This year has been one of reflection. In 2014, I will step away from full-time employment as chief executive officer (CEO) of ONS. It was not an easy decision, but I look forward to the transition into retirement to spend more time with my family.

During my seven-year tenure as CEO, ONS has made noteworthy strides in improving outcomes in patients with cancer. We’ve accomplished this by advancing the oncology nursing profession and positioning oncology nurses as leaders in care quality and safety.

ONS would not be successful without its members. Whether they’re volunteering at the local or national level, gaining an education through ONS conferences and courses, or spreading quality care through our publications, they are the heart of why ONS is transforming cancer care.

Over the past seven years, ONS has strengthened our influence as the premier organization for nurses caring for patients with cancer. We’ve leapt to the next level by expanding our international presence, developing key educational programs, re-envisioning our national conferences, and keeping in step with technologic advances. In 2014, we modified several core programs that have enormous benefits, including the long-term vitality of our programs and services.

I am particularly proud that in 2013, ONS won the Alfred P. Sloan Award for Excellence in Workplace Effectiveness and Flexibility. ONS achieved the CEO Gold Standard Seal in 2008 and has earned reaccreditation every year since. This would not have been possible without the hard work of dedicated staff.

My heartfelt thanks goes to our members and the staff of ONS for making the past seven years a remarkable professional experience for me. It has been my honor to serve in this role.

Paula T. Rieger
RN, MSN, CAE, FAAN
Chief Executive Officer

Before coming to ONS, Paula T. Rieger, RN, MSN, CAE, FAAN, worked at the University of Texas M.D. Anderson Cancer Center in Houston and the American Society of Clinical Oncology in Alexandria, VA. She has primarily worked in the field of medical oncology with an expertise in the fields of biotherapy and cancer genetics. During her tenure as ONS CEO she has served as chair of the coordinating team for the Nursing Organizations Alliance and earned her Certified Association Executive credential.
As I reflect on the honor of serving as ONS president for the past two years, I am reminded of the platform I set to inspire oncology nurses to believe in the power of their leadership ability. As oncology nurses, we are challenged to lead from the future: to anticipate and embrace the rising tide of change through innovative vision, strategic thinking, and mentoring. As transformational leaders, we use our personal influence to empower others to rise to the challenges facing the healthcare environment today.

In our workplace and within our professional association, change is ever present and dynamic. In 2013, a number of innovative changes at ONS were designed by our members and staff to position the Society as a better, stronger, and sustainable association of the future. Those changes demonstrate our steadfast determination to shape the future of oncology nursing in order to transform cancer care.

To be relevant and sustainable, we must adapt to change. But relevance requires more than adaptation. It takes visionary leaders who are not afraid to take risks to sustain quality. It takes more efficient processes and innovative models of care. It takes oncology nurses in practice, education, and research collaborating with interprofessional colleagues to maintain quality patient outcomes. It takes association governance that has a focused vision for our bold future. Fortunately, all of these initiatives prosper at ONS, a leading voice in oncology nursing since 1976.

We have a new healthcare frontier waiting to be discovered by the next oncology nurse leader. Why not you? How will you practice to the fullest extent of your license, as outlined in the Institutes of Medicine report on the future of nursing? How will you enhance your education or leverage new technology? How will you lend your leadership abilities to ONS, the professional home for oncology nurses?

Thank you again for an extraordinary opportunity to lead an incredible nursing association for the past two years. I have been honored to help so many oncology nurses lead, imagine, inspire, and empower!

Mary Gullatte, PhD, RN, ANP-BC, AOCN®, FAAN, is vice president of patient services and chief nursing officer at Emory University Hospital Midtown in Atlanta, GA. Her clinical nursing background spans the specialties of hematology/oncology and blood and marrow stem cell transplantation. She has experience in solid organ transplantation and general medical surgical nursing.
ONS Strategic Sponsors

ONS would like to thank our Strategic Sponsors for their support of ONS.

Committed to oncology nurses.
Committed to patients.
There are more milestones to meet for patients with cancer. At ONS, our mission is to ensure that oncology nurses are behind each and every one of them. With our members in mind, we re-envisioned several core programs in 2013 that will strengthen oncology nurses, and in doing so, strengthen the Society. Each of our changes is a step forward in membership and education, sustaining and expanding our critical programs in the years ahead.

**ONS CHEMOTHERAPY AND BIOThERAPy COURSE TRANSITIONS TO ONLINE COURSE AND CERTIFICATE PROGRAM**

In response to member and customer feedback, ONS evaluated the ONS Chemotherapy/Biotherapy Course and made significant changes to its format, which took effect January 1, 2014. The two-day, in-person chemotherapy course was replaced by an interactive and comprehensive online course, expanding chemotherapy education to oncology nurses in all locations. In addition to offering an ONS provider card and a continuing nursing education certificate, the course now includes a certificate of added qualification. The new ONS/ONCC Chemotherapy Biotherapy Certificate Course is a collaborative effort with the Oncology Nursing Certification Corporation, which develops and evaluates the post-tests for the program.

The new format will continue to educate nurses in the latest chemotherapy and biotherapy information, but to a much greater degree: it allows them to complete their learning over a longer period of time and at their own pace. Given the complexity and depth of chemotherapy education, we are confident that this change will more thoroughly educate and prepare our members. Changing the two-day program to an online-only course allows ONS to offer a self-paced, assessment-based certificate program on a flexible learning schedule that provides peer-to-peer interaction, a high degree of learning, and a focus on safe practices.

The transition is a competitive move for ONS, allowing us to offer affordable and user-friendly access to our educational programming. As time, travel, and cost remain challenges for oncology nurses, our commitments extend to our addition of key learning opportunities to the ONS/ONCC Chemotherapy Biotherapy Certificate Course, including simulated and real-time learning for nurses practicing at all levels.

