THE EVOLVING AMC

THE NEEDS OF MODERN ASSOCIATIONS ARE COMPLEX AND ALWAYS CHANGING. AMCS STAY ONE STEP AHEAD TO SERVE YOU BEST.

FULL SERVICE OR SPECIALIZED SUPPORT: GET WHAT YOU NEED 6

HOW AMCS KEEP YOU SAFE FROM FRAUD 10

PUBLISHED BY ASAE: THE CENTER FOR ASSOCIATION LEADERSHIP
THERE IS A NEXT LEVEL.
WE WILL HELP YOU GET THERE.

We deliver comprehensive management support so that your Board can get back to what it does best – leading your industry.

Established in 1964, Kellen Company is the premier choice in association management firms.

With Kellen, you gain access to five decades of association best practice, strategic expertise, time-tested operational frameworks and technical resources to put your association back on the road to success. Call us today.

1-844-KELLEN-1
1-844-535-5361

www.kellencompany.com/management
ATLANTA | BEIJING | BRUSSELS | CHICAGO | DENVER | NEW YORK | WASHINGTON DC
A Crash Course on the AMC Model in 2014
Learn about the savings and advantages AMCs can provide and how AMCs have evolved to meet the diverse needs of today’s associations.

BY ROBERT WALLER JR., CAE

Get the Whole Pie or the Pieces You Need
The AMC model is a flexible one, as shown by examples of associations who have sought either full-service management or ad hoc, specialized services from their AMCs.

BY BETH W. PALYS, FASAE, CAE, AND GREGG H. TALLEY, FASAE, CAE

Financial Security With an AMC
Working with an AMC can help associations of any size establish sound financial systems for security and accountability—the key to fulfilling the board’s fiduciary duty.

BY BENNETT NAPIER, CAE
IMES CHANGE. Systems are updated. Business models trend. But at the core of every AMC is its greatest asset—people. And that’s why AMCs evolve.

Before we can talk about evolution, we need to look at the ecology of AMCs. Most look very different than they did 20 years ago. Because associations themselves are different than they were 20 years ago, the companies and people that manage them have had to stay ahead of the wave of change. AMCs are not solely focused on producing meetings and generating dues statements. They care about their clients and the people who make up those organizations. They work side by side as partners with members to reach strategic goals. They know their work matters to the associations they serve.

If you’re looking to learn more about the AMC of today, read about them in “A Crash Course on the AMC Model in 2014” on page 3.

The evolution of AMCs is constant but at a varying pace. In the past five years, we have seen some of the greatest changes to this industry. While most AMCs were able to weather the economic crisis five years ago, they also saw the need to make significant changes in how they maintain their sustainability. AMCs have become a resource to many associations by offering lower-cost alternatives to full-service management, ranging from ad hoc projects to ongoing but highly focused roles. The nature of AMCs to be flexible and responsive to myriad changing needs meant new business lines were developed. Read more about these business lines and which option is the right fit in “Get the Whole Pie or the Pieces You Need” on page 6.

And then there are the people. Quite possibly the greatest value an AMC offers is the collective knowledge of its employees. Every person at an AMC is working for more than one association at a time, ensuring they become experts in their specialty for every association structure. Finance managers are astute at managing the assets of 501(c)(3), (c)(6), or (c)(4) associations. In the course of a week, meeting planners switch from running a scientific conference with days of posters and abstract presentations to running large tradeshows. And executive directors are always keenly aware of the DNA of the associations they lead and ensure their staff teams understand and embrace it as well. Maintaining expertise on all association management issues has direct impact on an AMC’s—and its client associations’—success. See what I mean when you read “Financial Security With an AMC” on page 10.

What’s ahead for AMCs? Like all association management professionals, those working in AMCs want to share and learn from the collective knowledge of their colleagues. AMCs are finding ways to share this knowledge on a variety of platforms, including ASAE’s Certificate in Association Management courses. Successful AMCs will continue to anticipate client needs, stay current with technology, and foster a strong community of association management experts.

I hope you enjoy the 2014 Guide to AMCs and make a new connection or discovery.

VICKI LOISE, CMP, CAE, is vice president, client services, for The Sherwood Group, Inc., in Deerfield, Illinois, and vice chair of ASAE’s 2013-2014 AMC Section Council. Email: vloise@sherwood-group.com

“QUITE POSSIBLY THE GREATEST VALUE AN AMC OFFERS IS THE COLLECTIVE KNOWLEDGE OF ITS EMPLOYEES.”
For the uninitiated, an explanation of the various savings and advantages association management companies can provide and how AMCs have evolved in recent years to meet the increasingly diverse needs of associations.  

