

# Benefits of Membership



01



## Save \$18,000 per Course

Eliminate expenses for faculty salaries, benefits and course development by enrolling students in courses offered by other members.

02



## Generate Revenue

For each 3-credit seat filled by a visiting NEXus student your program earns \$2,239.

03



## Expand Your Curriculum

Maintain academic rigor with access to > 250 online courses/year. Bridge faculty vacancies and meet enrollment minimums, reducing course cancellations.

04



## Improve Student Outcomes

Attract more student and enhance retention. Ensure students complete on time and offer students a wider range of options to tailor their educational experience.

05



## Advance the Profession

Help produce more doctoral graduates to address the need for nurse scientists, educators and leaders. Improve patient care and health outcomes.

# NEXus Cost Analysis Tool

## INTRODUCTION

The NEXus Cost Analysis Tool is an essential resource for nursing education leaders who are committed to driving innovation, improving operational efficiency, and positioning their programs for long-term success. Use this tool to make data-driven decisions to free up faculty resources and to provide students with greater access to the courses they need - enhancing the overall quality and impact of your nursing education programs. **By investing in a NEXus membership, you are making a strategic choice that benefits both your students and your institution.**

## KEY BENEFITS

Here's how NEXus membership benefits your program:

- **Save \$18,000 per course**  
By enrolling students in courses offered by other NEXus members, you eliminate the expenses associated with faculty salaries, benefits, and course development. This means dollars can be redirected to other school of nursing priorities.
- **Generate Revenue**  
For each seat filled by a visiting NEXus student in a 3-credit semester course, your program **earns \$2,239**. This not only recoups costs but creates additional funding for your institution.
- **Expand Your Curriculum**  
Maintain the academic rigor your program is known for through access to over 250 online courses each year. Easily bridge faculty vacancies and meet enrollment minimums, reducing the chances of course cancellations.
- **Improve Student Outcomes**  
Attract more student and enhance retention. Ensure students complete their advanced degrees on time and offer your students a wider range of options to tailor their education to their career goals and interests.
- **Advance the Profession**  
Help advance the nursing profession by producing more doctoral graduates equipped with the skills needed in today's healthcare and educational landscape.

## CONCLUSION

NEXus is a cost-effective partnership that empowers schools of nursing to provide their students with a first-rate nursing education. Through membership in NEXus, universities elevate the quality and accessibility of their nursing programs, positioning them for success in today's competitive higher education landscape. We hope you will find this tool helpful on your campus.

Please feel free to contact NEXus with any questions at [nexus@ohsu.edu](mailto:nexus@ohsu.edu).

## THE TOOL: INCOME AND COST SAVINGS MODEL (Updated for 2025-2026)

As nursing education programs face growing pressures, the NEXus Cost Analysis Tool empowers you to quantify the tangible financial benefits of NEXus membership. By modeling potential income generation and cost savings, you build a compelling business case to secure buy-in from senior leadership and unlock opportunities to expand your program's reach and impact.

The tool estimates income and cost savings from NEXus student enrollments.

### Three components make up the model:

PART I Income generated from visiting students you teach at your institution.

PART II Income generated from students your university sends to take a class at another institution.

PART III Cost savings in faculty salaries and course development time when you send a student to take a class at another institution.

## SAMPLE UNIVERISTY

(PART I) Taught three students (TEACH) and

(PART II) Sent three students who took two distinct courses elsewhere (HOME).

## SUMMARY

PART I	<b>INCOME TEACH</b>	\$6,716
PART II	<b>INCOME HOME</b>	\$448
PART III	<b>COST SAVINGS</b>	\$36,000
	<b>TOTAL INCOME + COST SAVINGS</b>	<b>\$43,164</b>
EXPENSE	<b>NEXus Membership Fee</b>	\$6,000
	<b>NET INCOME/COST SAVINGS</b>	<b>\$37,164</b>

## SAMPLE UNIVERSITY DETAILS

### INPUTS

EXPENSE	NEXus TUITION RATE (Qtr \$663/Sem \$995)	\$995
	NEXUS ANNUAL DUES	\$6,000
	TEACH: # OF STUDENTS	3
	HOME: # OF STUDENTS	3
	HOME: # OF DISTINCT COURSES TAKEN ELSEWHERE	2

### INCOME

PART I	TEACH (Host)	# of STUDENTS	COURSE CREDIT	RATE PER CREDIT*	TUITION
	STUDENTS	3	3	\$995	\$8,955
	<b>TOTAL TEACH (75% OF TUITION)</b>				<b>\$6,716</b>

