A large, stylized graphic of a ribbon, outlined in black, with a multi-colored watercolor wash in shades of blue, green, orange, and purple behind it. The ribbon is tied in a loop at the top left and then extends as a long, thin tail towards the right side of the page.

*Advancing
Oncology Nursing
together*

2017 **ANNUAL REPORT**

Oncology Nursing Society • ONS Foundation • Oncology Nursing Certification Corporation

TABLE OF *contents*

4	PRESIDENT AND CEO MESSAGE
5	ONS MISSION AND VALUES
6-9	INNOVATION IN KNOWLEDGE AND LEARNING
10-13	EXCELLENCE IN ONCOLOGY NURSING AND PATIENT CARE
14-17	ADVOCACY FOR PATIENTS AND THE PROFESSION
18-19	ONS BY THE NUMBERS



20-21	THANK YOU AND SPONSORS
22-23	ONS LEADERSHIP AND FINANCIALS
24-29	ONCC LEADERSHIP AND FINANCIALS
30-33	ONS FOUNDATION LEADERSHIP AND FINANCIALS
34-43	ONS FOUNDATION DONORS





ONS PRESIDENT SUSAN SCHNEIDER
PhD, RN, AOCN®, FAAN



ONS CEO BRENDA NEVIDJON
MSN, RN, FAAN

President and CEO message



As the professional home for all oncology nurses, the Oncology Nursing Society (ONS) establishes the standards for oncology nursing practice, develops resources to support practice, builds the science for practice, and advocates for the profession. The ONS Foundation supports oncology nurses' career development through educational scholarships, research grants, program grants, and career development awards. The Oncology Nursing Certification Corporation promotes quality care and safety by validating competence in oncology nurses. In this annual report, you will see the contributions that the three Boards and many members made in 2017 that have advanced the mission of each organization. Collectively, they made an impact in the world of cancer care that is rapidly changing with new treatments, new roles for nurses, and increasing technology.

We are proud of the successes outlined in this report. Strategic priorities guide the work, and all three organizations have responded to the changing landscape of cancer care. You will see that the Boards and staff of each organization are good stewards of resources and investments with a positive outlook for future development of programs and products that support oncology nurses. Our work in advancing excellence in oncology nursing and quality cancer care continues with strong leadership across our organizations.

ONS *values*

INNOVATION

ONS and its members face every endeavor with knowledge and learning. We strive to apply our broad perspectives consistently while leading the transformation of cancer care.

EXCELLENCE

We strive to foster excellence in oncology nursing and quality patient care. We are committed to nothing less than excellence in our organization and the care of patients.

ADVOCACY

We, as an organization and as individuals, advocate on behalf of people with cancer to ensure their quality of life and access to exemplary care throughout the continuum of life. We advocate on behalf of patients and the profession to ensure respect and recognition, access to education, safe working environments, and fair reimbursement. We also serve as advocates for public health policy.

MISSION

*is to advance excellence
in oncology nursing and
quality cancer care.*

VISION

*is to lead the transformation
of cancer care.*

Innovation in Knowledge and learning

*We strive to apply our broad
perspectives consistently while
leading the transformation of
cancer care.*



ONS 42ND ANNUAL CONGRESS

"ELEVATING PASSIONS, ADVANCING THE PROFESSION"

More than 4,000 oncology nurses attended the 42nd Annual Congress in Denver, intent on gaining new knowledge and driving practice change. Congress offered 88 sessions with up to 30 CNE contact hours, and new advanced practice and bench-to-beside content.

NEW IMMUNOTHERAPY CLINICAL RESOURCES

As immunotherapy use in clinical practice continues to grow, oncology nurses must have a comprehensive understanding of this burgeoning field. In response, ONS developed a series of clinical resources, including educational videos, FAQs, a *CJON* immunotherapy supplement, podcasts, and evidence-based practice materials about immunotherapy-induced diarrhea.

529 **PRESENTED ePOSTERS**, allowing more oncology nurses to participate in content development and delivery.

73% **OF ATTENDEES** who completed an evaluation indicated that they had made changes to their practice because of Congress.

18 **RECORDED SESSIONS** were made available on ons.org so all members could experience a portion of Congress and earn CNE.

INTERPROFESSIONAL COLLABORATIONS

ONS is represented on the National Cancer Policy Forum (NCPF) and was invited by the National Academies of Sciences, Engineering, and Medicine to represent oncology nursing during a series of NCPF workshops. Topics included long-term survivorship care after cancer treatment and incorporating weight management and physical activity throughout the cancer care continuum. The ONS Chief Clinical Officer was the co-chair of the November 2017 workshop on establishing effective patient navigation programs. This workshop featured presentations and panel discussions related to models of navigation programs, the roles of navigators in delivering high-quality cancer care, access and utilization patterns, opportunities to improve the training of navigators, the implementation of successful programs, and demonstration of cost-effectiveness.



ONS continued its representation on the American College of Surgeons Commission on Cancer (CoC), acting as the voice of oncology nurses in the CoC's commitment to improving survival and quality of life through standard-setting, prevention, research, education, and monitoring of comprehensive quality care.

cancer moonshot

ONS members represented oncology nurses on the Cancer Moonshot Blue Ribbon Panel (BRP), identifying ten areas of concentration in cancer care. ONS members continue to work on the recommendations from the BRP, engaging with the National Institutes of Health, Centers for Disease Control and Prevention, and the U.S. Food and Drug Administration (FDA), with efforts addressing funding for research, patient education, and treatment.

ONS partnered with CancerLinQ® to launch the inaugural CancerLinQ® Ambassador program, which provided training in quality improvement and promoted the importance of using evidence-based practice resources and data to improve the quality of cancer care.

ONS AND THE FDA: ADDRESSING ONCOLOGY NURSING CHALLENGES

ONS was invited by the FDA to discuss the most critical challenges facing oncology nurses. Representatives from ONS staff, along with ONS Board member Julie Painter, focused on the rapid emergence of newly approved FDA agents and how there is minimal nursing language in those approvals, leaving nurses with no information on how to administer or educate patients. Also addressed was the lack of safe-handling recommendations with newly approved agents.