**INTERNATIONAL REACH**

<table>
<thead>
<tr>
<th>Country</th>
<th>Courses</th>
<th>Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>1</td>
<td>32</td>
</tr>
<tr>
<td>Jamaica</td>
<td>1</td>
<td>26</td>
</tr>
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<td>Philippines</td>
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<td>21</td>
</tr>
<tr>
<td>South Korea</td>
<td>5</td>
<td>165</td>
</tr>
<tr>
<td>UAE</td>
<td>7</td>
<td>58</td>
</tr>
<tr>
<td>TOTAL</td>
<td>20</td>
<td>412</td>
</tr>
</tbody>
</table>

In 2013, 1,567 chemotherapy biotherapy courses were offered that provided education to 19,161 nurses.
In past years, ONS has held our internationally regarded annual Congress as well as a variety of smaller national conferences, including the former Institutes of Learning, Advanced Practice Nursing Conference, Connections: Advancing Care Through Science, and the National Conference on Cancer Nursing Research. In order to focus resources on a singular event that provides greater membership engagement, ONS decided in 2013 to hold one unifying national conference through its trusted platform, the annual Congress, which will begin transitioning to its new format.

By delivering content that appeals to all levels and specialties, the conference will unite our membership in practice, education, and research, helping them to translate science to patient care.

ONS.org unveiled a fresh new look in 2013. While work continues to build the new website from the ground up, several improvements were introduced.

• The new ONS profile account allows members to access a brand-new control panel to manage all of their ONS account information and demographics.
• Books can be purchased directly from the website.
• Nurses can join and renew their membership.

The ONS website is now available on any device—desktop, laptop, tablet, or smartphone.
When members talk, ONS listens. In 2013, we enacted the universal chapter membership model, which automatically includes local chapter membership as part of our members’ regular dues. This simple change is a huge boost in access to local networking and education opportunities.

We also introduced the early-career professional membership category, encouraging new oncology nurses to join a supportive ONS community. Early-career professional members, defined as qualifying individuals who have held their RN degree for five years or less, pay dues that are lower than regular members but higher than student dues. This makes a professional membership more affordable for those who are just beginning their nursing careers, who can especially benefit from ONS resources.

ONS members, many of whom pay their dues out of pocket, continue to indicate that membership holds a high value for them. Year-end 2013 membership stood at 36,247 members, continuing our 84% member retention rate, which is above the industry average. Membership in ONS special interest groups increased 2% from 2012.
ONS Introduces New Courses and Competencies

Oncology nurse navigators look to ONS as their professional organization to clearly define the role and to help with program development,” said Lori McMullen, MSN, RN, OCN®, team lead for the Oncology Nurse Navigator Core Competency Project and oncology nurse navigator at University Medical Center of Princeton in Plainsboro, NJ. “The core competencies provide oncology nurse navigators with foundational tools to grow and develop strong navigation programs, which translates into improved quality of cancer care for patients and caregivers.”

ONCOLOGY NURSE NAVIGATOR CORE COMPETENCIES
Core competencies for oncology nurse navigators and a clear definition of the role were identified as a gap in the profession. To fill this gap, ONS gathered a team of oncology nurse navigators and conducted an extensive literature review, rigorous field review, and an expert review. In 2013, we released the Oncology Nurse Navigator Core Competencies, a compilation of 40 competencies divided into four categories: education, professionalism, coordination of care, and communication. Also included are an oncology nurse navigator practice framework and a clear definition of what an oncology nurse navigator does.

POST-MASTER’S FOUNDATION IN CANCER CARE FOR THE ADVANCED PRACTICE PROVIDER
Many advanced practice nurses who are just entering oncology are concerned about building their new knowledge and skills base. The ONS Post-Master’s Foundation in Cancer Care for the Advanced Practice Provider was launched in 2013 to help nurse practitioners, physician assistants, and clinical nurse specialists who are new to oncology to confidently and safely care for patients with cancer. This self-paced online course uses a variety of resources, including clinical guidelines and interactive learning activities, to provide students with essential evidence-based content.

EDUCATOR RESOURCE CENTER
With cancer survivorship as well as the incidence of cancer growing rapidly, nurses and nursing students must be aware of the critical elements of cancer care. That’s why ONS continued to expand the Educator Resource Center (ERC) in 2013, which helps staff educators and nursing professors prepare others to care for patients with or at risk for cancer. The ERC provides a wide variety of teaching tools, learner assessments, and instructor resources that can be integrated into existing curricula or used to develop new educational activities. With an annual subscription, educators can spend more time teaching and less time searching for instructional materials.
We are tireless in our pursuit of quality education for oncology nurses. In 2013, we established several footholds where needs were present, including core competencies for nurse navigators and new education programs that support those entering oncology nursing.

**ANCC HONORS ONS WITH ACCREDITATION WITH DISTINCTION**

ONS was awarded accreditation with distinction as a provider of continuing nursing education, the highest recognition awarded by the American Nurses Credentialing Center’s (ANCC’s) accreditation program. ANCC reviews organizations that both provide education to nurses and approve continuing education contact hours for nurses. Demonstrating our commitment to strengthening the oncology nursing profession through education, ONS has been accredited as a provider and approver since 1988.

Evaluations from those who’ve taken the Post-Master’s course indicate that it is really making a difference in providing new oncology practitioners the education they need that also directly improves the quality of care,” said Heather Mackey, ONS project manager.

