

2020 ANNUAL REPORT



PRESIDENT'S REPORT



Anna Lo
President & CEO

Dear Member:

I first want to introduce myself as President and CEO of your credit union. I come from a wide-background that has given me the knowledge and strategic decision-making to further propel organizations like ours. I have military-roots, formerly led Pacific Transportation Federal Credit Union as their CEO, and have examination experience with the National Credit Administration (NCUA). I am pleased to join such welcoming membership, and greatly appreciate your feedback as I serve your financial needs.

Second, as you know, 2020 was a challenging year. I want to praise you for your patience and loyalty with North Jersey Federal Credit Union; it's you, our member, who we strive to support and serve. You continued to look to your credit union to provide reliable financial solutions and advice, and we will continue to ensure we are offering you the financial services and financial relief during these unprecedented times.

As a member-owned cooperative, there is no greater success measure than consistently delivering an exceptional experience that supports your financial future. Together we outlasted 2020, and have much to accomplish over the next year. 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. We are delighted to report that North Jersey FCU continues to be fiscally sound with good financial management, ultimately contributing to a healthy level of capital and ongoing stability.

I want to share with you, our members, some insight to the immediate improvements we're making at our credit union.

This summer we are installing new ATMs at our Elmwood Park branch and Totowa branch, launching a brand new website, and giving our branches a new look and feel! As members of North Jersey FCU, we aim to give you the ultimate banking experience and look to support your financial needs.

North Jersey FCU will continue to remain financially sound like we have done for the past 80+ years and we will continue to accomplish the credit union's mission of 'people helping people.'

As of December 31, 2020, our shares held steady at \$225,073,001. Our net loan portfolio increased by 14.32% to \$132,660,231. Our net worth remains at 8.60. Total assets were \$245,568,280, and we have been able to remain financially sound despite the economic challenges we faced last year.

Sincerely,

Anna Lo

Anna Lo
President & CEO

CHAIRWOMAN'S MESSAGE

Helen Mault

Chairwoman of the Board

Dear Member:

Thanks to our members, North Jersey FCU remains financially sound despite the economic challenges we faced in 2020. The credit union remains financially sound as we continue to be well-capitalized and ended the year with steady 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 positioned 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 welcome our new President/CEO Anna Lo for her swift adaptation and vision ahead 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 incredibly optimistic about the future because North Jersey FCU is well-positioned to face any challenge and seize new 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

Dear Member:

The Supervisory Committee is a group of volunteer members who ensure the annual audit of North Jersey FCU. Appointed by the Board of Directors, we 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 2020 Annual Report are a true reflection of the financial condition of your credit union.

John Kirk

John Kirk

Chairman of the Supervisory Committee

STATEMENT - Sept. 2020

STATEMENT OF INCOME AND EXPENSES

INCOME	2020	2019
Interest on Loans	\$ 5,572,540	\$ 5,881,469
Income from investment	1,284,575	1,937,836
Other Operating Income	2,417,952	2,490,241
Total	9,275,067	10,309,546

EXPENSES

Employee Compensation and Benefits	\$ 3,891,728	\$ 3,787,903
Office Occupancy	533,827	535,576
Office Operations	1,717,840	1,921,478
Loan Servicing	214,301	162,520
Professional and Outside Services	1,107,950	1,111,370
Provisions for Loan Losses	524,852	1,426,190
Educational and Promotional	186,255	174,121
Other Expenses	301,734	291,953
Total	8,478,487	9,411,111
Net Earnings (before dividends)	796,580	898,435

DISTRIBUTION OF EARNINGS

Dividends	572,989	567,291
Reserve	-	-
Undivided Earnings	223,591	331,144

STATEMENT OF FINANCIAL CONDITION

ASSETS

Cash and Cash Equivalents	\$ 61,352,312	\$ 32,602,585
Loans	121,326,021	112,048,023
Investments	35,703,735	47,705,624
Accounts Receivable	568,478	942,278
Fixed Assets	7,259,364	7,639,722
National Credit Union Share Insurance Fund	1,879,699	1,914,122
Other Assets	9,245,197	9,358,846
Total	237,334,806	212,211,200

LIABILITIES & EQUITY

Members' Share and Savings Accounts	\$ 216,338,059	\$ 190,888,809
Accounts Payable	595,231	833,686
Regular Reserves	2,310,109	2,310,109
Undivided Earnings	18,091,407	18,178,596
Total	237,334,806	212,211,200

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:



@njfcu



@northjerseyfcu



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NJFCU.ORG | 973-785-9200