Excellence in Oncology Nursing and patient care

*We are committed to
nothing less than excellence
in our organization and the
care of patients.*

MOVING EVIDENCE INTO PRACTICE

ONS staff continued the implementation of a multiyear grant that incorporates nursing and patient education, evidence-based practice, and quality improvement to promote physical activity to treat cancer-related fatigue. ONS created a variety of educational offerings and opportunities to work with patients and nurses to assess and promote physical activity. Quality improvement was evaluat-

ed using ONS outcome measures and demonstrated a significant improvement in the assessment of fatigue (from 26% to 96%) and the recommendation of physical activity by nurses (7% to 68%). Further analysis will identify which aspects of the educational interventions and resources were deemed most helpful by the nurses who participated in the study.



ONS was invited to participate in the inaugural Evidence-Based Practice National Summit sponsored by the Helene Fuld Health Trust National Institute for Evidence-Based Practice in Nursing and Healthcare at The Ohio State University. Following the meeting, ONS staff worked with staff at the Fuld Institute to revise the Or-

ganizational Readiness Scale from a clinical perspective to a professional organization perspective. ONS staff will continue to advise the Fuld Institute on goals related to advancing implementation science and promoting new initiatives to centralize information about evidence-based practice across healthcare professions.



Leadership makes what may at first appear improbable into what's possible.

ADVANCING ONCOLOGY NURSING EXCELLENCE GLOBALLY

In November, more than 100 oncology nurses from across Europe gathered in the Netherlands for a leadership summit co-organized by the European Oncology Nursing Society (EONS) and ONS. The Summit was designed to further build nurses' personal and professional capacities and effectiveness as leaders. ONS President Sue Schneider and ONS CEO Brenda Nevidjon joined EONS President Lena Sharp and Past-President Daniel Kelly to provide perspectives on the meaning of leadership: It is a way of being that drives change and makes what may at first appear improbable into what's possible.

100+
ONCOLOGY NURSES GATHERED
FOR A MULTINATIONAL
COLLABORATION

In 2017, ONS was invited to participate in 16 international meetings in the following 10 countries: The Netherlands, Cuba, Oman, China, Uruguay, Brazil, Colombia, United Arab Emirates, Philippines, and Canada. ONS collaborates with many organizations to promote quality cancer care globally, including the International Society of Nurses in Cancer Care, the American Society of Clinical Oncology, the American Cancer Society, Health Volunteers Overseas, and the European Oncology Nursing Society. Sixteen ONS members and two staff served as faculty at meetings around the world, demonstrating ONS's expertise and reputation.



symptom assessment

With increased emphasis on patient engagement in healthcare decision making, it is important to assess patient symptoms and outcomes to achieve high-quality, patient-centered cancer care. Based on member feedback, ONS identified 25 well-established tools that can be used in clinical practice to assess patient symptoms in the Putting Evidence into Practice resources such as anxiety, depression, fatigue, pain, and sleep-wake disorders. Most of the tools are available in both English and Spanish.

