



UNDERSTANDING THE MANAGED SERVICES MODEL

ABOUT ASSOCIATION MANAGEMENT COMPANIES (AMCS)

- 700+ AMCs globally
- 180 are AMC Institute members
 - Represent 2,000 full service managed associations with 2.8 million members
 - AMC Institute provides the industry's only accreditation



AMCs play a critical role in growing associations and not-for-profits through our:

Value Proposition

Since 2008, associations/societies choosing an AMC full-service management solution grew by 300% (vs. 23% for standalones).*

2017

2016

2015

2014

2013

2012

2011

2010

2009

2008

Full Service Management Solutions
300%



Financial Strength

AMC-managed associations experience more growth in net assets and net revenue regardless of size and tax status.

3x
Growth
of net assets



31% growth
in net revenue*

10%

Average growth AMC member firm-managed associations**

Industry Impact

AMCI firms represent

1800+
associations

with more than

2.8 million
members



Value of meetings booked:

\$500M+

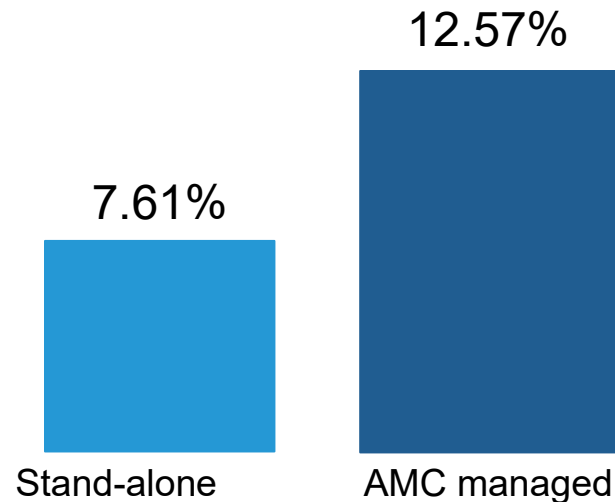
20% held meetings
outside the U.S.*



RESEARCH-BASED SUPPORT

- AMCs drive stronger financial performance
- Growth of Net Income, Net Revenue, and Net Assets are stronger for associations using AMCs
- AMC-managed associations experience more than **3x the growth** in net assets and **31% more growth** in net revenue than those that do not use AMCs

In general, associations using AMCs have stronger net total income growth than those not using AMCs (2014)



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Growth
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in net revenue*

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Average growth AMCI member
firm-managed associations**

Significantly stronger financial results mean greater benefits for your organization and your members.

Value of meetings booked:

\$500M+

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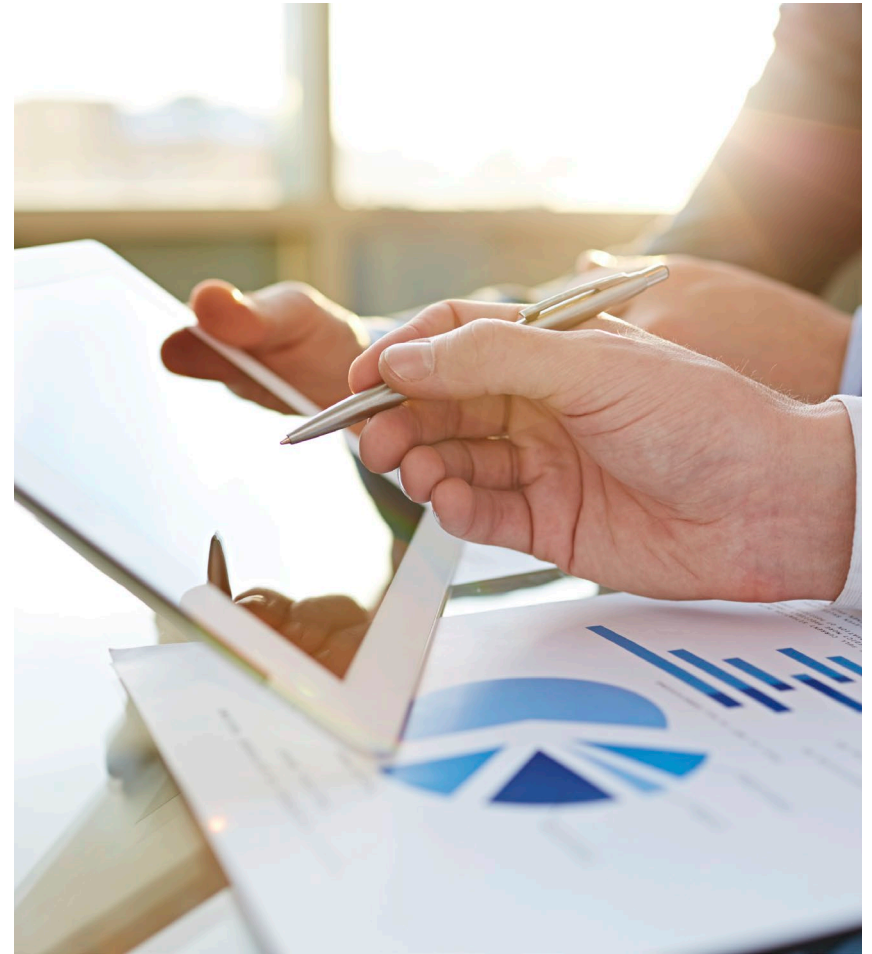
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The collective reach, influence, and buying power of our members translate to cost and service efficiencies for our clients.

FINANCIAL/BUSINESS BENEFITS

- Leverage shared resources - including office space, equipment and technologies
- Improved buying power
- Reduced business risks



OPERATIONAL & STAFFING BENEFITS

- Customized staffing and services
- Broad spectrum of expertise
- Day-to-day and ongoing staff management
- Improved staffing and resource allocation
- Proven best management practices and best-of-class resources and technologies



LONG-TERM BENEFITS



- Greater member satisfaction
- Boards enabled to maintain focus on mission and strategy
- Integration of innovative strategies and ideas, stemming from working with multiple industry organizations
- Scalability to accommodate organizational growth or contraction over time

The AMC model balances best practices, business acumen, and non-profit sector expertise to elevate an associations value and potential.

THREE NONPROFIT STAFFING MODELS

- Volunteer Led
- Employed Staff
- AMC Managed