PART II	HOME (Sent)	# of STUDENTS	COURSE CREDIT	RATE PER CREDIT*	TUITION
	COURSE 1	1	3	\$995	\$2,985
	COURSE 2	2	3	\$995	\$5,970
	SUBTOTAL	3	9		\$8,955
	<b>TOTAL HOME (5% OF TUITION)</b>				<b>\$448</b>

### COURSE SAVINGS (Estimate)

PART III	COURSE (HOME Sent)	FACULTY SALARY + BENEFITS	COURSE DEVELOPMENT COST	TOTAL
	COURSE 1	\$12,600	\$5,400	\$18,000
	COURSE 2	\$12,600	\$5,400	\$18,000
	<b>TOTAL</b>	<b>\$25,200</b>	<b>\$10,800</b>	<b>\$36,000</b>

## NARRATIVE OF CASE STUDY USED FOR SAMPLE UNIVERSITY

Enrollment calculated based on:

- Teaching three students and
- Sending three students who enrolled in two distinct courses elsewhere.

### CASE STUDY FIELD EXPLANATIONS

FIELD		DESCRIPTION
INCOME TEACH	PART I	Net tuition (75%) kept by for the visiting students taught.
INCOME HOME	PART II	Net tuition received (5%) for sending a student.
COST SAVINGS	PART III	Total estimated savings when students took courses elsewhere. Combines savings of faculty salaries/benefits with course development costs.
<b>TOTAL INCOME + COST SAVINGS</b>		Total of income and cost savings above.
NEXus Membership FEE	EXPENSE	NEXus annual dues \$6,000
<b>NET INCOME/COST SAVINGS</b>		Grand Total combines income from classes with cost savings and subtracts the NEXus annual fee.

### CASE STUDY DETAILS

#### PART I INCOME TEACH

Sample U taught three visiting students. Before the split, tuition totaled \$8,955 (nine credits at \$995 per credit). After the three-way tuition split, the Tuition kept by Sample U at 75% was \$6,716.

#### PART II INCOME HOME

Sample U had three students take courses elsewhere, each for three credits. Two students took the same course, and one student took a different course, for a total of two distinct courses.

Before the tuition split, the tuition paid to the other institutions totaled \$8,955 (nine credits at \$995 per credit). After the three-way tuition split, the tuition earned by Sample U was 5% or \$448.

### PART III COST SAVINGS ESTIMATES

Course Savings are estimates and will vary by institution. For each course, NEXus estimates \$12,600 per faculty salary with benefits and \$5,400 for course development. The total savings is \$18,000 per course.

The NEXus estimates are based on:

- ▶ Base salary of \$92,407 with paid benefits of \$22,249 at 22.3%, totaling \$113,014, rounded to nearest hundred = \$113,000
- ▶ Average faculty course load equivalent of nine/year =  $\$113,000/9 = \$12,556$ , rounded to nearest hundred = \$12,600
- ▶ Hourly rate = \$113,000 divided by 52 weeks at 40 hours a week = \$54.33 rounded to nearest dollar = \$54
- ▶ Estimate of 100 hours to develop one course = \$5,400

### REFERENCES

1. American Association of University Professors. Survey Report Tables 8 "Full-time faculty retirement benefits, by affiliation and AAUP category, 2023-24 (dollars). (Category I Doctoral), *Annual Report on the Economic Status of the Profession, 2023-24* = \$13,986 or 11.2% of salary
2. American Association of University Professors. Survey Report Tables 9 "Full-time faculty medical benefits, by affiliation and AAUP category, 2023-24 (dollars). (Category I Doctoral) *Annual Report on the Economic Status of the Profession, 2023-24* \$13,866 or 11.1% of salary.  
TOTAL (references 1+2) 11.2% + 11.1% = 22.3%. Excludes tuition dependent benefit.
3. American Association of Colleges of Nursing. Table 76, Associate Professor Rank (Mean of Total all Institutions and Doctoral Degree Level). *2023-2024 Salaries of Instructional and Administrative Nursing in Baccalaureate and Graduate Programs in Nursing*, Washington, DC.
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6. Freeman, Lee A. "Instructor Time Requirements to Develop and Teach Online Courses." Web post *Online Journal of Distance Learning Administration, Volume XVIII, Number I*. University of West Georgia, Distance Education Center, *Spring 2015*. 25 Feb. 2021.
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