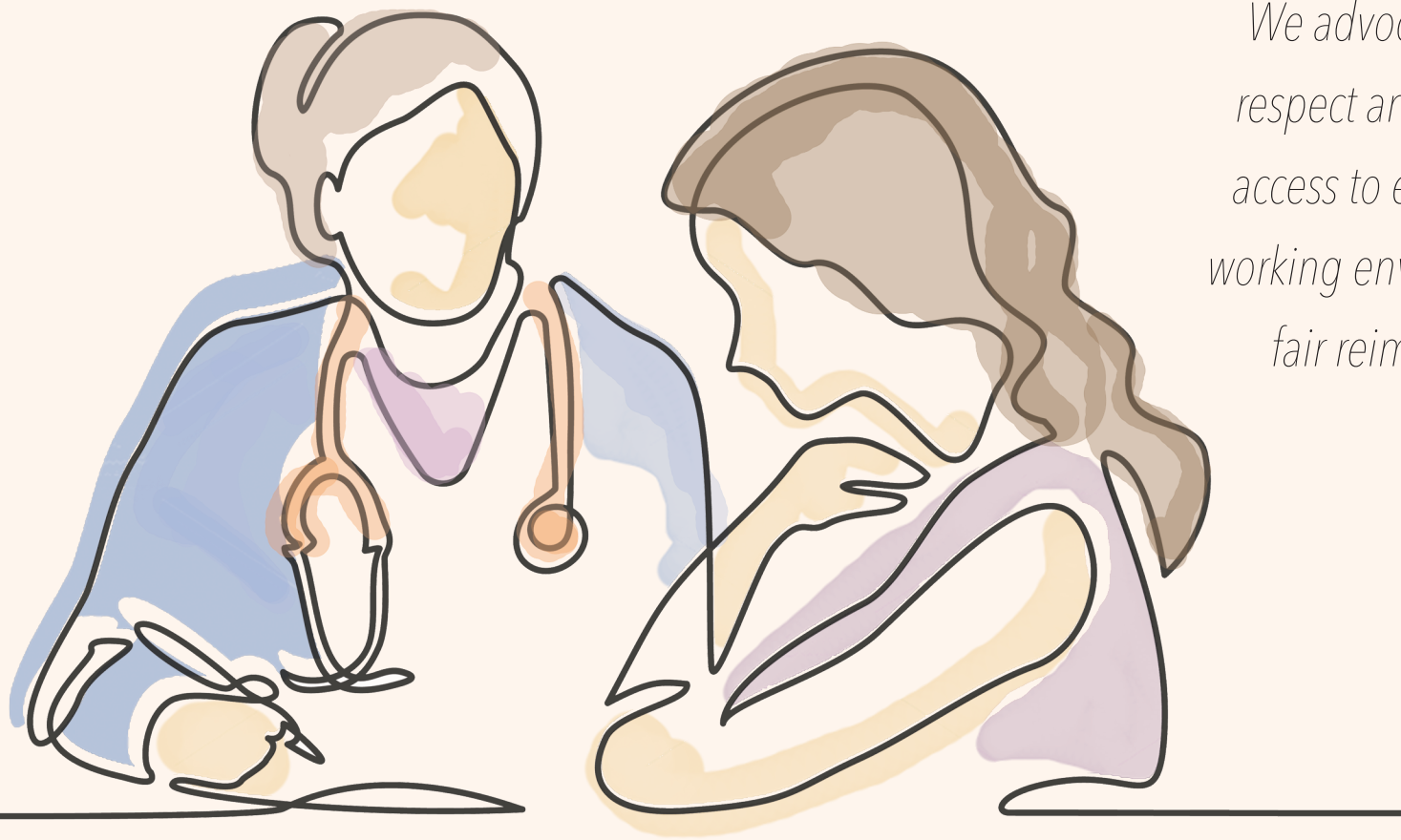
25

ASSESSMENT TOOLS FOR
EVIDENCE-BASED PRACTICE

[ONS.ORG/ASSESSMENT-TOOLS](https://www.onc-nurses.org/assessment-tools)

Advocacy for Patients and the profession

*We advocate to ensure
respect and recognition,
access to education, safe
working environments, and
fair reimbursement.*



ONS STATEMENT ON THE OPIOID CRISIS

ONS issued a statement that was sent to Capitol Hill outlining its position on opioids. ONS shares the nation's alarm over the devastating crisis, yet policies to combat opioid addiction should not inadvertently restrict access for patients with cancer who need opioids prescribed to alleviate pain. ONS believes that all barriers, including legislative, regulatory, and economic, must be eliminated for the use of medically prescribed opioids as a standard for effective cancer pain management.

SEPTEMBER

ONS LAUNCHED THE CENTER FOR
ADVOCACY AND HEALTH POLICY,
EXTENDING ITS LEGISLATIVE
AND REGULATORY IMPACT AND
PROVIDING A DAILY PRESENCE
ON CAPITOL HILL.





CAPITOL

Hill days

100 ONS members from across the country descended on Washington, DC, in September for a two-day advocacy and health policy event. ONS provided a daylong educational session on current health policy priorities, the importance of advocacy, and current issues facing the oncology nursing profession. The event culminated with ONS members meeting on Capitol Hill with legislators, addressing issues and advocating for nurses.

CANCER DRUG AFFORDABILITY

ONS has advanced legislation to make cancer drugs more affordable for patients and their caregivers. Through Capitol Hill lobbying visits and participation in Hill briefings to members of Congress and staff, ONS helped secure 151 cosponsors for HR 1409, the Oral Cancer Drug Parity Act, to reduce cost sharing for oral cancer drugs.

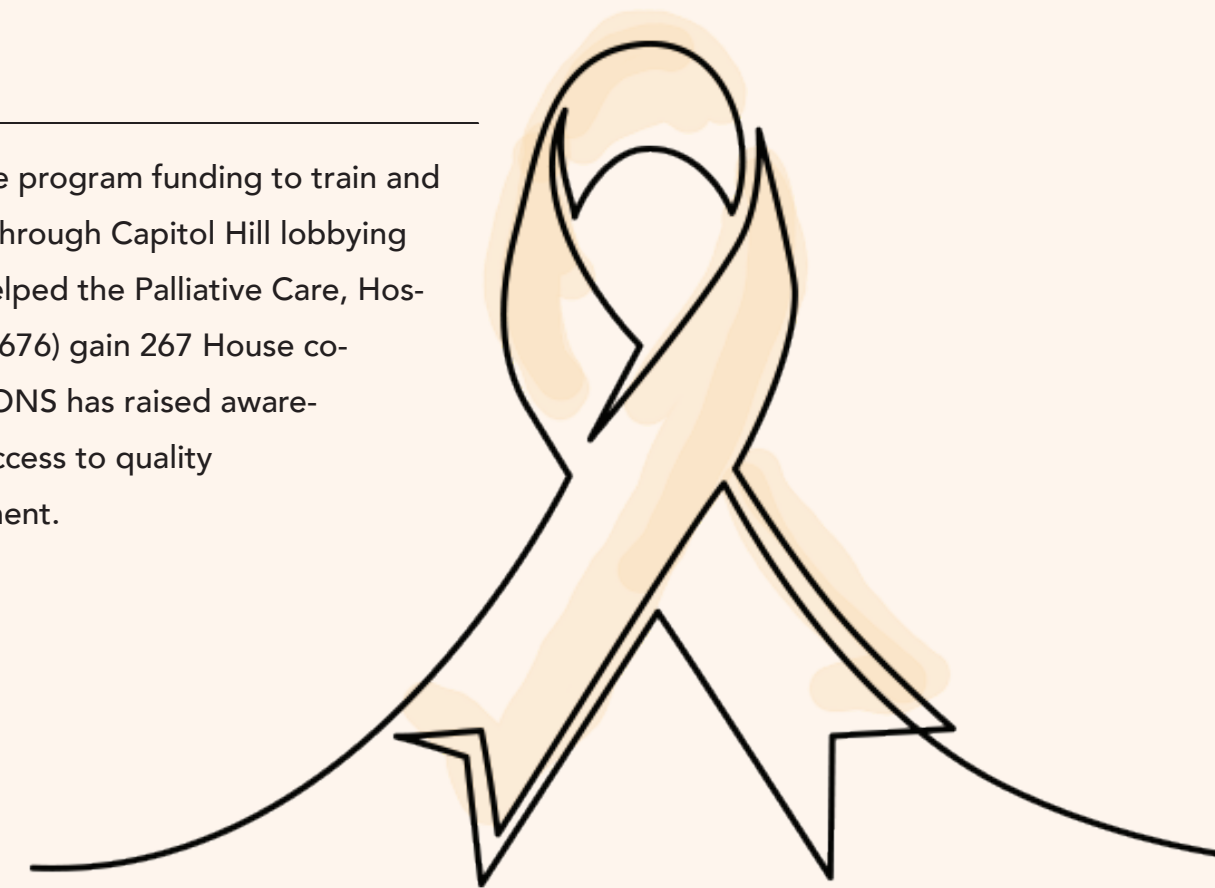
SUPPORT FOR FAMILY CAREGIVERS

ONS helped advance the “RAISE” Family Caregiver Act, which was signed into law by President Trump on January 23, 2018. ONS signed support letters to Congress and participated in Family Caregiver events on Capitol Hill to raise awareness and promote resources and education for those caring for patients with cancer.