**By Robert Waller Jr., CAE**
What is an AMC, and why has this management model become the preferred option for a growing number of organizations?

An association management company is a for-profit company that offers a wide array of services in support of nonprofit organizations. These customized services span all domains of association management, from executive management, membership support, and accounting to meetings management, lobbying, and technology services—and much more. (See the AMC Directory beginning on page 15.)

The AMC Institute estimates that more than 400 AMCs are in operation worldwide, supporting several thousand organizations. The combined budgets of these organizations exceed $1 billion, and their combined number of members would constitute the fourth largest city in the U.S., behind only New York, Los Angeles, and Chicago.

Why work with an AMC? Here are just some of the benefits.

**INVESTMENT IN TRAINING**
AMCs often hire experienced professionals from your industry and train them in association management, all the while backing them up with expert staff from the AMC. And when the AMC hires or assigns a veteran executive to your association, it will provide the necessary training and time to understand your industry. Only very large standalone organizations would have the budgets to support the depth and breadth of staff specialists that many AMCs have available.

Individuals serving as chief staff executives have many years of experience working with diverse groups of volunteer leaders, which they can leverage in assisting other organizations. In addition, many AMCs have staff with experience and training in all areas of association management that can be called upon when needed, such as marketing specialists that can be pulled in to develop a complete membership marketing campaign.

**HIGH COMMITMENT TO YOUR MISSION AND VISION**
AMC staff are passionate and attentive professionals who champion your organization’s cultural values and strategic objectives. They are committed to ensuring the organization stays mission focused, ensuring that all products and services are in alignment, and they understand their roles and responsibilities in ensuring the overall success of the organization.

**A CUSTOMIZED APPROACH**
AMCs can customize a team of experts in all disciplines of association management to suit your needs. With flexible staffing models, AMCs are able to hire full-time, dedicated support for key positions specifically for your organization. Meanwhile, staff teams working with different clients within an AMC can share ideas and solve problems across clients and across multiple industries and professions, saving clients valuable time and money. In addition, AMCs can easily scale up or down in response to a client association’s need for resources.
The beauty of the model is that it is scalable to provide the needed support to associations that may only need help with their annual meeting or for those organizations needing dedicated staff with expertise in all areas of association management.

**CONTINUITY OF SERVICES**
AMCs cross-train their staff on a regular basis. This provides an added layer of confidence for a client association’s volunteer leaders. The advantage to the client is that it does not need to worry about bringing in a temporary employee in the event a staff member takes leave. The AMC staff can step in and are already trained in the organization’s processes and procedures, as well as its software, reducing the learning curve and maintaining momentum on projects and other work.

**SCALABILITY**
The AMC model is currently supporting organizations of all sizes, some with annual budgets of less than $500,000 and others with budgets as large as $10 million. The beauty of the model is that it is scalable to provide the needed support to associations that may only need help with their annual meeting or for those organizations needing dedicated staff with expertise in all areas of association management.

A growing trend over the past several years is in the area of project management. For example, some standalone associations are retaining AMCs to assist them in conducting research, developing marketing and communication plans, or providing complete solutions for their financial management. This way, standalone associations leverage their current staff while, at the same time, bringing in expertise in needed areas.

**COST SAVINGS**
Organizations managed by AMCs experience the value that comes from shared resources and elimination of typical legal risks associated with operations. Human resource costs and problems are also decreased, because the AMC becomes the employer, providing volunteer leaders more time to focus on the needs of the organization.

Plus, all overhead costs (rent, utilities, equipment, and so on) are shared among an AMC’s clients. AMCs are often able to provide best-of-class resources and technologies that only large standalone organizations could afford on their own. Last, AMCs can provide improved buying power because purchases can be leveraged across multiple clients.

**EFFICIENT OPERATIONS**
A 2009 study titled “AMC Managed and Standalone Organizations: A Sibling Study,” by Michael T. LoBue, CAE, founder and president of LoBue & Majdalany Management Group, examined the results of two surveys, one conducted by ASAE and the other by the AMC Institute, that compared operating benchmarks for AMC-managed associations to those of standalone associations. The data from these two studies showed that the AMC-managed model, compared to the standalone model, produced
- higher net profitability
- greater operating efficiencies
- lower operating risks, as measured by both the leverage ratio and insurance premiums paid
- a more diverse revenue structure
- more funds available to invest into programs like member meetings and events
- substantially lower costs for the staffing resources, occupancy, and capital goods necessary to support an organization’s mission.

