Exam candidates increased 24%
Recertification applications increased 23%
Total revenue increased 17%
*compared to 2018 data

NBCSN WILL DIVERSIFY INCOME SOURCES BY LAUNCHING SOME NEW PROGRAMS AND INITIATIVES IN 2020!

THE NBCSN BOARD MEETS TWICE A YEAR:

1. MEETING HELD IN CONJUNCTION WITH THE NASN ANNUAL MEETING
2. MEETING WITH THE FALL EXAM DEVELOPMENT ACTIVITIES

EXPENSES

- EXAM DEVELOPMENT/ADMIN 42%
- MEETINGS/BOARD 18%
- GENERAL & ADMINISTRATIVE 34%
- MARKETING 5%
- INDUSTRY ACTIVITIES 1%
- OTHER <1%
- RETIRED CSN 1%

REVENUE

- CERTIFICATION EXAM INCOME 63%
- RECERTIFICATION INCOME 28%
- ONLINE PRACTICE TEXT INCOME 7%
**Recertification rates increased for 2019.**

Effective 2019, NBCSN is tracking the number of applications submitted for NCSN-E status.

NBCSN was expecting to see increases in the number of exam applications and recertification for 2020.

However, due to the effects of COVID-19, the 2020 exam application numbers have remained flat with 2019 and NCSNs due to recertify between March 15 and October 31, 2020, were provided a 6-month extension.

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**TREND ALERT!**

Increased exam applications submitted and accepted. The increase in applications is likely a result of increased marketing efforts and the state liaison program.