

ASSOCIATION MANAGEMENT COMPANIES

A Growing Global Industry

WHAT IS AN AMC?

A specialized, professional service company providing management for associations on a fee-for-service basis. AMCs provide professional staff, administrative support, office space, technology, and equipment that an association needs to operate efficiently. The AMC Institute (AMCI) represents the interests of this specialized profession, and accredits highly-qualified AMCs based on the AMCI Standard of Good Practices for the AMC Industry, an ANSI Standard.

- * *SMG is among the 2% of AMCs worldwide to hold the AMCI Accreditation.*
- * *SMG manages and provides services to 13 trade associations in industries and professions ranging from manufacturing and construction to aviation and geospatial information systems.*

THE FACTS

1,800 **2.8M** **\$200M**

Number of associations managed by AMCI-member AMCs Individual association members served by AMCI member AMCs Amount annually spent on AMCI member meetings/conferences

\$1,500,000,000

Total budget cared for by AMCI member companies

TOP 5 INDUSTRIES REPRESENTED BY AMCs



TOP 10 THINGS AN AMC CAN DO FOR YOUR NON-PROFIT ORGANIZATION

- 10 Establish a physical site for staff, files, archives
- 9 Free the Board to focus on strategic, not tactical issues
- 8 Maintain institutional knowledge as volunteer leaders change
- 7 Mitigate your liability risk
- 6 Provide expertise in specialized functional areas
- 5 Implement technology advances without associated high costs
- 4 Employ skilled professionals in a specialized management field
- 3 Keep abreast of trends in nonprofit management
- 2 Offer enhanced leverage, increased buying power
- 1 Eliminate all HR functions and headaches

REGARDLESS OF SIZE OR TAX STATUS, AMC-MANAGED ASSOCIATIONS PERFORMED BETTER FINANCIALLY THAN SELF-MANAGEMENT ASSOCIATIONS:

↑ **31% higher** revenue growth

317% higher net asset growth ↑

Consistently **HIGHER INCOME** from products and services