



America's  
Credit Unions

# Nebraska Energy FCU Membership Benefits Report

THIRD QUARTER 2024



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# Nebraska Energy FCU

## The Benefits of Membership

Credit unions generally provide financial benefits to members through lower loan rates, higher savings rates, and fewer fees than banking institutions.

America's Credit Unions estimates that Nebraska Energy FCU provided \$2,497,306 in direct financial benefits to its 12,519 members during the twelve months ending September 2024 <sup>(1)</sup>.

**These benefits are equivalent to \$199 per member or \$419 per member household <sup>(2)</sup>.**

The per-member and per-household member benefits delivered by Nebraska Energy FCU are substantial. But, these benefits are reported as *averages*. Mathematically, that means the total benefits you provide are divided across all members (or all member households) - even those who conduct very little financial business with the credit union.

For example, financing a \$30,000 new automobile for 60 months at Nebraska Energy FCU will save members an average \$362 per year in interest expense compared to what they would pay at a banking institution in the state. That's approximately \$1,810 in savings over 5 years.

Nebraska Energy FCU excels in providing member benefits in many loan and savings products. In particular, Nebraska Energy FCU offers lower loan rates on the following accounts: new car loans, used car loans, first mortgage-fixed rate, home equity loans, credit cards loans.

Nebraska Energy FCU also pays its members higher dividends on the following accounts: certificate accounts, IRAs.