**CONSTANT EVOLUTION**
The AMC model has been around for well over 100 years, and over that time AMCs have evolved from providing strictly administrative functions to becoming full-fledged partners in managing and leading associations. As the sophistication of associations—and the complexity of the challenges they face—has changed, so have the services that AMCs offer to their clients.

For example, a few years ago as association budgets were cut in response to the poor economy, standalone executives were forced to reduce their staff while continuing to meet member needs. Many found that, by incorporating the experience and expertise offered by AMCs, they gained the needed support—in many cases, at lower costs than retaining staff.

As the economy has recovered, many executives of standalone associations are continuing to engage AMCs to provide them with support and are using the cost savings to reinvest into other mission-focused programs and services.

**ROBERT WALLER JR., CAE**, is president and CEO of Association Headquarters in Mount Laurel, New Jersey. Email: rwaller@ahint.com
Two AMCs share client case studies that illustrate the range of options that AMCs can provide to associations. Some opt for full-service management, and others work with AMCs for one or a few specialized services.
**EVERY ASSOCIATION IS UNIQUE**, and so are its needs. Association management companies recognize this and strive to provide a range of service options for associations of all different tastes and varieties. Some groups need full-service management. Others may need support in only one or two functional areas. And others may seek ad hoc, project-based services. Whatever the case, AMCs can serve up the “whole pie” or just a slice of their service options, and client associations can get just what they need to whet their appetite.

Below, two AMCs, Management Solutions Plus (MSP) and Talley Management Group (TMG), each with more than 20 years in serving associations, offer their experience in serving client associations on both ends of the service spectrum.

**THE WHOLE PIE: FULL-SERVICE MANAGEMENT**

**MSP:** In 1996, when the American Society of Consulting Arborists (ASCA) came to MSP for full-service association management, it had a limited scope of work, including membership processing, financial management, and meeting management for two annual events, as well as designing and distributing a quarterly newsletter.

Fast forward to 2014 and several strategic plans later, and both ASCA and the value it brings to the consulting arborist community have expanded significantly, as have the services that MSP provides. One of the keys to ASCA’s early success was tapping into the education that ASAE provides for chief elected and staff officers.

Good governance has enabled ASCA to position the association to anticipate its members’ needs. And, as the association has grown and its scope of work has expanded, it has tapped into MSP’s staff expertise. When a strategic plan goal involved branding and marketing, MSP’s marketing department kicked into gear. When the next plan focused on increased educational programming, ASCA took advantage of other staff expertise to develop core competencies and educational vehicles to support them. The work of the communications department has also grown along with ASCA, from graphic design to website development to editorial services for its quarterly newsletter.

**TMG:** A great example of a full-service client at TMG is the American Headache Society (AHS), proving the adage that, yes, there is an association for everything. AHS came to TMG in 1989 as a group of 300 neurologists specializing in the research and treatment of headaches, with $150,000 in the bank. At the time, a headache was thought to be a psychosomatic “women’s illness.” Members of AHS believed this was not the case, that it was a biological disease that could be diagnosed and treated.

TMG provided AHS business, financial, and program guidance; professional staffing; and management support. Today, AHS has more than 1,800 members worldwide, an operating budget of $1.5 million, and $2 million in reserves. It has produced programs to educate more than 5,000 primary care physicians in the diagnosis and treatment of headaches. The organization has hosted the International Headache Congress four times, most recently in 2013 in Boston. In 2001, AHS won the ASAE Associations Advance America Award for the Neurology Ambassador Program. In 2009, AHS launched the American Migraine Foundation’s 36 Million Migraine Campaign with a goal of raising $36 million (one dollar for each headache sufferer in the U.S.) for research and education about headaches.

Our job has been to help AHS see the future and implement the plans to get there. We help chart the path and then provide the management structure and knowledge to achieve the mission.
JUST A SLICE: INDIVIDUAL SERVICES

**TMG:** For a standalone international professional society, TMG has been brought in on a routine basis for more than two years to do program reviews or consult on specific, discrete projects. These projects have included finding and negotiating a new journal publisher and annual meeting site, budget consulting, AMS business-rule review, and vendor introductions, demos, and recommendations.

The full range of what TMG knows and does, knowledge accrued across a range of clients over 27 years, provides the expertise that can be applied to specific project needs of standalone associations on a consulting or project management basis. In this case, clients get the goodness of the whole pie but only pay for a slice.