I use The Educator Resource Center extensively to teach students and nurses and am taking some of that content to add to my courses. I like the diversity of the materials: PowerPoint presentations, case scenarios, quizzes, fast fact sheets, and journal articles,” said Paula Muehlbauer, RN, MSN, AOCNS®, clinical nurse specialist at VA San Diego Healthcare System.
International Outreach Grows

In Chile. ONS expanded its international reach by conducting clinical sessions and a leadership preconference session at the inaugural International Oncology Nursing Conference, which was part of a larger interdisciplinary gastro-oncology conference. Separately, ONS joined the American Society of Clinical Oncology (ASCO), the National Cancer Institute, and Latin American organizations Grupo Oncológico Cooperativo Chileno de Investigación and the Federación de Sociedades Latinoamericanas de Cáncerología to support the role of the nurse in clinical trials research as part of the International Clinical Trials Workshop.

In Bolivia. We partnered with ASCO to support the integration of nursing education in clinical cancer care as part of the Multidisciplinary Cancer Management Course.

In Germany. ONS education and resources gained exposure among a global multidisciplinary audience at the Multidisciplinary Association of Supportive Cancer Care annual conference in Berlin.

In the Sultanate of Oman. ONS conducted its second advanced palliative care course for community nurses, designed to be a sustainable model for palliative care training that can be adapted for other nurses in the region.

In the United Arab Emirates. ONS coordinated an oncology nursing track on chemotherapy and biotherapy at the interdisciplinary UAE Cancer Congress in Dubai and conducted a nursing session on using research to implement evidence-based practice at the Emirates Oncology Conference in Abu Dhabi. This strategically positioned nursing education and ONS in a critical world region.

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Expanding Our Basis
OF RESEARCH AND QUALITY

AHRQ GRANTS FUNDING TO ONS STUDY
ONS received a three-year grant from the Agency for Healthcare Research and Quality (AHRQ) to develop innovative digital communication methods that disseminate research findings to healthcare providers. In year one, phase I participants completed a caregiver strain and burden survey and some participants in phase I of the project received targeted email messages with case studies and links to ONS Putting Evidence Into Practice (PEP®) Caregiver Strain and Burden interventions. Funding for year two activities was received late in 2013.

PEP AND CONTINUED QUALITY IMPROVEMENT INITIATIVES
At year-end, PEP resources summarized more than 1,700 studies and provided evidence for 466 discrete interventions. We continued to actively partner with our members and healthcare organizations to increase PEP’s impact. Reports from the AHRQ’s National Guideline Clearinghouse indicate that PEP resource areas were visited more than 60,000 times from August 2012 through mid-July 2013. We also transitioned the resources into a new format on the ONS website, allowing members to quickly search for interventions and topic areas. The PEP program has continued to provide a mechanism for members to be engaged in the organization and in evidence-based activities, with more than 150 volunteer members involved from across the United States and Pakistan, Spain, Israel, Saudi Arabia, and South Korea.

In 2013, ONS members and staff participated with representatives from ASCO, the American College of Surgeons, the American Society of Radiation Oncology, and others to develop high-priority quality measures in the areas of performance and functional status assessment, multi-symptom assessment, and coordination of care. We also participated in a workgroup convened by the American Nurses Association to identify cross-cutting topic areas for quality measures in the ambulatory nursing care area.
Advocating for
ONCOLOGY NURSES AND THEIR PATIENTS

HEALTH POLICY EFFORTS TAKE ROOT IN THE CAPITOL AND BEYOND

During the ONS 38th Annual Congress in Washington, DC, ONS arranged for more than 100 members to meet their Congressional representatives. The Hill Day event began with a keynote address by the National Institutes of Health’s (NIH’s) National Institute for Nursing Research’s director, Dr. Patricia Grady. Grady discussed the latest evidence-based research funding and the role of nurses in health care. Her keynote was followed by a private tour of the U.S. Food and Drug Administration (FDA) and the NIH Clinical Center. This energizing meeting concluded with a panel discussion on the nursing role in shaping public policy, led by expert government officials and four ONS members who work for federal agencies.

“The experience left an indelible mark on the importance of advocacy, that now many chapter leaders are working to set similar meetings in their home districts with those same representatives, raising important issues about nursing, cancer, and health care,” said Alec Stone, MA, MPA, ONS health policy director.

At the grassroots level, ONS reached more than 1,000 members through presentations, chapter meetings, and annual conferences. Members are eager to join programs that connect them to decision-makers who they can educate on the importance of oncology nursing.

The Society’s signature legislation on symptom management education was advanced with rare bipartisan support, and more ONS members were nominated to federal agency health advisory boards than in previous years. Our expertise on patient care, education, and workforce issues continues to be sought by the FDA, NIH, Health Resources and Services Administration, and the Centers for Medicare and Medicaid Services.

Strengthening
MEMBER COMMUNICATIONS AND PUBLICATIONS

ONS CONNECT REVITALIZES PRINT AND DIGITAL INFLUENCE

In 2013, ONS introduced a new, mobile-friendly ONS Connect website with more frequent online articles and updates, while transitioning the print magazine to a robust quarterly issue. The new site reaches twice the monthly audience of the old site. To help our readers keep abreast of clinical changes and oncology nursing news, a new corresponding weekly e-newsletter links them exclusively to oncology nursing news and information in ONS Connect.

As part of the magazine’s strategic repositioning, ONS integrated the formerly distinct RE:Connect, Traveling Companions, and Capitol Connection blogs into the cohesive ONS blog, providing a stream of daily, fresh content for readers in one centralized, searchable location.