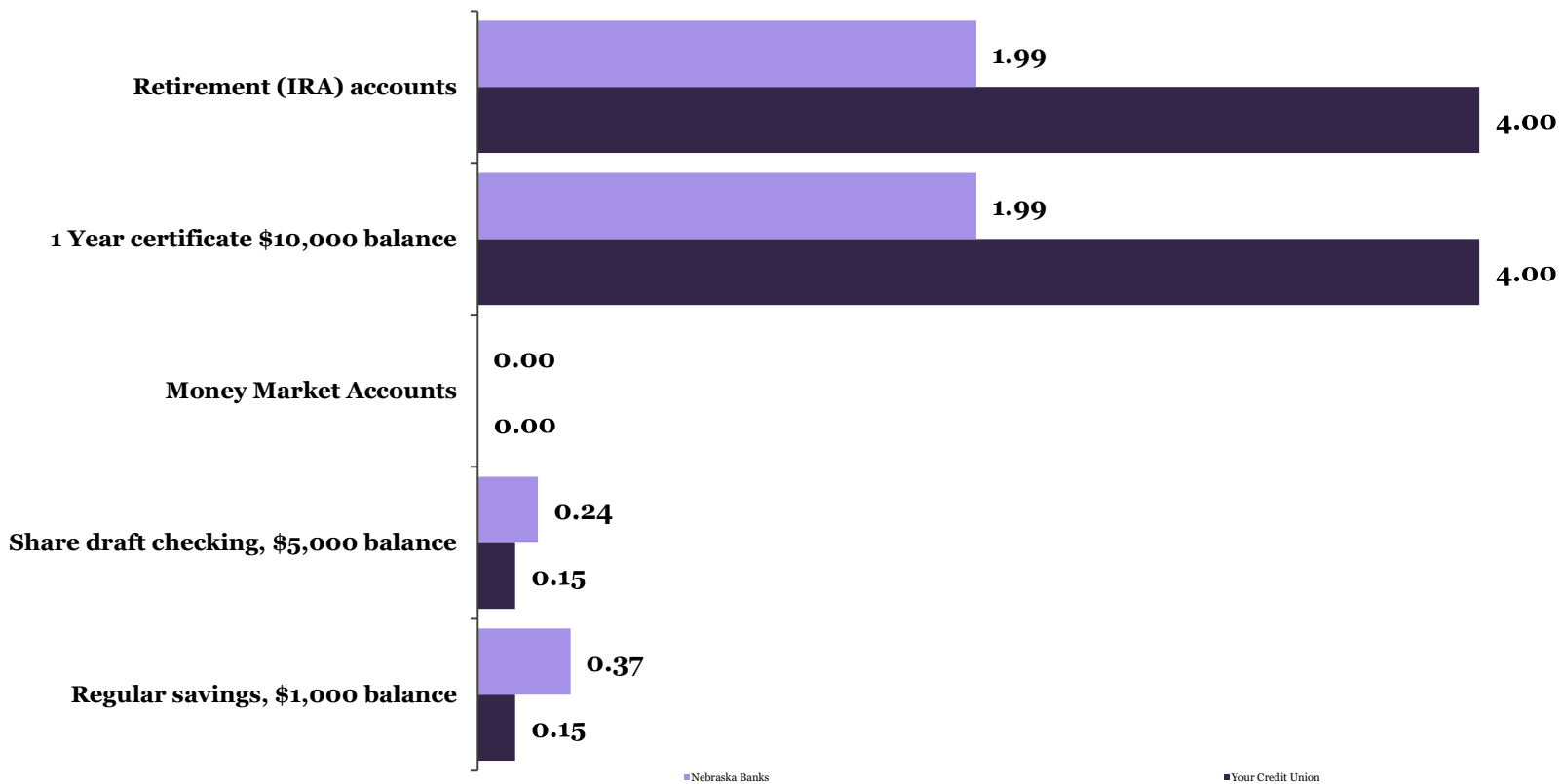


Source: Datatrac, NCUA, and America's Credit Unions.

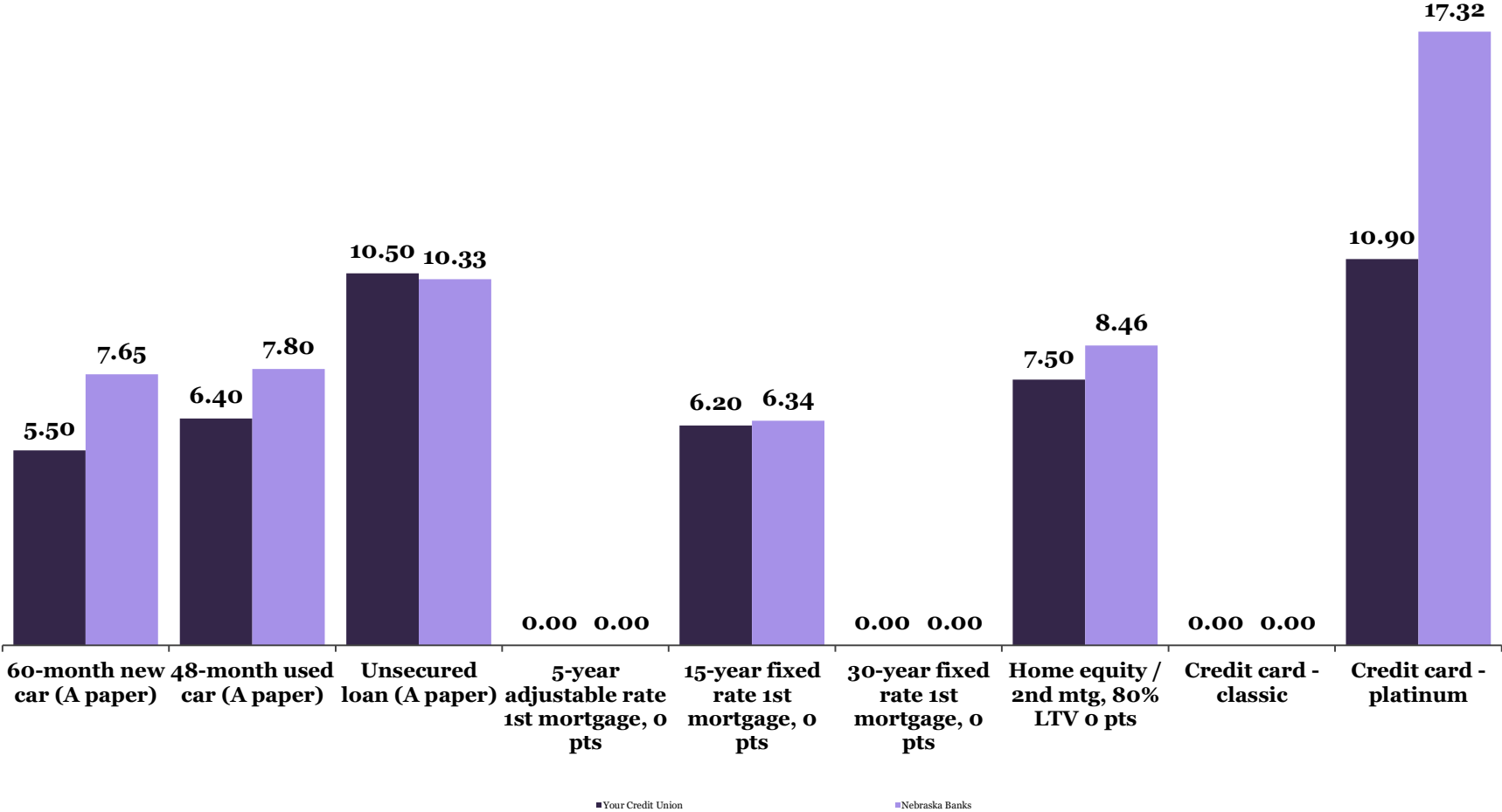
(1) Rates and fees as of 1/23/2025.

