



# Credit Union News

## Auto Financing:

### New Car Loans

2.50% -11.00%APR, 3yrs  
2.50% -11.00%APR, 4yrs  
2.50% -11.00%APR, 5yrs  
3.50% -13.00%APR, 6yrs

### Used Car Loans

3.50% -13.00%APR, 3yrs  
3.75% -13.50%APR, 4yrs  
4.00% -14.00%APR, 5yrs

### Enterprise Used

New car rates

GAP insurance is available on any car for the life of the loan at \$275.00.

## HOME EQUITY RATES:

|                    |          |
|--------------------|----------|
| 4.00% to 7.25% APR | 5 years  |
| 4.25% to 8.00% APR | 10 years |
| 4.75% to 8.25% APR | 15 years |

## **1st MORTGAGE RATE:**

15 yr fixed as low as 3.25%APR. Many other rates and terms available.



## Sunset on a Prosperous 2016; a New Year Comes Into View

Consistently solid financial standing is our hallmark, and 2016 was no exception. While slight variations are to be expected in our overall makeup, earnings continue to be healthy. Most of our profits were paid out to members in the form of dividends as is usual, or spent in providing member services. Our undivided earnings continued to serve as a secure buffer, and to provide a reserve of capital for future products.

This past year, we added EMV chips to both debit and credit cards to combat the costs of fraud and to offer greater security to our card users. Such improvements in technology and upgrades to our data processing platform are continuous and crucial parts of keeping pace with an ever changing financial world.

Planning for the year ahead includes projections of likely trends such as the eventual increase in interest rates that has long loomed on the horizon. Sooner or later, it will become a reality, and we must be ready. The uptick in dividends paid out precedes a corresponding increase in loan repricing. Accordingly, we are prepared for the im-

pact upon our bottom line that will occur at the onset of a rising rate environment.

Prudent mortgage lending is a large part of our business, and one in which we feel we serve our members best. It is our plan to continue our first time home buyer program as long as real estate market conditions permit. It has been popular as a way to help younger members make the leap to homeownership.

In 2017, we will reach our 80th year. We are proud of our history as a Hoboken institution and are prepared to serve our members in the years ahead.

You are our reason for being and a vital part of our mutual success story. We look forward to continuing to work together to help you reach your financial goals this year.



## CREDIT UNION CREDIT CARD

VISA Platinum 5.9% to 18.0% (6 mo. promotional rate of 2.9%)  
Earn travel and merchandise points using our Platinum Card!

# Hoboken School Employees FCU

Office: 201-659-0126  
Art Line: 201-659-BOLD  
www.hsefcu.coop

Regular school days 10:00 to 4:00  
One o'clock days 10:00 to 2:00

## Current Rates:

### Certificates

|       | APR/APY       |
|-------|---------------|
| 6 mos | 0.75% / 0.75% |
| 1 yr  | 1.00% / 1.00% |
| 2 yr  | 1.25% / 1.25% |
| 3 yr  | 1.50% / 1.51% |
| 4 yr  | 1.75% / 1.76% |
| 5 yr  | 2.00% / 2.02% |

(\$5000. min. balance.  
Penalty may be charged  
for early withdrawal)

### IRAs—Reg, Roth, Ed

2.00% APR, 2.02% APY

### Shares and Clubs

0.50% APR, 0.50% APY  
Primary share min. \$5.

### Checking

0.50% APR, 0.50% APY

All Rates Subject to Change

Your savings federally insured to at least \$250,000  
and backed by the full faith and credit of the United States Government

# NCUA

National Credit Union Administration, a U.S. Government Agency



## IRA Season: Time to Feather the Nest

If you are like most people, you haven't added to an IRA in a long time. While it is true that the laws that made them a slam dunk many years ago are no longer in force, they do remain a respectable vehicle in which to park retirement funds.

In practical terms, if your income is low enough to take advantage of an up front deduction, you probably can't afford to make a deposit. That being said, there are other advantages to IRAs even when you can't deduct them.

Roth IRAs are a sweet deal if your income permits you to contribute to them. Singles earning less than \$117K and couples earning less than \$184K can deposit as much as \$5500 per year with a \$1000 catch up provision after age 50. Your deposit is made with after tax money and when you take withdrawals (at least 5 years later and after age 59 1/2) there is no tax to pay on the interest. In addition, there is no requirement to withdraw funds at any age which gives you increased flexibility.

If you make too much to qualify for a Roth contribution, you can always make a non deductible contribution to a Traditional IRA. You may then be able to convert that amount

into a Roth in a "back door" deposit.

In either case, you will be earning tax deferred or tax free interest on your contributions, and you

will be able to take advantage of the higher interest rates that are paid on retirement accounts. At the credit union, IRAs of all types earn the highest CD rate we offer.

If you have gotten out of the IRA habit or never started one, perhaps it is time to reconsider. You have until Monday, April 18th to make a contribution for 2016, so why not discuss it with your accountant at tax prep time? Knowing your complete financial situation, he or she will be able to advise you as to what strategy will work best for you.

No matter what your retirement savings goal is, getting started with a regular plan is the key to success. We can set you up with either type of IRA. If making a lump sum deposit does not work for you, consider doing a direct deposit or a payroll deduction from each paycheck. Automatic payments make it easy to pay yourself first, so make an IRA one of your New Year's resolutions.



## 2017 Annual Meeting of Membership

April 13th, 2017 1:30 PM  
522 Adams Street, Hoboken - 3rd fl

Join us for financial reports and light refreshments!