The ONS blog is the most popular destination on the ONS Connect website, with 68% of all content views.
The Oncology Nursing Forum (ONF) celebrated its 40th anniversary in 2013 by featuring a retrospective column called “In the Stacks” about how cancer care has changed since the journal’s beginnings, and a new column called “Genetics & Genomics” made its debut. In addition, ONF revamped its long-standing “Oncology Update” column to the new, single topic–focused “Update On” column, a direct application of reader feedback. ONF also began accepting integrative and systematic reviews, providing readers with highly valued, immediately applicable research. It consistently ranks among the top two in impact factor among nursing journals as rated by Thomson Reuters.

ONF and the Clinical Journal of Oncology Nursing increased their presence outside the printed page, creating dedicated Facebook groups that give readers new ways to interact with the journals. These groups will allow the journals to capitalize on reader interests and experience by developing a community and creating an open forum for communication.

ONS Books Released for the iPad

As readers’ needs change, so do ONS publications. Four interactive versions of ONS clinical texts were released for the iPad in 2013, incorporating video and other enhanced features to broaden the educational experience.

- Hematologic Malignancies in Adults
- Safe Handling of Hazardous Drugs (Second Edition)
- Cancer Basics

All Hygeia Media books were made available as e-books for use on the Nook, Kindle, and other popular e-readers.
Parents of adult children want to be included and helpful, yet often do not know what to do or how to behave. This well written and well referenced book will enable parents to shift from their own perspective to that of their adult children.” — American Journal of Nursing, January 2014, Vol. 114, No. 1

**Books Published in 2013**

- *In the Shadows: How to Help Your Seriously Ill Adult Child*
  - Authored by Patricia Beach and Beth White
  - APEX Award of Excellence in the Books and E-Books Category
  - First place, *American Journal of Nursing* Book of the Year Award in the Consumer Health Category

- *Caring for the Older Adult With Cancer in the Ambulatory Setting*
  - Edited by Lorraine K. McEvoy and Diane G. Cope
  - Honorable Mention, 2013 American Medical Writers Association Medical Book Awards in the Non-Physician Healthcare Professionals Category

- *Cardiac Complications of Cancer Therapy*

- *Site-Specific Cancer Series: Pancreatic and Hepatobiliary Cancers*

- *Cancer Pain Management Scenarios*

- *Putting Evidence Into Practice: Improving Oncology Patient Outcomes—Prevention of Infection*

- *Statement on the Scope and Standards of Oncology Nursing Practice: Generalist and Advanced Practice*

- *Hematologic Malignancies in Adults*

- *This Should Not Be Happening: Young Adults With Cancer*
MANAGEMENT’S DISCUSSION AND ANALYSIS

ONS generated a 2013 net operating profit of $1,400,500, demonstrating our standing as a financially stable organization that will be able to meet members’ needs for years to come.

We continued to look for new revenue streams to supplement member dues while also focusing on improving current member offerings and creating new products and services that benefit our members.

In 2013, ONS continued the trend of reducing our overall costs while maintaining the percentage spent on member programs at 87%. Our administrative expenses remained constant at 11%. The remaining 2% of expenses were incurred to generate contributions.

ONS Leadership

2013–2014 BOARD OF DIRECTORS

Mary Gullatte, PhD, RN, ANP, BC, AOCN®, FAAN, President
Margaret Barton-Burke, PhD, RN, FAAN, President-Elect
Tracy Gosselin, PhD, RN, AOCN®, Treasurer
Marlon Garzo Saria, MSN, RN, AOCNS®, Secretary
Barbara Biedrzycki, PhD, CRNP, AOCNP®, Director-at-Large
Anne M. Ireland, MSN, RN, AOCN®, CENP, Director-at-Large
Susie Newton, RN, MS, AOCN®, AOCNS®, Director-at-Large
Vicki Norton, MHA, RN, OCN®, Director-at-Large
Deborah Walker, DNP, CRNP, AOCN®, Director-at-Large
Lori Williams, PhD, RN, OCN®, AOCN®, Director-at-Large

ONS OPERATING REVENUE 2013

Dues................................................................. $3,452,124
Contributions, awards, sponsor, and grants ........... $2,129,508
Registrations...................................................... $6,386,892
Exhibits revenue................................................ $2,610,466
Advertising revenue......................................... $2,182,601
Publication sales............................................... $1,516,595
Management fees.............................................. $2,455,701
Other operating revenue.................................... $908,243
Total................................................................. $21,642,130

ONS OPERATING EXPENSES 2013

Payroll, taxes, and fringes ................................... $10,273,225
Exhibit expense................................................ $399,528
Awards, scholarships, and grants ....................... $33,747
Cost of goods sold............................................ $449,069
Meeting and travel............................................ $1,717,539
Printing, postage, and freight........................... $722,653
Advertising and marketing............................... $1,281,226
Legal and accounting...................................... $63,181
Rent and utilities............................................. $1,358,177
Publications..................................................... $805,849
Services and honoraria.................................... $2,157,331
Other operating expenses................................. $980,161
Total................................................................. $20,241,685

ONS OPERATING EXPENSES

Programs........................................................ $17,632,244
Administration................................................. $2,352,218
Fund-raising.................................................... $257,223
Total................................................................. $20,241,685
The Oncology Nursing Certification Corporation (ONCC) introduced a new assessment-based method for nurses renewing their oncology certification in 2016 and beyond. In 2013, ONCC launched the Individual Learning Needs Assessment (ILNA) method of renewal. More than 2,700 nurses who recertified in 2012 and 2013 took assessments to determine the content areas in which they need to earn professional development points for their next renewal.

The new method ensures that oncology certified nurses are maintaining the breadth of knowledge across all content areas as indicated by their credential. Points are only required in the areas where a knowledge gap is identified according to the assessment results, reducing the total number of points required for most nurses to recertify.