(2) Assumes 2.1 credit union members per household.

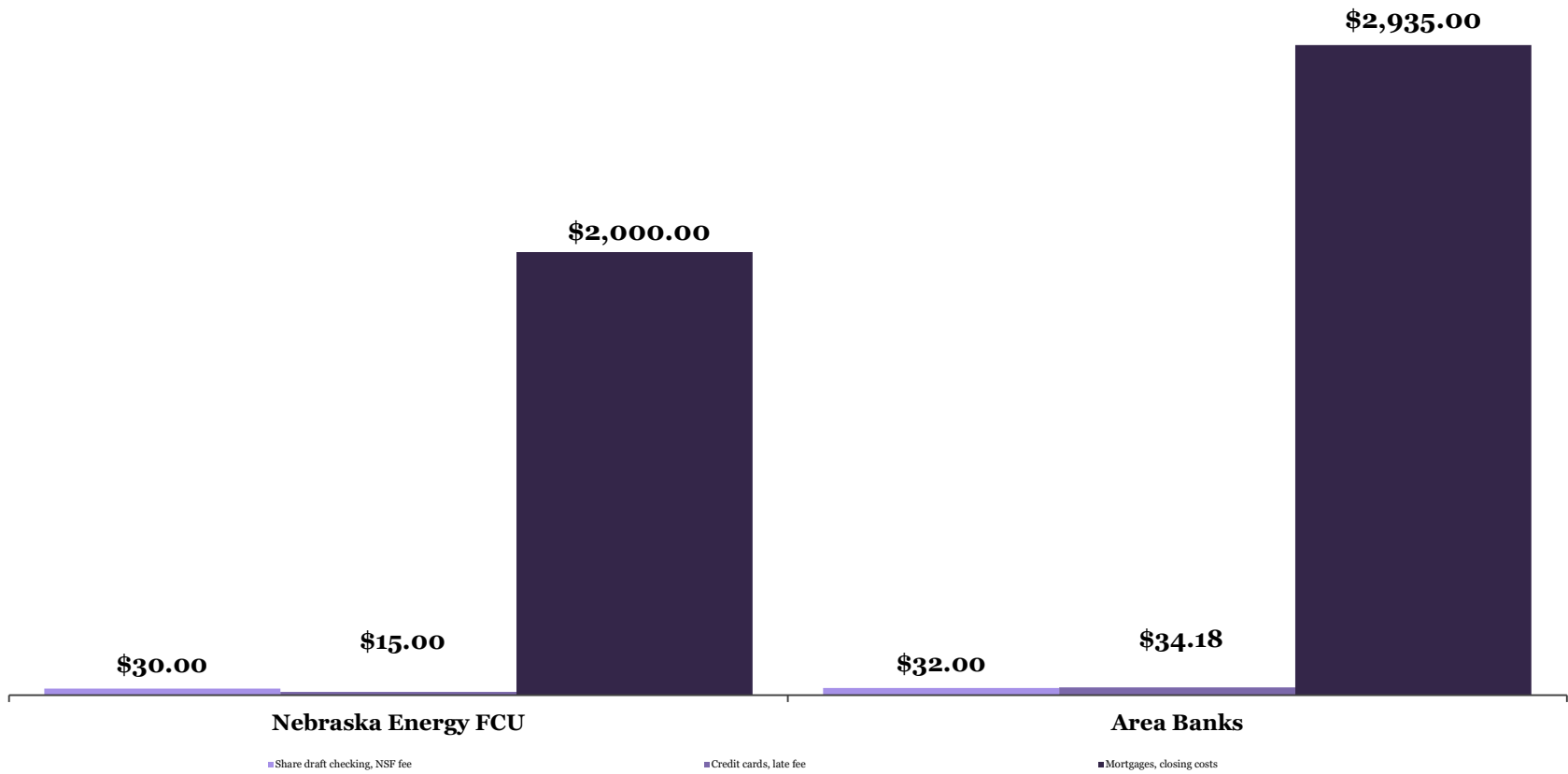
## by Savings Account Type



# by Loan Type



## by Type



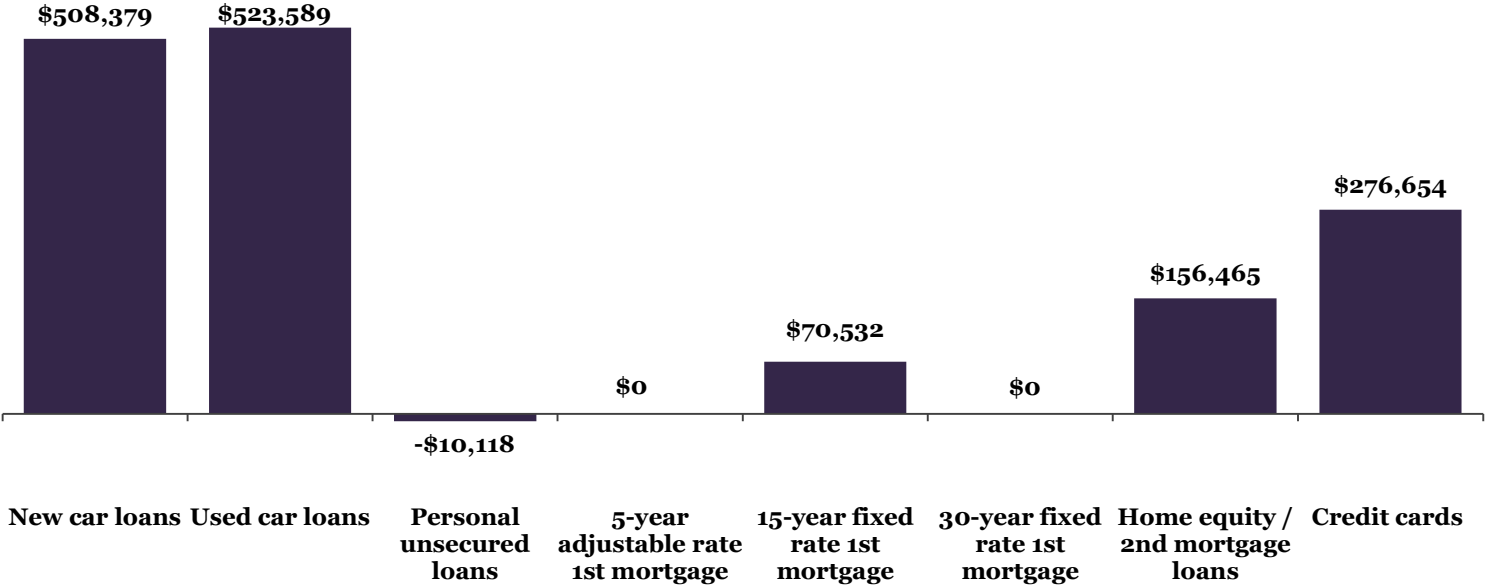
## Interest Rates at Nebraska Energy FCU and Banking Institutions in Nebraska

| Loan Products                              | Rate at your<br>Credit Union (%) * | Average Rate<br>at Banks (%) * | Rate Difference<br>vs. Banks (%) |
|--------------------------------------------|------------------------------------|--------------------------------|----------------------------------|
| 60-month new car (A paper)                 | 5.50                               | 7.65                           | -2.15                            |
| 48-month used car (A paper)                | 6.40                               | 7.80                           | -1.40                            |
| Unsecured loan (A paper)                   | 10.50                              | 10.33                          | 0.17                             |
| 5-year adjustable rate 1st mortgage, 0 pts | 0.00                               | 0.00                           | 0.00                             |
| 15-year fixed rate 1st mortgage, 0 pts     | 6.20                               | 6.34                           | -0.14                            |
| 30-year fixed rate 1st mortgage, 0 pts     | 0.00                               | 0.00                           | 0.00                             |
| Home equity / 2nd mtg, 80% LTV 0 pts       | 7.50                               | 8.46                           | -0.96                            |
| Credit card - classic                      | 0.00                               | 0.00                           | 0.00                             |
| Credit card - platinum                     | 10.90                              | 17.32                          | -6.42                            |
| Savings Products                           |                                    |                                |                                  |
| Regular savings, \$1,000 balance           | 0.15                               | 0.37                           | -0.22                            |
| Share draft checking, \$5,000 balance      | 0.15                               | 0.24                           | -0.09                            |
| Money Market Accounts                      | 0.00                               | 0.00                           | 0.00                             |
| 1 Year certificate \$10,000 balance        | 4.00                               | 1.99                           | 2.01                             |
| Retirement (IRA) accounts                  | 4.00                               | 1.99                           | 2.01                             |
| Fee Income                                 |                                    |                                |                                  |
| Share draft checking, NSF fee              | \$30.00                            | \$32.00                        | -\$2.00                          |
| Credit cards, late fee                     | \$15.00                            | \$34.18                        | -\$19.18                         |
| Mortgages, closing costs                   | \$2,000.00                         | \$2,935.00                     | -\$935.00                        |