PALLIATIVE CARE

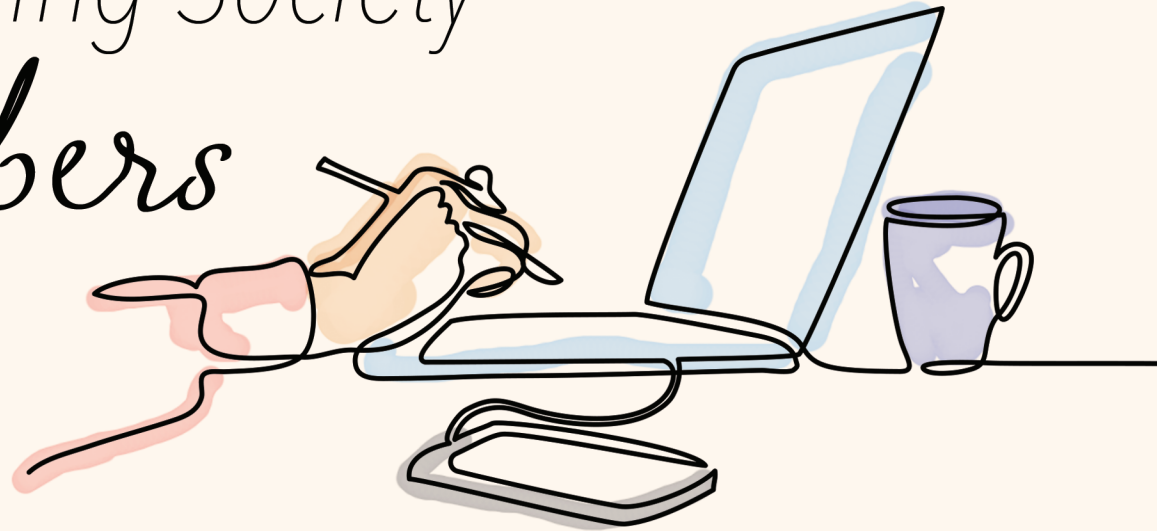
ONS advanced legislation to authorize program funding to train and equip more nurses in palliative care. Through Capitol Hill lobbying visits and letters to Congress, ONS helped the Palliative Care, Hospice Education and Training Act (HR 1676) gain 267 House cosponsors and 29 Senate cosponsors. ONS has raised awareness that patients with cancer need access to quality palliative care throughout their treatment.

*care
for the
caregiver*



Oncology Nursing Society

by the
numbers



ONS.ORG

1.5
MILLION VISITS

6.2
MILLION PAGES VIEWED

772,700 WEBSITE
USERS

ONS SOCIAL MEDIA



TWITTER

6,200 retweets

19 MILLION impressions #ONSCongress



FACEBOOK

3,757 new followers

2 MILLION impressions

1.2 MILLION unique users

INTERNATIONAL

490

MEMBERS

2,400

NURSES RECEIVED
ONS EDUCATION

47 different countries

384 international certified nurses through ONCC

17 global meetings:

- 4 in Latin America
- 3 in Asia
- 2 in Europe
- 1 in the Middle East
- 7 in North America

EDUCATION

53

CNE COURSES
OFFERED

49,281

COURSE REGISTRANTS

PUBLICATIONS

6,198

BOOKS SOLD

7

NEW BOOKS
PUBLISHED

268

NEW JOURNAL ARTICLES
(CJON & Oncology Nurs-
ing Forum)

42ND ANNUAL CONGRESS

"ELEVATING PASSIONS, ADVANCING THE PROFESSION"

4,017

ATTENDEES

88

SESSIONS

529

ONCOLOGY
NURSE ePOSTERS

30

CNE OFFERED

thank you

ONCOLOGY NURSE VOLUNTEERS

ONS members consistently give generously of their time serving on the editorial boards of our journals, working as editors, authors, and reviewers of ONS publications, and acting as subject matter experts in content development, forums, think tanks, focus groups, and advisory panels. ONS gratefully acknowledges their time and sacrifice to develop new resources and bring new ideas to the profession.

ONS RECOGNIZES ITS CHAPTER OFFICERS

Thank you for being a leading voice in oncology nursing at the local level. Your commitment to the organization and your peers exemplifies what it means to be an oncology nurse.



Left to right: Laura Fennimore, DNP, RN, NEA-BC, President-Elect (2018); Diane Barber, PhD, APRN, ANP-BC, AOCNP®, Director-at-Large (2016–2019); Julie Painter, RN, MSN, OCN®, Director-at-Large (2017–2020); Maggie Smith, DNP, MSN/Ed, RN, OCN®, Director-at-Large (2017–2020); Susan M. Schneider, PhD, RN, AOCN®, FAAN, President (2016–2018); Kay Harse, RN, MS, AOCN®, Treasurer (2015–2018); Barbara Holmes Gobel, MS, RN, AOCN®, Secretary (2016–2019); Jean Rosiak, DNP, RN, AOCNP®, CBCN®, Director-at-Large (2015–2018); Joni Watson, MBA, MSN, RN, OCN®, Director-at-Large (2015–2018); Eva Gallagher, PhD, RN, ANP-BC, CPHQ, CMPP, Director-at-Large (2016–2019)

ONS BOARD OF DIRECTORS

*ONS THANKS THE BOARD FOR THEIR VISION AND GUIDANCE
IN SHAPING THE FUTURE OF ONCOLOGY NURSING AND
REALIZING OUR SHARED MISSION AND VISION.*

LIFETIME SUSTAINING MEMBERS

Abbott Nutrition

Abraxis BioScience

Amgen Inc.

AstraZeneca Pharmaceuticals LP

Baxter Healthcare Corporation

Biogen Idec

Boehringer Ingelheim Pharmaceuticals, Inc.