ONCC also introduced LearningBuilder, an online certification management tool. LearningBuilder allows nurses to access their personalized learning plan, consisting of the content areas and number of points required for their certification renewal. Certified nurses can use this tool to track their professional development and submit the points for renewal. More than 1,700 nurses accessed their learning plans and began using LearningBuilder in 2013. Looking forward, ONCC will introduce additional functionality of LearningBuilder. The tool has the ability to link to specific continuing education opportunities in a nurse’s required content areas and alert them when a new program becomes available.

REGISTRATION OPENS FOR BLOOD AND MARROW TRANSPLANTATION CERTIFICATION

Blood and Marrow Transplantation Certified Nurse (BMTCN™) registration opened in the fall of 2013. Expectations were exceeded, with more than 350 applications received for the inaugural testing window. The examination covers allogeneic and autologous BMT for pediatric and adult populations. Testing began in February 2014.
MANAGEMENT’S DISCUSSION AND ANALYSIS
ONCC generated $3,470,000 in operating revenue and incurred $2,882,000 in operating expenses to achieve $588,500 in net operating profit in 2013. This compares favorably to its 2012 net operating profit of $565,000. Operating expenses increased $400,000 from 2013, mostly related to higher testing expenses. Program expenses equaled 89% of total operating expenses, while administration and fund-raising expenses equaled 11%.

ONCC Leadership
2013–2014 BOARD OF DIRECTORS

Susan Bruce, RN, MSN, OCN®, President
Lauri Linder, PhD, APRN, CPON®, Vice-President
Kathy Riley, BS, Secretary/Treasurer and Public Member
Barbara A. Biedrzycki, PhD, CRNP, AOCNP®, ONS Board Liaison
Lucy Hertel, RN, BSN, OCN®, Director
Becky O’Shea, RN, MS, OCN®, AOCNS®, CBCN®, Director
Mary Beth Singer, MS, ANP-BC, AOCN®, Director
Michael Smart, RN, BSN, OCN®, Director
Melody Watral, MSN, RN, CPNP, CPON®, APHON Board Liaison

EX-OFFICIO
Mary Guillatte, PhD, RN, ANP, BC, AOCN®, FAAN
ONS President

ONS CHIEF EXECUTIVE OFFICER
Paula Trahan Rieger, RN, MSN, CAE, FAAN

EXECUTIVE DIRECTOR
Cynthia Miller Murphy, RN, MSN, CAE

Operating Revenue 2013
Registration fees ........................................... $1,946,059
ONC-PRO renewal fee ...................................... $1,442,126
Practice Tests .............................................. $59,035
Contributions ............................................. $5,000
Other revenue ............................................ $18,092
Total ........................................................ $3,470,312

Operating Expenses 2013
Payroll, taxes, and fringes ................................ $882,216
Meeting and travel ........................................ $318,275
Printing and duplicating ............................... $55,909
Professional fees ......................................... $9,651
General administration ................................ $200,377
Contributions ............................................. $74,000
Postage and freight ...................................... $57,665
Rent and utilities ......................................... $79,739
Contract service ......................................... $967,092
Other ..................................................... $236,911
Total ........................................................ $2,881,834

Operating Expenses
Programs .................................................... $2,571,411
Administration .......................................... $298,940
Fund-raising ............................................... $11,483
Total ........................................................ $2,881,834
ONS:Edge

ONS:Edge is a specialized advisory firm providing marketing communications strategy and execution for the pharmaceutical industry. Its purpose is the transfer of cancer knowledge to oncology nurses to improve patient outcomes. Its strategic advantage is its unparalleled access to key opinion leaders, more than 35,000 members of ONS, and more than 100,000 practicing nurses in the ONS database, whose commitment to evidence-based practice and excellence in patient care puts them at the forefront of the oncology industry.

ONS:Edge offers the following services to pharmaceutical, medical device, specialty pharmacy, and other companies:

• Live events, including ancillary events and product theaters at national conventions, regional dinner series, and web programs
• On-demand resources, including web presentations and materials, downloadable resources, and advertising
• Market research, including advisory boards, surveys, and focus groups
• Market support, including advertising, brochures, nursing tools, white papers, and email campaigns.

In 2013, ONS:Edge produced a record number of successful ONS Congress events, with nine ancillary events and theaters that reached more than 1,700 nurses. At the Connections conference, 30% of all conference attendees came to its dinner program, and both theaters were at standing room only capacity. Over the course of the year, ONS:Edge held 95 local and regional dinner programs that were attended by more than 2,300 healthcare professionals.

ONS:Edge updated its white paper on personalizing treatment for non-small cell lung cancer in 2013. It also conducted a survey on oncology nurse management of chemotherapy-induced nausea and vomiting and used the results to produce a white paper on the granisetron transdermal patch, SANCUSO®. Other in-house surveys were conducted at Congress, Leadership Weekend, and Connections. Surveys gathered member input on ONS:Edge programs, the need for oncology nursing resources, adherence to oral therapies, and reimbursement issues. The results are available at www.onsedge.com.

ONS:Edge greatly enhanced its institutional strength in 2013, notably by appointing a new executive director in July. It created the ONS:Edge Oncology Nurse Expert Panel, a group of 26 outstanding thought leaders who work with ONS:Edge clients on specific projects and advise the firm on key issues in oncology nursing. It conducted a website review and revision that has improved the site’s accessibility and visibility and now accepts advertising. It also initiated a genuine social media presence and partnered with Mobile Health Library to set up a new oncology nurse resource app for mobile devices.