**MSP:** SOCAP International (the Society of Consumer Affairs Professionals in Business) is a thriving standalone association. In a strong growth cycle, SOCAP decided in 2012 to capitalize on its success by investing in a marketing strategy that would help it continue to grow. While SOCAP had in-house staff to implement a plan once created, it sought experienced outside help in developing high-level marketing strategies.

SOCAP contacted MSP to work on researching and developing the marketing strategy to increase its membership numbers and conference attendance, increase engagement of members and nonmembers in other areas, and explore new areas of opportunity. After researching the industry and holding discussions with key stakeholders, MSP delivered the final report to SOCAP.

“The benefit of using an AMC (or at least MSP) as a partner is that they were very comfortable with this model of jumping into a new association,” says Matt D’Uva, FASAE, CAE, president and CEO of SOCAP International. “We are constantly trying to explore new opportunities and growth strategies, but with a small staff, we do not have headcount or excess capacity. Working with partners like MSP allows us to explore new opportunities without increasing headcount and gives us the flexibility to bring new resources in and out as we need them.”

**“WORKING WITH PARTNERS LIKE MSP ALLOWS US TO EXPLORE NEW OPPORTUNITIES WITHOUT INCREASING HEADCOUNT AND GIVES US THE FLEXIBILITY TO BRING NEW RESOURCES IN AND OUT AS WE NEED THEM.”**

—MATT D’UVA, FASAE, CAE

**BETH W. PALYS, FASAE, CAE,** is president of Management Solutions Plus, Inc., in Rockville, Maryland. Email: bpalys@mgmtsol.com.

**GREGG H. TALLEY, FASAE, CAE,** is president and CEO of Talley Management Group in Mount Royal, New Jersey. Email: gtalley@talley.com
FINANCIAL SECURITY WITH AN AMC
A volunteer board member’s fiduciary duty is likely the most important element of board service. Working with an association management company can help associations of any size establish sound financial systems for security and accountability—the key to fulfilling the board’s fiduciary duty.

By Bennett Napier, CAE
become very adept at budgeting, operating ratios, determining and analyzing trends, and understanding cash-flow management. The adage “If you have seen one association, you have seen one association” may be true in some parts of management, but financial management principles are more universal, and an AMC can bring considerable experience.

AMCs are structured in many different ways. In our firm’s case, we partner with an outside, unaffiliated accounting firm to provide an additional layer of security and accountability to the association. The outside accounting firm works in conjunction with the AMC to prepare monthly financial statements, prepare payables, and produce tax returns. The accounting firm’s services are included as part of the monthly management fee retainer, so there is no extra cost to the association. Just as an AMC brings together multiple staff with subject-matter expertise, working with an outside accounting firm gives the association access to a broader depth of resources and knowledge.

CAPACITY FOR CONTROLS

Meanwhile, for day-to-day cash management, many AMCs integrate a structured check and balance process. For example, an AMC may integrate some of the following practices (this is just a sample, not an exhaustive list):

1. For accounts receivable, duties may be separated whereby one person receives payment, another person processes payment, and a third posts the transaction.

2. For accounts payable and payment authorization, the executive director or association account manager may not be an authorized check signer. A key AMC executive not affiliated with the association may be the authorized signer, again providing an extra layer of protection.

3. Additional controls may be added, such as verification of documentation, credit card authorization, or requiring a signature on staff reimbursement for association travel expenses.

4. Transaction logs may be periodically reviewed for receivables and examined for any unusual trends or payment requests.

In a smaller standalone association, there may be only one or two people with complete control of all payables and receivables activities. Sometimes there is no way to avoid this. However, with an AMC, the larger staff infrastructure allows a better opportunity for more individuals to be assigned to specific functions, preventing any one individual from having too much financial control or responsibility.

BENNETT NAPIER, CAE, is president and CEO of Partners in Association Management, Inc., in Tallahassee, Florida. Email: bennett@executiveoffice.org

ACCREDITATION PROVIDES FURTHER FINANCIAL PEACE OF MIND

The AMC Institute accredits association management companies that meet high standards of performance across a range of internal operating procedures and service delivery methods, including financial management and internal controls. Below are finance-related excerpts from the AMC Institute’s Standard of Good Practices for the Association Management Industry:

- AMCs shall establish procedures that ensure that the most recent year-end financial statements present fairly, in all material respects, the financial position and changes in net assets, and that cash flows at year-end are in conformity with generally accepted accounting principles (GAAP) as determined by the American Institute of Certified Public Accountants or corresponding organization for internationally based AMCs.

- AMCs shall establish procedures that ensure financial control and reporting systems, which conform to GAAP, are in place and utilized as appropriate.