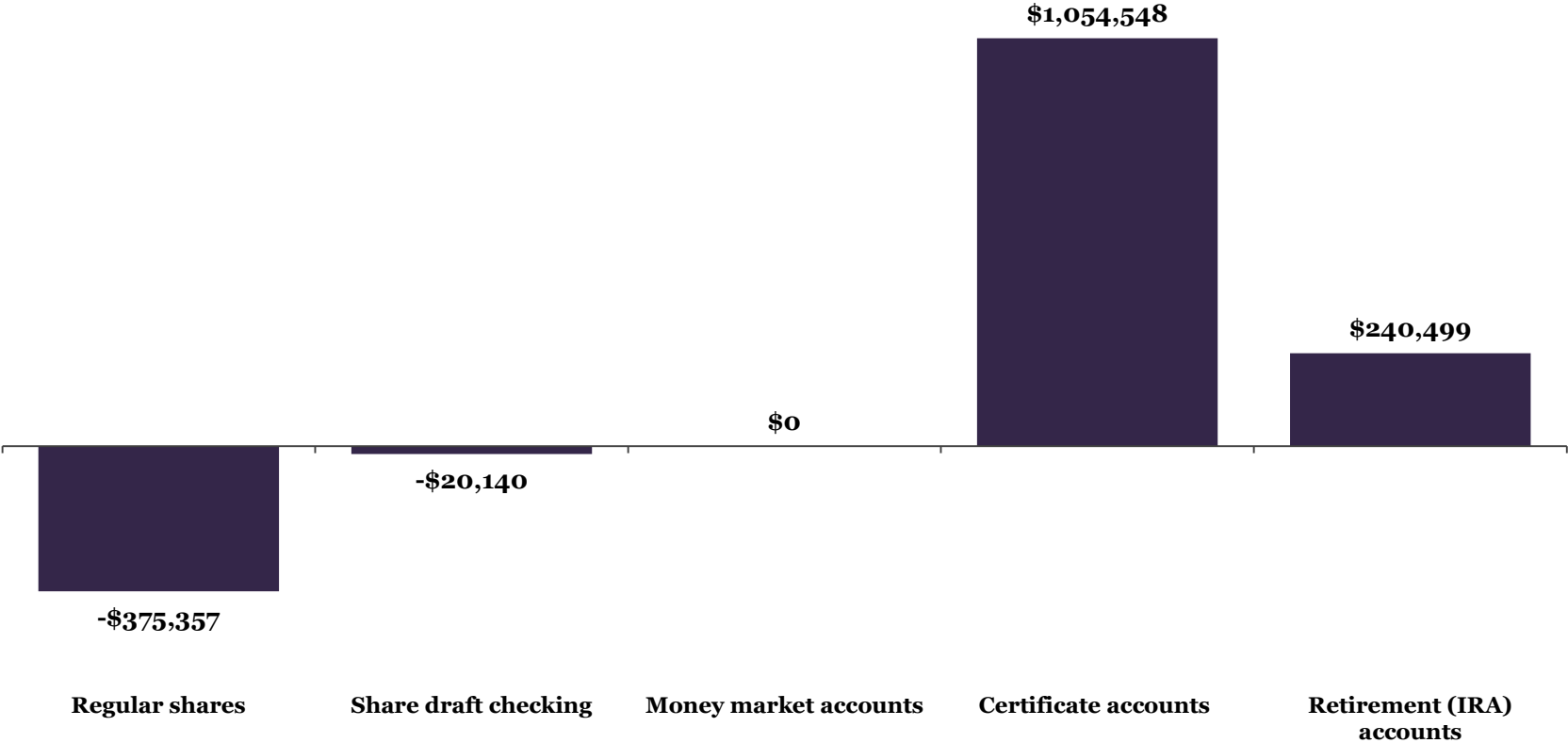
\*Rates and fees as of 1/23/2025. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