For 2013, ONS:Edge donated $2,000 toward ONS Foundation Congress scholarships. An additional $500 was also donated to the ONS Foundation for reaching the goal of ancillary event participation during the Connections conference.
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Steve Shangold

Operating Revenue 2013

Sales .......................................................... $2,823,239
Total .......................................................... $2,823,239

Operating Expenses

Payroll, taxes and fringes .................................. $877,125
General administrative .................................. $86,666
Printing .................................................. $52,720
Postage, freight, and mail house ...................... $30,229
Administrative access fees ............................. $367,500
Exhibit, advertising, and marketing .................. $110,333
Legal and accounting ................................. $10,063
Contributions ........................................... $5,000
Meetings ................................................ $537,991
Rent and utilities ........................................ $102,189
Staff services ........................................... $58,934
Service and honoraria ................................ $309,780
Other ..................................................... $93,760
Total .......................................................... $2,642,290

MANAGEMENT’S DISCUSSION AND ANALYSIS
Organizational changes made in 2012 led to a financial turn-around in 2013. The company’s $604,000 operating loss in 2012 converted to an operating profit of $181,000 in 2013. Cost-cutting reduced the operating expenses by $950,000. After factoring in taxes and other non-operating activity, ONS:Edge earned an overall net profit of $99,000 in 2013 compared to a $334,000 loss in 2012. The organization’s financial future looks healthy.
In 2013, the ONS Foundation funded two major grants focusing on adherence to oral cancer therapies. It was pleased to fund studies that will provide oncology nurses with essential resources to ensure that their patients are taking medications as prescribed.

Recognizing the need to disseminate nursing research outcomes and to better understand the educational needs of nurse researchers, the ONS Foundation Board of Trustees approved funding for a research think tank in 2013. The think tank, scheduled for March 2014, will bring together senior, mid-level, and junior nurse scientists to discuss the best ways to share scientific results and the educational needs of scientists. Ultimately, the ONS Foundation would like to provide more educational opportunities for oncology nurse scientists to share and disseminate their research findings to oncology nurses in direct care.

The ONS Foundation played a key role in continuing education and research by funding travel scholarships to the ONS 38th Annual Congress and Connections:

Advancing Care Through Science. Through this support, oncology nurses were able to build on their education and career goals by traveling to ONS conferences. At Connections, the Foundation provided the “Building Your Future in Oncology Nursing Science” educational session, during which the ONS distinguished nurse researchers discussed changes in research methods, the research funding environment, and their impact on research career development, including overcoming challenges to research in different practice settings.

The ONS Foundation is committed to meeting the academic needs of oncology nurses by awarding scholarships for undergraduate through advanced degrees as well as leadership development opportunities. Through these awards, grants, and scholarships, the ONS Foundation recognizes nurses who are dedicated to caring for patients with cancer and improving the quality of cancer care.

In 2013, the ONS Foundation enjoyed a record year for its popular Passport to Care Program among Congress and Connections exhibitors, dramatically increasing the number of participants and revenue.
MANAGEMENT’S DISCUSSION AND ANALYSIS

In 2013, operating revenue totaled $674,000, which was a $384,000 decrease from 2012 levels due to the end of a multi-year grant. By reducing operating expenses to $1,113,000, the ONS Foundation incurred a $439,000 operating loss. All types of contribution revenues were lower compared to 2012. During the year, the ONS Foundation cut operating costs when compared to the prior year by $170,000.

In 2013, the ONS Foundation spent 67% of its operating expenses on programs and 33% on administration (9%) and fund-raising (24%). The level of fund-raising costs remained consistent on a dollar basis, but because of the lower overall operating costs, the percentage increased from 21% to 24%.

Investment gains helped non-operating activities, providing the ONS Foundation with net revenue of $1,476,000. After combining the non-operating gains to the operating activity, the ONS Foundation generated an overall net profit of $1,038,000 in 2013. The investment gains have strengthened the ONS Foundation’s endowment, which will allow for increasing funding, benefitting oncology nurses in the future.

ONS Foundation Leadership

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The ONS Foundation would like to thank its generous donors for their contributions throughout 2013. We are proud to present the following lists of individual, corporate, foundation, ONS Chapter, and organizational donors who advanced the mission of the ONS Foundation during 2013.

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The ONS Foundation Donor Circle is a committed group of individual ONS Foundation donors who help to support oncology nursing by making a cumulative annual gift(s) totaling $100 or more to the ONS Foundation in a calendar year.

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- Marybeth Singer
- Cynthia Smith Idell

"Receiving a Nursing Research Grant through the ONS Foundation provided me with a chance to develop my personal research career, a platform to promote the international collaboration among our research teams, and a bridge to connect my future further global studies across multiple cultures and countries for the better care of patients with cancer."

*Changrong Yuan, PhD, RN*
*Professor, School of Nursing*
*Second Military Medical University*
Receiving a Research Doctoral Scholarship through the ONS Foundation is such an honor! This award provided me with the opportunity to further enhance my research in pediatric bone marrow transplant adherence and begin a program of research that will hopefully persist through my whole career. Thank you, ONS Foundation!

M. Skeens, RN, MS, PNP
PhD student, Vanderbilt University
Nashville, TN
A. Franco, RN, BSN, CPHON®
Oregon Health and Science University
Doernbecher Children’s Hospital
Portland, OR

“Receiving a Josh Gottheil Memorial Bone Marrow Transplant Career Development Award through the ONS Foundation provided me with the opportunity to attend a conference where I received continued education in my specialty area of bone marrow transplant. This award allowed me to attend the primary, annual, international bone marrow transplant conference that is attended by the top bone marrow transplant specialists in the field and is where we learn the latest research and treatment to help transplant patients and families. I am very grateful for this award as it covered the costs of travel and attendance at the conference and allowed me to bring back up-to-date clinically applicable information to my practice, colleagues, and patients/families. Thank you to the Josh Gottheil Memorial Fund for supporting nursing education, which helps us provide the best care possible to our patients and families.”