Bristol-Myers Squibb Company

Celgene Corporation

Centocor Ortho Biotech Products, L.P.

City of Hope

Eisai Inc.

Genentech Inc.

Genomic Health, Inc.

GlaxoSmithKline

Janssen Pharmaceutical Inc.

Lilly USA, LLC

MD Anderson Cancer Center

MedImmune, Inc.

Millennium, The Takeda Oncology Company

Novartis Pharmaceuticals

Corporation

OSI Pharmaceuticals

Pfizer Oncology

Purdue Pharma

Roche Laboratories Inc.

Sanofi-Aventis

Teva Pharmaceuticals

US Oncology



THANK YOU TO THE MORE THAN

39,000

ONCOLOGY NURSES FOR MAKING
ONS YOUR PROFESSIONAL HOME.



SPECIAL THANKS TO THE ONS CORPORATE COUNCIL

AMGEN®

Genentech
A Member of the Roche Group

TESARO™

AstraZeneca



Bristol-Myers Squibb

Pfizer Oncology

Eisai

ONS LEADERSHIP & FINANCIALS

2017–2018 BOARD OF DIRECTORS

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Diane Barber, PhD, APRN, ANP-BC, AOCNP®
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Julie Painter, RN, MSN, OCN®
Director-at-Large (2017–2020) • Indianapolis, IN

Jean Rosiak, DNP, RN, AOCNP®, CBCN®
Director-at-Large (2015–2018) • Waukesha, WI

Maggie Smith, DNP, MSN/Ed, RN, OCN®
Director-at-Large (2017–2020) • Olympia Fields, IL

Joni Watson, MBA, MSN, RN, OCN®
Director-at-Large (2015–2018) • Waco, TX

EX OFFICIO

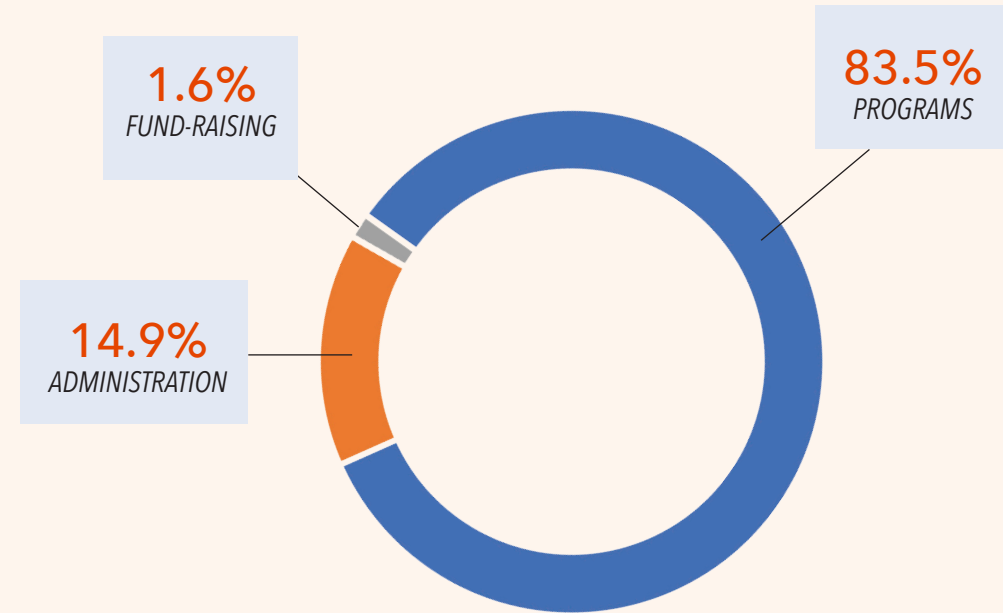
Brenda Nevidjon, RN, MSN, FAAN
ONS Chief Executive Officer

DISCUSSION AND ANALYSIS

ONS generated a 2017 net operating profit of \$1.2 million, demonstrating its standing as a financially stable organization that will meet the members’ needs in future years. ONS continued to look for diversified revenue streams to supplement member dues, while updating and improving current offerings to provide members with the latest information to transform patient care.

In 2017, ONS’s overall operating costs equaled \$26.4 million of which \$22 million was used on member programs. The percentage of expenses spent on member programs equals 83.5%. The administrative and fund-raising expenses make up 16.5% of costs. During 2017, ONS published new books, offered many new educational courses, held numerous think tanks and summits, and continued to grow advocacy efforts for the profession.

FUNCTIONAL EXPENSES



OPERATING REVENUE 2017

Dues.....	\$4,018,891
Contributions, awards, sponsors, and grants.....	\$2,860,172
Registrations.....	\$8,561,990
Exhibits revenue.....	\$3,740,697
Advertising revenue.....	\$3,429,394
Publications sales	\$1,847,198
Management fees.....	\$2,091,259
Other operating revenue.....	\$1,158,848
Total.....	\$27,708,447

OPERATING EXPENSES 2017

Payroll, taxes, and fringe benefits	\$12,120,819
Exhibit expenses	\$1,074,952
Awards, scholarships, and grants	\$26,827
Cost of goods sold	\$245,713
Meetings and travel.....	\$2,007,022
Printing, postage, and freight.....	\$1,012,160
Advertising and marketing.....	\$1,362,605
Legal and accounting	\$76,406
Rent and utilities	\$1,768,924
Publications	\$1,148,418
Services and honoraria.....	\$4,234,600
Other operating expenses.....	\$1,362,958
Total.....	\$26,441,405

OPERATING EXPENSES BY CATEGORY

Programs	\$22,072,934
Administration.....	\$3,941,291
Fund-raising	\$427,180
Total.....	\$26,441,405

excellence

Oncology Nursing Certification Corporation



THE MISSION OF ONCC is to promote health and safety by validating competence and ensuring lifelong learning in oncology nursing and related specialties. ONCC advanced that mission in 2017 by aligning strategic goals with the core values of excellence, agility, and advocacy.