# Compared to Banking Institutions in Your State

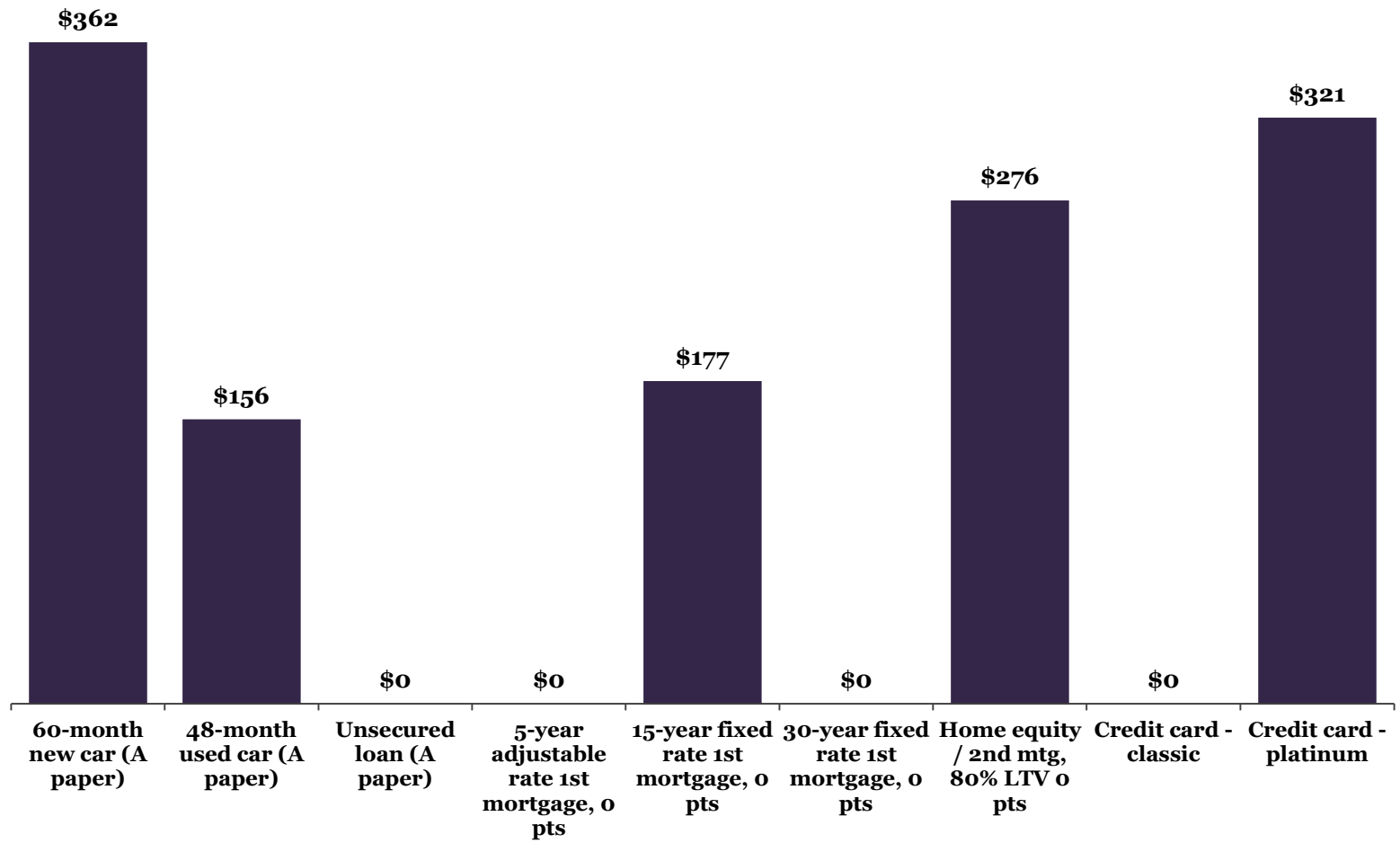
## by Loan Type

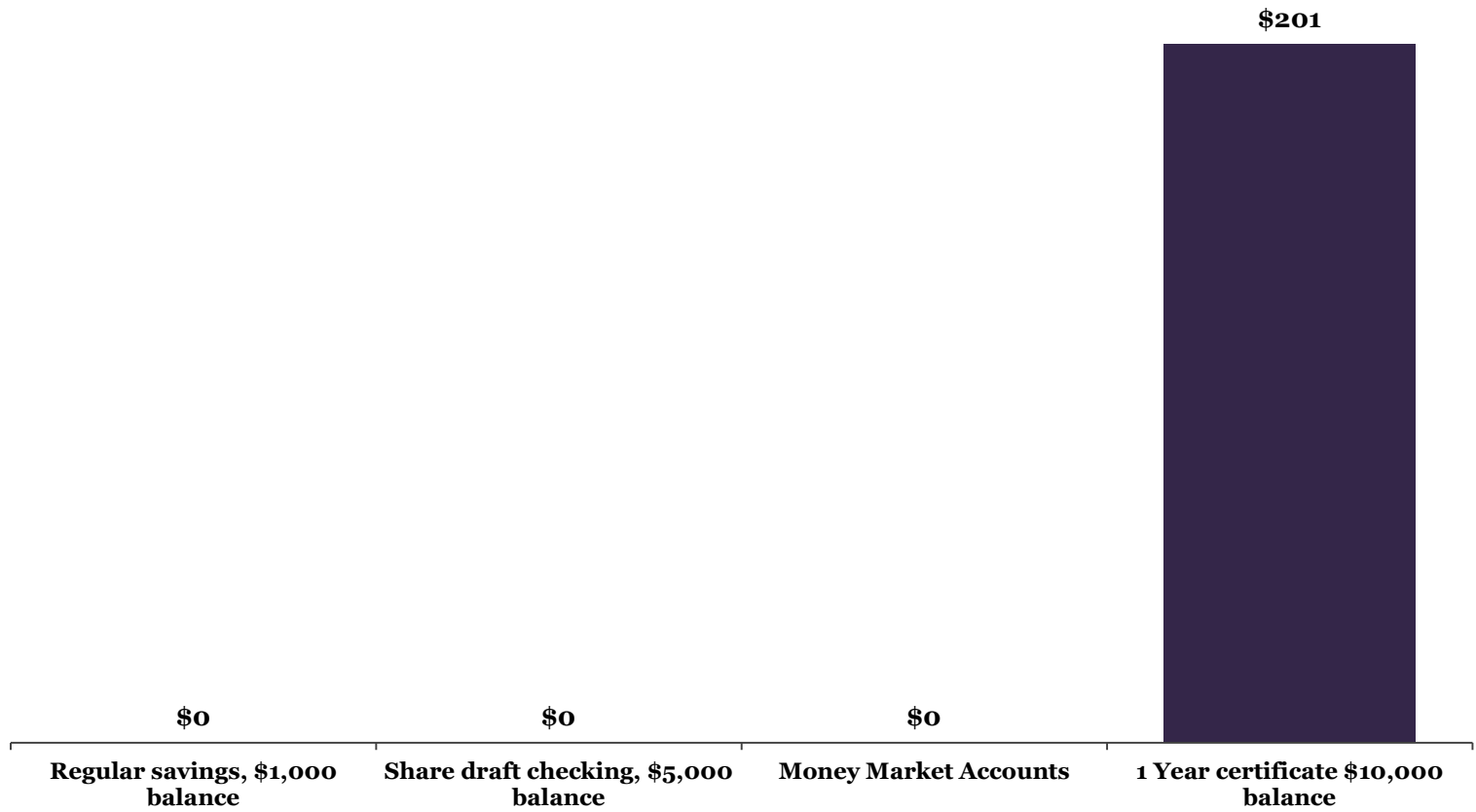


# Compared to Banking Institutions in Your State by Account Type









## Estimated Financial Benefits for Nebraska Energy FCU

| <b>Loans</b>                                                                                            | Avg. Balance<br>at Your<br>Credit Union (1) | Rate<br>Difference<br>vs. Nebraska<br>Banks (%) (2) | Financial Benefit<br>to Your<br>Members |
|---------------------------------------------------------------------------------------------------------|---------------------------------------------|-----------------------------------------------------|-----------------------------------------|
| New car loans                                                                                           | 23,689,626                                  | -2.15                                               | \$508,379                               |
| Used car loans                                                                                          | 37,479,493                                  | -1.40                                               | \$523,589                               |
| Personal unsecured loans                                                                                | 5,987,218                                   | 0.17                                                | -\$10,118                               |
| 5-year adjustable rate 1st mortgage                                                                     | 119,839,632                                 | 0.00                                                | \$0                                     |
| 15-year fixed rate 1st mortgage                                                                         | 52,246,281                                  | -0.14                                               | \$70,532                                |
| 30-year fixed rate 1st mortgage                                                                         | -                                           | 0.00                                                | \$0                                     |
| Home equity / 2nd mortgage loans                                                                        | 16,298,389                                  | -0.96                                               | \$156,465                               |
| Credit cards                                                                                            | 4,309,255                                   | 0.00                                                | \$276,654                               |
| Interest rebates                                                                                        |                                             |                                                     | \$6,312                                 |
| <b>Total CU member benefits arising from lower interest rates on loan products:</b>                     |                                             |                                                     | <b>\$1,531,812</b>                      |