A. Banavage, MSN, RN, OCN®
University of Virginia Medical Center
Charlottesville, VA

“Receiving a Cancer Public Education Project Grant through the ONS Foundation provided me the opportunity to increase public awareness about skin cancer prevention and the dangers of over-exposure to sunlight/UV radiation as well as increase sun-protective knowledge, attitudes, and intentions. I’m honored to be a recipient of an ONS Foundation grant, and I’m certain that the program developed will have a positive impact on the community.”
2013 Tributes

Heather Amos-Yeo in memory of Janice Adele Yeo
Ian Anderson in honor of Rosemary C. Ford
AtlantiCare Regional Medical Center in memory of Elizabeth Logan-Fields - The Cancer Care Institute Family
Kate Bailey in memory of Walt Levering
Sara Bailey in honor of Warren Bailey
Mary Baker in honor of Danielle Allen and Kathy Childers
Judith Balboni in honor of the heroes of the Boston Marathon – Police, Fire, EMT personnel, nurses, MDs, volunteers and everyday citizens – BostonStrong
Diane Barber in honor of Andre Barber
Jason Barbieri in memory of Robert Barbieri
Karen Beatty in memory of Elizabeth Fields
Anne Belcher in honor of the ONS Foundation Board and Wayne Langford
Margaret Bellerjeau in memory of Margo Pfeifer
Donna Berry in honor of Meghan Underhill, Shannon Harrington, Pinky Budhrani, and Virginia Le Baron
Katherine Blanchette in memory of Dennis V. Blanchette
Kathleen Bond in honor of the nurses on the 3rd Floor of Seidman Cancer Center
Gladys Boyd in honor of Helen Cook
Deborah Boyle in memory of Ceira Boyle, Jerry Boyle, Joseph Welch, and Rose Mary Carroll-Johnson
Deborah Braccia in honor of Roberta Strohl
Jean Brown in honor of Dr. Amy Hoffman
Susan Bruce in memory of Elizabeth Fields
Jennifer Brunelle in memory of Jeannie Cassidy
Patricia Buchsel in honor of Thelma Schorr
Susan Bushman in memory of Donna Goho
Carolyn Cagle in honor of Dr. Jo Nell Wells
Carlin Callaway in honor of Jen Tschanz
Lorraine Campbell in memory of Regina Dougherty
Mary Ellen Carano in memory of George Lemke
Cheryl Casella-Rymer in memory of Reggie Dougherty
Carle Cancer Center Staff and Physicians in honor of Mary Collins retirement
Frances Cecere in memory of Matthew Grappone
Bonnie Cleverenger in honor of Misha Williams
Kristie Coda in memory of William J. Dewey
Columbus Chapter of ONS in honor of Craig Byrum for his outstanding service to the ONS Foundation