Certification can have a positive impact on nursing practice and patient care. ONCC believes practice can be enhanced further by increasing the number of oncology certified nurses. In 2017, ONCC launched an unprecedented effort to reduce the most common barriers to certification among nurses—cost and a fear of failure—by implementing the ONCC FreeTake program, expanding access to practice tests and providing nurses with resources for lifelong learning.

ONCC FREETAKE

Almost 200 institutions joined the program, which enabled their nurses to apply for a certification test at no cost and take a free retest if the first attempt was unsuccessful. In exchange, the institution provided a minimum of 10 test candidates and paid the test fee for nurses who passed the exam. More than 3,300 nurses applied for certification through the program.

PRACTICE TESTS

ONCC increased access to free practice tests to help nurses reduce test-related anxiety. More than 16,000 free practice tests were taken in 2017, providing nurses with the most accurate examples of ONCC examination items and simulation of the testing experience.



196 Institutional participants

3,315 Test applicants

65% *PASS RATE*

CONTINUING EDUCATION (CE) RESOURCES

A commitment to lifelong learning is a key tenet of certification. To help nurses find CE programs to meet requirements for certification or recertification, ONCC provided lists with more than 75 free CE offerings that could be used to earn more than 100 hours of CE credit.

agility

ONCC RESPONDS QUICKLY AND EFFECTIVELY TO DYNAMIC SITUATIONS THAT IMPACT ONCOLOGY NURSES

Oncology is one of the most dynamic nursing specialties. To ensure ONCC certification examinations keep pace with changes in practice, ONCC regularly conducts comprehensive role delineation studies of oncology nursing practice. In 2017, ONCC completed studies of basic-level oncology nursing, blood and marrow transplant nursing, and breast care nursing practice. The results of these extensive role studies were used to update the test content for the Oncology Certified Nurse (OCN®), Blood and Marrow Transplant Certified Nurse (BMTCN®), and Certified Breast Care Nurse (CBCN®) examinations.

40,000

CERTIFIED NURSES

7,172

TEST APPLICANTS

6,463

RENEWAL APPLICANTS

VOLUNTEERS

150

BOARD OF DIRECTORS,
COMMITTEE, AND TASK
FORCE MEMBERS

705

ONCOLOGY NURSING
CERTIFICATION ADVOCATES



RECOGNITION & SUPPORT

- 5** Certified Nurse of the Year Awards
- 1** Employer of the Year Award
- 150** Roberta Scofield Memorial Certification Awards
- 2** Chapter Certification Awards
- 4** Chapter Grants
- 119** Employer Recognition Plaques
- 1** Research Grant (via ONS Foundation)
- 10** BSN Scholarships (via ONS Foundation)
- 2** Graduate Scholarships (via ONS Foundation)

advocacy

ONCC ADVOCATES ON BEHALF OF THE NURSING PROFESSION AND THE ONCOLOGY SPECIALTY TO ENSURE RESPECT AND RECOGNITION

Respect and recognition for oncology certified nurses begins with an awareness of the value certified nurses bring to the cancer care team. In 2017, ONCC increased its presence at professional conferences and in the online resources frequented by oncology-related physicians and administrators. In addition to direct one-to-one engagement, ONCC secured more than 107,000 digital ad impressions. These efforts helped ONCC educate key stakeholders, encourage greater support and recognition of certified nurses, and elevate the perception of oncology certified nurses.

ONCC LEADERSHIP & FINANCIALS

2017–2018 BOARD OF DIRECTORS

Rebecca O’Shea, APRN, OCN®, AOCNS®, CBCN®
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Vice President • Seattle, WA

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Secretary/Treasurer • Chapel Hill, NC

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Rockport, ME

Lori Williams, PhD, RN, APRN, OCN®, AOCN®
Houston, TX

EX OFFICIO
Brenda Nevidjon, RN, MSN, FAAN
ONS Chief Executive Officer

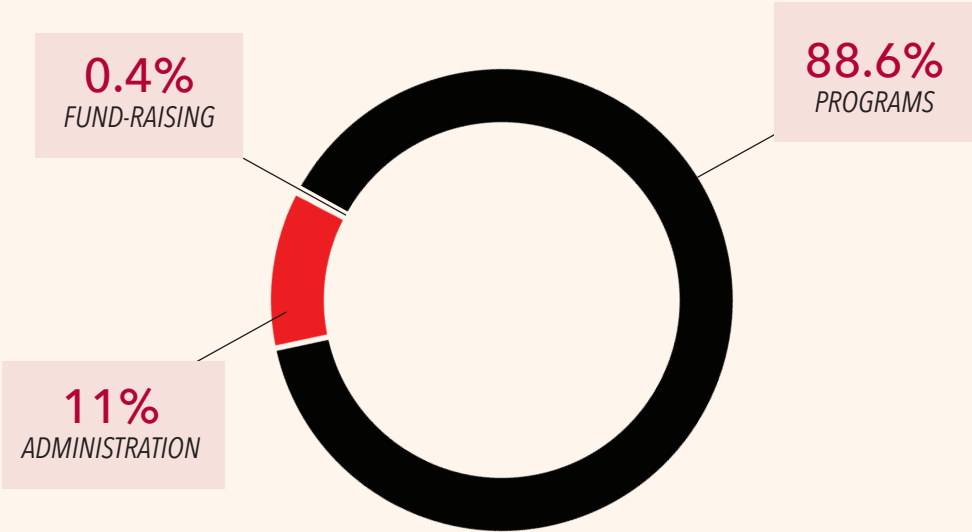
Cyndi Miller Murphy, RN, MSN, CAE, FAAN
ONCC Executive Director

DISCUSSION AND ANALYSIS

ONCC generated \$4.5 million in operating revenue and incurred \$3.9 million in operating expenses to achieve a \$634,000 net operating profit in 2017. Registration revenue increased as the organization launched the ONCC FreeTake Program for institutions to enroll a minimum number of staff in certification programs.

Operating expenses increased \$500,000 from 2016 mostly related to higher personnel and test center costs to process the increasing number of test registrants. Program expenses equaled 89% of total operating expenses, while administration and fund-raising expenses equaled 11%.

