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).*

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 AMCI 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)
Significantly stronger financial results mean greater benefits for your organization and your members.
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 association’s value and potential.
THREE NONPROFIT STAFFING MODELS

- Volunteer Led
- Employed Staff
- AMC Managed