Patricia Connelly in memory of Margaret K. Connelly
Marilyn Conner in memory of Floyd and Dorothy Meyer's
Rebecca Crane-Oka in memory of Ceira Boyle, Molly Loney, and Rose Mary Carroll-Johnson
Carrie Daly in memory of Sandy Purl and Laurel Barber
Georgia Decker in memory of Donald E. Uren
Distinct Home Health Care LLC in honor of Joseph Tariman
Ardith Doorenbos in honor of Barb Given and Donna Berry
Shannon Dunlop in memory of Dustin Wunderlich
Daniel and Amy Dziemian in memory of Elizabeth Fields
Mark Earle on tribute to Julie M. Earle
Jean Ellsworth-Wolk on memory of Molly Loney
Constance Engeling on honor of Carmel Sauerland, Monica Fradkin, and Maureen Major-Campos
Rose Ermete in memory of Sr. Rose Bernadette VanOoteghem
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Regina Fink in memory of Ceira Boyle
Susan Fisher in honor of Barbara DeVito Laughlin
Graeme Fisher in honor of David Walters
Kari Foote in honor of Julie Brady
Bertie Ford in memory of Phyllis Kaldor Young
Patricia Frank in memory of Charlie Frank
Amber Frazier in memory of Maggie Thurston
Michele Gaguski in honor of the Medical Oncology Nursing Staff at AtlantiCare Cancer Care Institute and in memory of Elizabeth Fields, Joseph Sickels, and Ruby Herman
Annette Galassi in honor of Anne Belcher
Denise Gangraw in honor of Ironic Murillo Lane
Nancy Sue Gardner in honor of Edna Keister
Juanita Garrison in honor of Paula Rieger and Mary Gullatte
Sharon Gentry in honor of Annette Parry Bush and the CBCN committee and staff
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Stephanie Hammontree, Teri Banman, and Terry Tsue
Michele Gobble in memory of “Lee” Sargent
Alison Grass in memory of Jim Reera
Marcia Grant in honor of Ada Lindsey and Barbara Given
Nancy Grant in honor of Nancy Trestrail
Dorie Greenberg in memory of Joyce Hanratty
Barbara Gustafson in honor of M. Evelyn Gibson
Jennifer Guy in honor of Kris Mathy, President, Columbus Chapter of ONS and in memory of Phyllis Jean Kaldor (from Jennifer and Jerry)
Mary Hagle in memory of Sandy Purl
Joy Hepkins in memory of Charlie Frank
Laura Hilderley in honor of Jennifer Bucholtz
Oza Holmes in honor of DeAngelo C. Holmes Sr.
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Paula Keating in memory of Susanne Barrett Kazmer
Anna Kelly in honor of my dad
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Cheryl Kosits in memory of Mae D. Leighton
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Adrienne Lane in memory of Virginia Doerr
Bethany Larkin in honor of Bradford Larkin
Kathleen Leifeste in honor of the nurses of 3AB Oncology Nursing Society
Cecile Lengacher in memory of Gladys Renick
Deborah Leslie in tribute to many of my patients
Michelle Leta in memory of Robert and Mary McKissick
Leslie Levine in honor of Aran Levine Tavakoli for being awarded the Marguerite Jackson Award for Professional Nursing Excellence at UCSD
Elizabeth Manchen in memory of Sandy Purl
Andrea Martinez in honor of Presbyterian Hospital Nurses
Ruth McCorkle in the name of Lesley Degner’s mother
Penne McPherson in honor of Karie Poelman
Dann Mead-Smith in memory of Hal and Sheila Smith
Sydne Mead-Smith in memory of Judy VanBoyen
Karen Meschede in honor of all cancer patients
Margaret Miller in memory of Bill Millen
Darlene Mood in memory of Mary
Lani Moss in memory of Marian and John Stevenson
Susan Mott-Coles in honor of Sheila Ridner
Barbara Mullins in memory of Susan Hanson
Patricia Murphy in tribute to Marilyn Johnson
Jamie Myers in memory of Donald E. Uren and Molly Loney
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Rosemary Neider in memory of Constance Sahagian
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Michelle Nottoli in memory of Cindy Dybas and Pam Tereira Northern Valley Lode (CA) Chapter of ONS in honor of Pearl Moore
Colleen O’Leary in memory of Christine O’Leary
Oncology Nursing Society in honor of Virginia Rudolf and Jeanene Robison for their work on the ONS Approver Unit and in memory of Frances Coda and Diego Anthony Davidson
Edith O’Neil-Page in memory of Charles E. O’Neil and Anna E. Cowan
George Page in memory of Ceira Boyle
Julie Painter in honor of Patricia Buchsel, Linda Person, and Katherine Byar for their service on the Nominating Committee and in memory of Sam Sowers
Jody Pelusi in memory of Paul Pelusi
Lauren Peyton in honor of Roseann Tucci
Christine Plotner in honor of Mary Collins retirement
John Poister in memory of Diana Real
Theresa Ployack in memory of Mary Scherbrin
Billy Purl in memory of Sandy Purl
Mary Beth Reardon in honor of Moffitt Cancer Center nurses
Anne Reb in memory of Christine Reb
Paula Rieger in memory of Donald Uren, Elizabeth Fields, Cathy Hogan, and Molly Loney
 Roxanne Riley in memory of Frankie Dean
Sharon Rodahaver in memory of Mary Jane, Marjorie, and Jerry Halstead
Christie Running in honor of 4 South
Joanne Ryan in honor of Judith Donaldson and Mei Fu
Glenn Santos in memory of Isaias Santos
Barbara Satterwhite in memory of Frank Moran, John Leckie, Mouchie Lindemann, and Nancy Merritt
Sandra Lee Schafer in honor of Paula Rieger and Linda Worrall in memory of Catherine Hogan, Phyllis Kaldor, and the mother of Kithi Mooney
Ronald Schlesinger in honor of Paula Rieger
Patricia Schuman in tribute to many of my patients who have died
Paula Shackelford Akers in honor of Joan Lawrence and Linda Nolan
Jannette Sharpe-Paul in memory of John Sharpe
Mary Shaw in honor of Maureen Borzell and in memory of Florence Borzell
Susan Simeon in honor of George Simeon
Cynthia Smith Idell in honor of Craig Byrum, Maggie Frogge, Scarlett Mueller, and Anne Belcher
Darryl Somayaji in honor of Donna Berry, Mary E. Cooley, Laura Hayman, and in memory of Edward and Pauline Derner
Patricia Spencer-Cisek in memory of Rose Mary Carroll-Johnson
Jo Ann Stamm in honor of the staff of CCF/Mull Cancer Pavilion
Jessica Stinson in honor of Kristi Stinson
Donna Strickland in honor of Melody Ristau
Robert Strohl in honor in Anne Belcher and in memory of Catherine Hogan
Susanne Suchy in memory of Helen King
Margaret Sullivan in memory of Elizabeth Fields
Brian Taylor in memory of Jed Pyles
Nancy Tecu in memory of Alma Velluzzi
Cindy Teeple in memory of Dorothy Sexton
Emery Teranishi in honor of Lillian and Jerry
LuDene Teranishi in honor of Jerry and memory of Alfonso Linda Toth in memory of Alexander and Betty Toth
Jill Trusler in memory of Jana Stensloken
Victoria Ullemeyer in memory of Molly Loney
Marie Jasmine Umpanco in memory of Bernardino Umpanco
Meghan Underhill in memory of Artie Underhill
Jeanie VanderKruik in memory of Gene R. Collins
Donna Vilmin in memory of Sandy Purl
Mark Vrabel in memory of Marjorie Primi
Janet Waller-Woudenberg in memory of Edward Waller
Elizabeth Waxman in honor of Paula T. Rieger
Nicole Weitman in memory of Toni M. Weitman
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ONS Core Values

**Integrity**
The organization and its members exhibit integrity and earn trust through ethical behaviors and uncompromising professionalism to all parties in business, professional, and personal interactions.

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

**Stewardship**
We are committed to protecting and nurturing the resources of the members and the organization. We do this through judicious and prudent use of all of our financial resources and the time and talents of our members and staff. We are accountable to the members and the public to nurture and grow our human and financial assets.

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

**Excellence**
We strive to foster excellence in clinical practice, research, education, and administration. We are committed to nothing less than excellence in our organization and the care of patients.

**Inclusiveness**
We celebrate and support diversity of thought and of individuals. We strive for a culturally, ethnically, and racially diverse membership to strengthen our ability to meet the needs of everyone we serve.

Our mission is to promote excellence in oncology nursing and quality cancer care.

Our vision is to lead the transformation of cancer care.