



Association Management Resources
A Professional Services Firm
PO Box 13978
Tallahassee, FL 32317

NEWS RELEASE

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Contact: Susan Cabrera
Phone: 850/656-8848
susan@mgmtresources.org

ASSOCIATION MANAGEMENT INDUSTRY REPORTS FINDINGS FROM SURVEY

**One of every four associations or not-for-profit organizations managed by an AMC
has annual revenues surpassing \$1 million**

Tallahassee, FL – According to a new survey among companies that manage associations and not-for-profit organizations, almost one of every four clients (24%) managed by an Association Management Company (AMC) has annual revenues surpassing \$1 million. Nearly half (47%) of associations and not-for-profit organizations managed by AMCs have annual revenues more than \$500,000. AMC Institute, the trade association that represents the Association Management Company industry, today released results from a new survey of its members, among them Association Management Resources (AMR) in Tallahassee, Florida.

“We continue to see a steady increase in the number of associations and not-for-profits managed by AMCs, which is certainly a good sign,” said Susan Cabrera, President of AMR. “But this new information shows our industry is managing larger associations and not-for-profit organizations with members around the world. No longer are AMCs only representing local and state groups. More national and international organizations are seeking services from AMCs and achieving significant results.”

Ms. Cabrera added that not-for-profits are attracted to AMCs because they are able to add staff specialists when an organization's needs grow or when immediate opportunities or challenges arise.

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“Not-for-profit boards are seeking more flexibility and more value from their investment in staff and headquarters,” said Ms. Cabrera. “They are looking for partners that can provide solutions and services at a moment’s notice. This is a distinct advantage of working with an AMC like AMR.”

The survey also found that nearly half (49%) of associations and not-for-profit organizations managed by AMCs include more than 500 members per association, and almost one-quarter (23%) include more than 1500 members per association/not-for-profit organization.

“Nearly 8 in 10 associations or not-for-profit organizations managed by AMCs that responded to the survey report they are national or international,” said Ms. Cabrera. “This supports the fact that AMCs like AMR offer a depth of resources and expert staff required by associations to serve members across the country and around the globe.”

Association Management Companies provide integrated headquarters and staff solutions for industry trade groups, professional societies and charitable foundations. There are more than 675 association management companies that represent nearly 5,000 association and not-for-profit organizations around the world.

AMCs Measured Against Self-managed Associations

According to the 2007 AMC Institute “Client Operating and Financial Benchmarking Survey” and the 2008 ASAE “Operating Ratio Report,” associations and not-for-profit organizations managed by AMCs are similar in size and scope to self-managed associations and not-for-profit organizations.

	Associations and Not-for-profits Managed by AMCs	Associations and Not-for-profits Self-managed
IRS tax status	66% are 501(c)(6) trade associations and professional societies 29% are 501(c)(3) foundations	67% are 501(c)(6) trade associations and professional societies 28% are 501(c)(3) foundations
Member type	39% are individual membership societies 31% are trade associations 24% are a combination of company/ individual members	34% are individual membership societies 29% are trade associations 37% are a combination of company/ individual members
Number of members	500 or fewer: 51% 501 to 1500: 26% Over 1500: 23%	Not available

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	Associations and Not-for-profits Managed by AMCs	Associations and Not-for-profits Self-managed
Member location	41% are national associations 37% are international associations 17% are state/local associations	19% are national associations 46% are international associations 23% are state/local associations

About the Survey

AMC Institute retained Industry Insights, Inc., a leading, independent research firm, to conduct an Operating Ratio survey of not-for-profit organizations managed by association management companies. The survey was conducted in Fall 2007. Fifty (50) association management companies participated representing more than 300 associations managed by AMC Institute members. The study has a +/- 5 percent margin of error at a 95% level of confidence.

About AMCs

Association Management Companies (AMCs) are professional service firms that provide leadership in association management and specialized association services through experienced staff, proven practices and shared resources. Services include executive, administrative and financial management; strategic planning; membership development; public affairs/ lobbying; education and professional development; statistical research; meetings management; and marketing and communication services. Since 1986, the AMC industry has grown by 150%, and now includes more than 670 AMCs worldwide. For more information, visit www.AMCInstitute.org.

About AMR

AMR is based in Tallahassee, Florida and has a staff of ten. It currently serves eight national, international and regional organizations on a full-service and project basis.

AMR is a member of the Association Management Company Institute, whose 100 members serve more than 1,000 associations with annual budgets exceeding \$364 million.

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Association Management Resources is an Accredited member of AMC Institute.