FUNCTIONAL EXPENSES



OPERATING REVENUE 2017

Registration fees	\$2,658,198
ONC-PRO renewal fee	\$1,735,377
Practice tests	\$103,679
Contributions	\$20,000
Other operating revenue.....	\$29,700
Total	\$4,546,953

OPERATING EXPENSES 2017

Payroll, taxes, and fringe benefits	\$1,554,149
Meetings and travel	\$492,310
Printing and duplicating	\$65,033
Professional fees.....	\$9,186
General administration	\$304,424
Contributions	\$62,900
Postage and freight	\$ 64,314
Rent and utilities	\$102,990
Contract services	\$1,035,695
Other operating expenses.....	\$222,215
Total	\$3,913,215

OPERATING EXPENSES BY CATEGORY

Programs	\$3,467,561
Administration.....	\$431,270
Fund-raising	\$14,384
Total	\$3,913,215



ONCC SOCIAL MEDIA AND WEBSITE

TWITTER

311,165 impressions

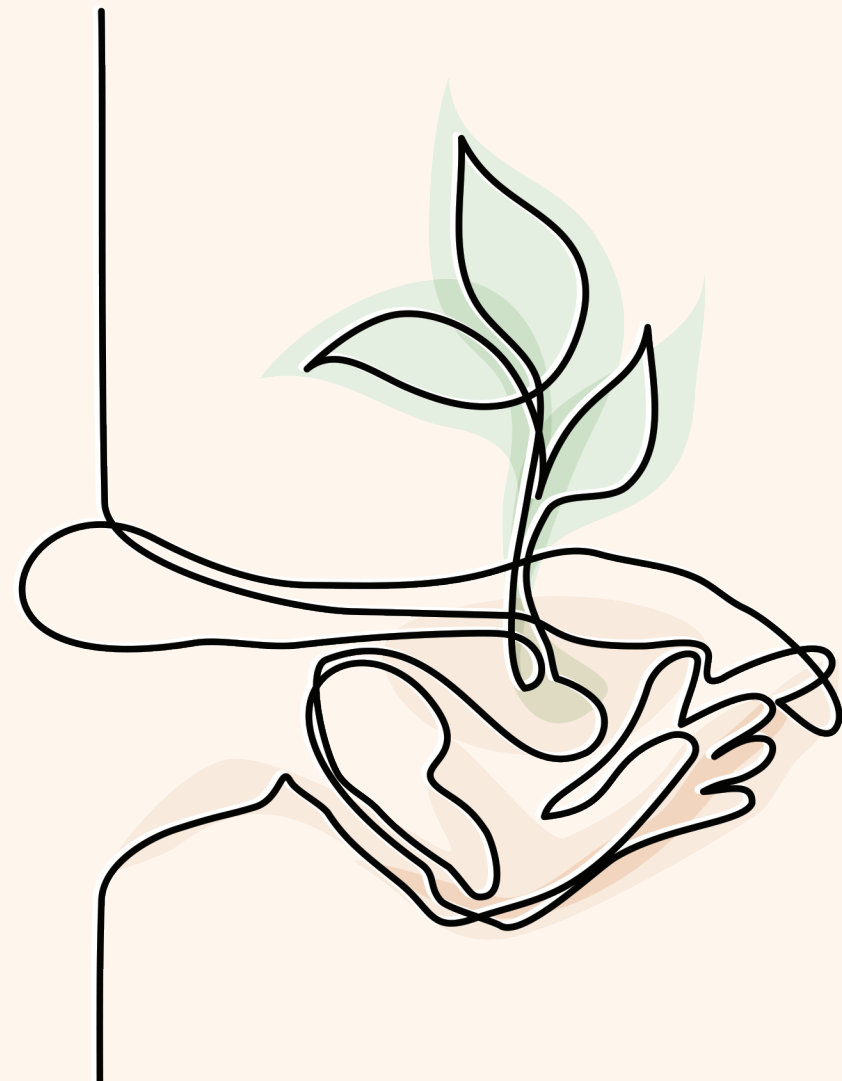
FACEBOOK

4.1 MILLION impressions

ONCC.ORG

1.7 MILLION pages viewed

ONS Foundation



*Our mission is to
support cancer
nursing excellence*

THE ONS FOUNDATION FUNDED

73 ACADEMIC
SCHOLARSHIPS

6 PhD

13 DNP

24 MSN

30 BSN

132

CONGRESS SCHOLARSHIPS

10

RESEARCH GRANTS

2

PROJECTS

10

CAREER DEVELOPMENT
AWARDS

ACADEMIC SCHOLARSHIP



MONICA COOK, RN, OCN®

*"Thank you so much for
awarding me the ONS
Foundation Bachelor's
Scholarship! I am thrilled
to have been chosen.*

*My whole career has been in
oncology, and I cannot imagine anything different.
ONS has influenced my nursing career by keeping me
up to date on the latest developments in oncology.
The ONS Foundation scholarship will help me further
my education to continue to serve and support the
oncology population."*

