless you call us.
- IF YOU GET A CALL from someone claiming to be from the Credit Union & they seem suspicious, hang up, and call us directly at **(973) 785-9200**.

Home Equity Made Easy:

***Fixed Rates,
Endless Possibilities.***

Benefits Include:

- Fixed Low Interest Rate
- Manageable Monthly Payment
- Up to 20 Year Terms
- Consolidate Existing Debt

Learn More: [njfcu.org/frhe](https://www.njfcu.org/frhe)

*APR = Annual Percentage Rate. Stated 6.25% APR applies to a Fixed Rate Home Equity Loan with a term of up to 240 months at 80% Combined Loan to Value (CLTV). A \$10,000 Home Equity Loan at 6.25% APR requires 60 monthly payments of \$194.47 for principal and interest. Disclosed rates are for applicants with the best credit score. Your rate may be higher. Rates are subject to change at any time without prior notice. Appraisal fees will apply.

As
Low
As

6.25% APR*

NJFCU EVENTS



NJSBDC at William Paterson University's "Capital Access Pop-Up" event:

We had the opportunity to engage with several business owners, from start-ups to seasoned entrepreneurs, and we were glad to share our insights about our business products and how we can collaborate to help them grow.



4Cs of Passaic County, Inc.:

A powerful gathering of childcare providers, advocates, and professionals dedicated to uplifting underserved families across New Jersey.



National Ice Cream Month:

NJFCU provided free ice cream to our wonderful members and employees.



Sheila Y. Oliver Foundation:

The NJFCU team had the pleasure of attending the 2nd Annual Sheila Y. Oliver Legacy Brunch. It was an honor to be part of such a meaningful event that pays tribute to the incredible legacy of Lieutenant Governor Sheila Y. Oliver. We were deeply inspired by her contributions and the lasting impact she has made in our communities.



Mexican Consulate in Passaic County:

The Credit Union Joined the Ventanillas Financieras program to spotlight entrepreneurs making a lasting impact in our communities. Alfonsina Morel, CCUE represented NJFCU and served as one of the selected judges for the pitch competition/entrepreneurial program.



Annual Employee Appreciation Day:

What a wonderful time celebrating our amazing team! We gathered together as a family for a cookout-style celebration.



We enjoyed a delicious variety of BBQ, participated in some team-building games, recognized some of our outstanding employees for the quarter, and handed out exciting raffle prizes.



Happy Retirement, Shirley!

North Jersey Federal Credit Union's Shirley Cobb, Greeter and Receptionist, will soon be retiring! The entire NJFCU family wishes Shirley a happy and blessed retirement, which will begin in December 2025. Shirley has been with the credit union for over 18 years, starting her journey with us in 2007 as a Teller on the Member Services frontline team. Throughout her time here, she has transitioned to two other roles: as a Call Center Representative and currently as our Greeter at the Totowa Main Office.

During her years at NJFCU, Shirley has built close and lasting relationships with her colleagues and members. Anyone who has had the pleasure of meeting Ms. Shirley loves her dearly. She is caring and kind, possessing an undeniable nurturing spirit. Shirley goes above and beyond to help our members, ensuring they have a wonderful experience before leaving the Totowa branch. She has supported every department in various ways, helping them achieve success, and has truly been the glue that holds our Retail Banking team together.

NJFCU is excited and honored to show our appreciation by hosting a "Farewell" retirement celebration for Shirley Cobb on Wednesday, December 17, 2025 at 3:00pm. We would be pleased if you could come to celebrate and wish Shirley well.

"Ms. Shirley Cobb has been an important asset to our NJFCU team and to the overall mission of this credit union. The NJFCU family and our members cherish her dearly, and I am grateful to have worked with her and witnessed her professional growth. Shirley, you will always be loved and missed. Happy Retirement!"

Richard Garcia, President and CEO

Fall is the Season for Helping

While we celebrate the holidays, NJFCU also takes a proactive community role for those experiencing difficult times.

Breast Cancer Awareness

Month: October

NJFCU launches the season of giving by joining the fight against breast cancer.

If you find it in your heart to fight against this devastating illness, stop by a branch and speak with one of our branch representatives to see how you may contribute.

Food Drive

November is known as the month of giving. NJFCU will be hosting a Food Drive and coordinating with influential community organizations to bring food to those who are struggling. Every bit counts. If you have canned or dried goods to donate, bring them to a branch and leave them in the donation box. NJFCU also accepts cash donations at the reception desk and with the tellers.

Donation Program (All Year)

Last year, NJFCU created a Donation Program. You may select one or more causes out of six, choose the amount you would like to donate, and the frequency at which you would like to donate. If you would like to donate \$5 a week or \$100 a month, you are free to do so.

The available causes are:

1. Affordable Housing Fund
2. Climate Change and Environmental Justice Fund
3. Domestic Violence Victim Fund
4. Fight for a Cure Fund
5. Financial Literacy Fund
6. First Responder and Military Active-Duty Death Fund



Join in elevating one of these causes to help the people who need it most in our community.

NJFCU is here to help you participate in this charitable season as we spread goodwill throughout the communities of North Jersey and beyond.



This Quarter

Holiday Schedule for the rest of 2025

Indigenous People's Day

Monday, October 13/Branches Closed

Veterans Day

Tuesday, November 11/Branches Closed

Thanksgiving Eve

Wednesday, November 26
Branches close at 2:00 p.m.

Thanksgiving

Thursday, November 27/Branches closed

Christmas Eve

Wednesday, December 24
Branches close at 2:00 p.m.

Christmas

Thursday, December 25/Branches closed

New Years Eve

Wednesday, December 31
Branches close at 2:00 p.m.

New Years Day

Thursday, January 1/Branches closed



Additional coverage up to \$250,000 provided by Excess Share Insurance Corp., a licensed insurance company

NMLS #420255

TOTOWA: 711 Union Boulevard • Totowa, NJ 07512

ELMWOOD PARK: 444 Mola Boulevard • Elmwood Park, NJ 07407

NEWARK: 186 W. Market Street • Newark, NJ 07103



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