| <b>Savings</b>                                                                                          |                                             |                                                     |                                         |
| Regular shares                                                                                          | 169,079,561                                 | -0.22                                               | -\$375,357                              |
| Share draft checking                                                                                    | 21,890,936                                  | -0.09                                               | -\$20,140                               |
| Money market accounts                                                                                   | -                                           | 0.00                                                | \$0                                     |
| Certificate accounts                                                                                    | 52,517,342                                  | 2.01                                                | \$1,054,548                             |
| Retirement (IRA) accounts                                                                               | 11,977,055                                  | 2.01                                                | \$240,499                               |
| Bonus dividends in period                                                                               |                                             |                                                     | \$0                                     |
| <b>Total CU member benefit arising from higher interest rates on savings products:</b>                  |                                             |                                                     | <b>\$899,551</b>                        |
| <b>Fee Income</b>                                                                                       |                                             |                                                     |                                         |
| <b>Total CU member benefit arising from fewer/lower fees:</b>                                           |                                             |                                                     | <b>\$65,943</b>                         |
| <b>Overall Totals</b>                                                                                   |                                             |                                                     |                                         |
| <b>Total CU member benefit arising from interest rates on loan and savings products and lower fees:</b> |                                             |                                                     | <b>\$2,497,306</b>                      |
| <b>Total CU member benefit / member:</b>                                                                |                                             |                                                     | <b>\$199</b>                            |
| <b>Total CU member benefit / member household:</b>                                                      |                                             |                                                     | <b>\$419</b>                            |