ONS FOUNDATION LEADERSHIP & FINANCIALS

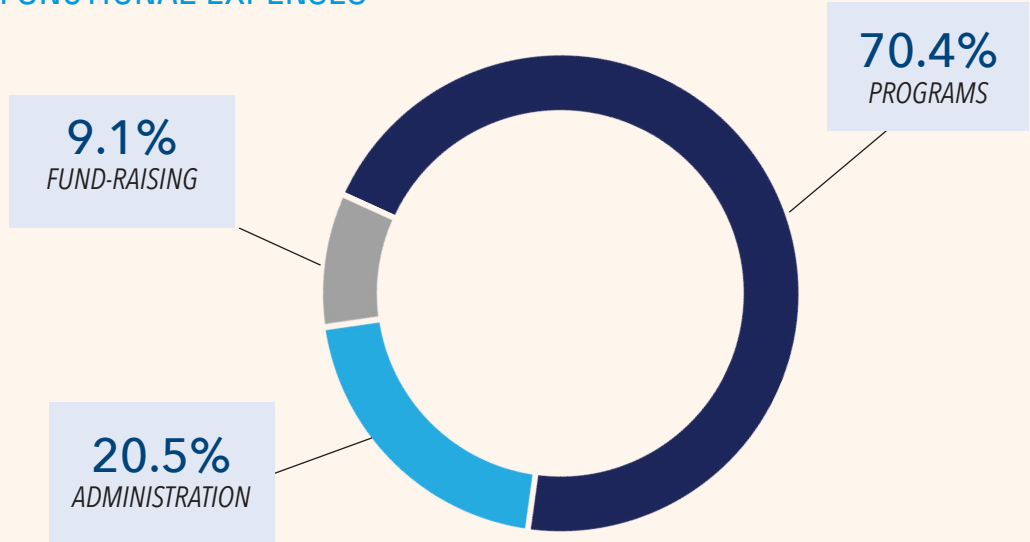
2017–2018 BOARD OF TRUSTEES

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Secretary • Kanas City, MO
- Peter M. Labombarde, CFSC
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Carrboro, NC
- Frances Mauney, RN, BSN, Med
Durham, NC (through 10/2017)
- John J. Poister, Jr.
Sewickley, PA
- Deborah Whalen, RN, BSN, OCN®, CHPN
Quincy, MA
- EX OFFICIO
- Brenda Nevidjon, RN, MSN, FAAN
ONS Chief Executive Officer
- Linda Worrall, RN, MSN
Executive Director

DISCUSSION AND ANALYSIS

For 2017, the ONS Foundation’s operating revenue equaled \$881,000 and operating expenses of \$1.3 million created a \$419,000 operating loss for the year. The operating loss was more than offset by investment gains and the organization generated an overall profit in 2017. Although an operating loss is not ideal, it is derived from two areas that are linked together: endowment spending and Pennsylvania law. By Pennsylvania law, the ONS Foundation must spend 2%–7% of the average endowment earnings (both real and unrealized) from the past three years. The spending amount is regardless of actual revenue raised in the current year. For 2017 and previous years, investment income has been considered non-operating expenses while operating expenses include the endowment spending. This generates a mismatch and therefore an operating loss in 2017. The increase in endowment spending in 2017 enabled the ONS Foundation to provide more nurses with the support they need to obtain academic degrees, attend continuing education conferences, and conduct research.

FUNCTIONAL EXPENSES



OPERATING REVENUE 2017

Registration fees	\$9,762
Contributions–unrestricted.....	\$460,102
Contributions–temporary	\$328,931
Contributions–permanently restricted	\$56
Sponsorships.....	\$5,000
Fund-raising sales	\$58,087
Other operating revenue.....	\$19,012
Total.....	\$880,949

OPERATING EXPENSES 2017

Payroll, taxes, and fringe benefits	\$376,662
Meetings	\$44,428
Awards, scholarships, and grants	\$651,411
Printing, duplicating, postage, and marketing	\$36,024
Rent and utilities	\$55,752
Cost of goods sold	\$19,676
Legal and accounting	\$11,404
General administration	\$42,648
Contract services	\$56,377
Services and honoraria.....	\$36,651
Miscellaneous	\$108
Total.....	\$1,331,141

OPERATING EXPENSES BY CATEGORY

Programs	\$937,008
Administration.....	\$273,369
Fund-raising	\$120,764
Total.....	\$1,331,141

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JENNY PETERSON, RN, BSN, OCN®

“I feel honored to have the ability to be an oncology nurse and am currently working towards becoming a Nurse Practitioner. I

plan to continue to serve oncology patients after I attain the Master of Science in Nursing. It has been a dream of mine for quite some time. This dream is moving forward thanks to the generous award of the Master’s scholarship from the ONS Foundation. As a working mother trying to balance, school, work, and family, this award will help me significantly.”

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COLLEEN MOORE, RN, BSN, APRN

"The ONS Foundation Congress Scholarship has provided me with an amazing opportunity to grow and develop as an oncology nurse. I recently earned my oncology nurse certification and I am thrilled to be able to take my professional passion even further by attending my very first ONS Congress. As a mom and a graduate student, I would have never afforded myself this opportunity and will be forever grateful that my professional nursing organization supported me and my professional growth in such a generous way."

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ANNA GROSS, BSN, RN

"Receiving a conference scholarship through the ONS Foundation will help me to further my career by giving me the tools to expand my knowledge of oncology.

I am excited to use the information gained from the conference to educate my peers and provide exceptional care for my patients and their families. With the help of the ONS Foundation, I will continue to work towards my goal of bettering the lives of those who are fighting for a cure."

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- Gail Mallory, in honor of the following members inducted into the international Sigma Theta Tau 2017 International Nurse Researcher Hall of Fame: Jane Armer, Mei Fu, Susan McMillan, Susan Rawl, and Sheila Ridner and in honor of the following who were inducted into the American Academy of Nursing: Barbara Gobel, Mikaela Olsen, Marilyn Hammer, Janine Overcash, and Kathleen Shannon-Dorcy. In honor of nurses on ONS, ONS Foundation and ONCC staff for oncology nurses month. In memory of Robert Comis MD, Frances Lee-Lin, Linda Eaton's son Lucas, and Ann O'Mara's husband Wayne
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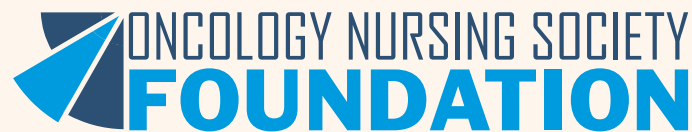
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Leslie McGee
Melissa McKrell
Dan Miller
Cynthia Miller Murphy
Mary Monahan
Brenda Nevidjon
Kara Patrick
Stephanie Perez
Sarah Reagle
Niccole Reichel
Bonny Revo
Diane Scheuring
Will Seader
Diana Steines
Deborah Struth
Sara Stuever
Brian Taylor
Brian Thiel
Jessica Thompson
Bill Tony
Marissa Velez
Julie Vermeulen
Mark Vrabel
Kristin Walsh
Aaron Weckerly
Allyson Wilson
Linda Worrall



125 Enterprise Drive • Pittsburgh, PA 15275
412-859-6100 • help@ons.org