**Source: Datatrac, NCUA, and America's Credit Unions**

(1) Average balance as of September 2024 and September 2023 according to the NCUA call report.

(2) Rates and fees as of 1/23/2025. Credit union rates provided by individual credit union, bank rates provided by Datatrac.

## Nebraska Energy FCU Performance Profile

| Demographic Information            | Sep 24  | Sep 23  |
|------------------------------------|---------|---------|
| Number of branches                 | 1       | 1       |
| Total assets (\$ mil)              | 318     | 307     |
| Total loans (\$ mil)               | 271     | 271     |
| Total surplus funds (\$ mil)       | 44      | 33      |
| Total savings (\$ mil)             | 259     | 251     |
| Total members (thousands)          | 12      | 13      |
| Growth Rates (Year-to-date)        |         |         |
| Total assets                       | 3.8 %   | -10 %   |
| Total loans                        | 0.1 %   | 5.6 %   |
| Total surplus funds                | 33 %    | -59.2 % |
| Total savings                      | 3.2 %   | -13.4 % |
| Total members                      | -0.9 %  | 6.4 %   |
| Earnings - Basis Pts.              |         |         |
| Yield on total assets              | 448     | 609     |
| - Dividend/interest cost of assets | 204     | 209     |
| + Fee & other income               | 24      | 33      |
| - Operating expense                | 182     | 259     |
| - Loss Provisions                  | 8       | 9       |
| = Net Income (ROA)                 | 77      | 165     |
| Capital adequacy                   |         |         |
| Net worth / assets                 | 17.6    | 17.5    |
| Asset quality                      |         |         |
| Delinquencies / loans              | 0.2     | 0.1     |
| Net chargeoffs / average loans     | 0.1     | 0.1     |
| Asset/Liability Management         |         |         |
| Loans / savings                    | 104.4   | 107.6   |
| Loans / assets                     | 85.1    | 88.3    |
| Long-term assets / assets          | 60.7    | 62.0    |
| Core deposits/shares & borrowings  | 68.2    | 81.5    |
| Productivity                       |         |         |
| Members/potential members          | 24.9    | 25.2    |
| Borrowers/members                  | 73.1    | 67.8    |
| Members/FTE                        | 453     | 449     |
| Average shares/members (\$)        | 20,824  | 19,994  |
| Average loan balances (\$)         | 29,734  | 31,713  |
| Salary & Benefits/FTE              | 108,287 | 159,424 |

America's Credit Unions

Certifies that

## Nebraska Energy FCU

has provided:

- \$2,497,306 in direct financial benefits to its 12,519 members during the twelve months ending in September 2024, equivalent to approximately \$419 per member household.
- loyal high-use member households \$893 in direct financial benefits.

January 23, 2025

Credit unions generally provide financial benefits to members by charging less for loans, paying more on deposits and charging fewer/lower fees compared to banking institutions.



Transform member benefits into new business with a **Member Benefit Marketing Toolkit**

America's Credit Unions and Datatrac have teamed up to bring you the analysis in this report. Member Benefit Marketing Tools provides you with practical applications for using data in this report to show members how much you save them, drive in new members, generate more loans and attract bigger deposits.

**Member Benefit Marketing Tools** prove to new and existing members:

- How much you saved your entire membership last year in interest and fees compared to the competition
- How much they will save on their next loan with you
- How much more they will earn on their deposits with you

**Member Benefit Marketing Toolkits** include:

- Lead generation for loans, deposits and new members
- Competitive comparison widgets for your website
- Facebook app
- Animated graphics for branch lobby digital displays
- Proof Points for use in marketing collateral
- Award Certification & Trophy
- Press releases
- Newsletter copy
- Member handouts
- Subscription to the ACU Member Benefits Report

Visit [www.datatrac.net/memberbenefits](http://www.datatrac.net/memberbenefits) to see live examples, schedule a demo and receive a free competitive analysis.

**Show members how much you save them with Member Benefits Marketing Tools**