- AMCs shall adopt a written policy that prohibits comingling of any and all client assets with AMC or any other client assets.

- AMCs shall adopt policies to ensure disclosure to clients of all income received from commissions, finders’ fees, and other sources directly attributable or related to such clients.

- AMCs shall propose to client boards the need for an outside independent review or audit of all financial transactions and records by a qualified third party (CPA or non-U.S. equivalent). The recommendation should be noted in the board’s formal minutes. If the board approves the audit, it will be paid for by the client.
What changes are you seeing in why associations turn to AMCs for service?

SHARON R. GALLER, CMP
PRESIDENT
STAT ASSOCIATION MANAGEMENT & MARKETING, INC.
FAIRFAX, VIRGINIA
We are seeing an upsurge in interest from small to midsize trade associations and state organizations as their operating budgets are getting tighter. These associations are recognizing that, by using an AMC, they can save on overhead and staffing and use those savings to give more benefits to their members. We have also noticed a fair amount of executive directors from small, one- to two-person-staffed associations retiring. Rather than hiring another executive director, these small-staff associations are now looking to AMCs to fill the staffing void.

RUTH ABRAHAMSON, CMP
CEO
BASE CONSULTING AND MANAGEMENT, INC.
TORONTO, ONTARIO
In Canada, the concept of association management is coming of age, in tandem with a wider acceptance of outsourcing as a bona fide business practice for the association sector and acknowledgment that expertise is not necessarily embedded within a permanent staffing model. Economic practicalities have also influenced change, with associations shifting the onus for hiring and carrying overheads, partially or in full.

DAVID L. STUMPH, IOM, CAE
VICE PRESIDENT
KELLEN COMPANY
WHEAT RIDGE, COLORADO
Sadly, we still see a number of associations coming to us with the belief that AMCs are a low-cost alternative. There are certainly efficiencies that AMCs offer, but the real value that we provide is strategic guidance. Most associations come to us with goals that include membership growth, strengthening of their financial position, and leveraging their meetings to affect both. The knowledge sharing that AMCs offer across associations is invaluable.

ERIN FULLER, MPA, FASAE, CAE
PRESIDENT
COULTER MCLEAN, VIRGINIA
We are welcoming far more clients with “legacy” staff: association executives who have served the organization as a standalone and successfully migrate into our shared-services model. This occurs when the board and chief staff executive identify either areas of operational efficiency or where some additional staff bandwidth is needed, and they pursue the AMC model in partnership. It is a great experience to onboard a seasoned team with subject-matter, political, and cultural insight and expertise, and it allows us to have a fairly invisible transition, since key staff contacts, email addresses, etc., stay intact.
The Fact Is...

Executive Director, Inc. (EDI) provides strategic insight and full service management to more national and global medical, scientific and health organizations with budgets over $250,000 than any other association management company. We manage 25 associations with budgets ranging from $150,000 to over $10,000,000 with membership/certifications ranging from 400 to over 21,000 and growing.

With relationships that span from new to 48 years, EDI clients benefit from a staff of 160 professionals that includes 20 CAEs, 7 CMPs, 2 JDs, 3 MBAs, 3 degreed accountants and a CPA. We offer over 900 years of collective association management experience and expertise to create client success.

We manage an average of 80 meetings every year, both domestic and global. In the past three years, we have managed client meetings with 400 to 8,000 attendees in 31 countries on six continents. Some meetings have drawn over 1,000 submitted abstracts.

We are conversant in CME compliance and management, certification program administration, and distance learning development and delivery.

We successfully manage ACCME accreditation for eight of our medical associations.

The Bottom Line...

Our client services team is backed by the infrastructure, tools and capacity to execute the strategy and service mission of each of our clients.

We are deep in the knowledge and experience necessary to provide counsel and proven tactics to advance your organization. We possess the competence, passion and entrepreneurial spirit to enable each of our clients to realize their vision.

We are eager to talk with you about your organization being part of our next 50 years of doing the best for great organizations! I would be pleased to discuss your vision for success and how EDI can get you there.

Kay Whalen, MBA, CAE, President
Executive Director, Inc.
kaywhalen@execinc.com
(414) 918-9800
The table below represents the Association Management Company Directory from the Supp. 7-8/2014 issue of Associations Now. Each entry in the directory contains the following information:

- **Headquarters Location**
- **Year Founded**
- **Number of Full-Time-Equivalent Employees**
- **Number of Full-Service Clients**
- **AMC Institute Charter Accredited**
- **AMC Institute Accredited**
- **Client Scope**
  - International
  - National
  - State and Regional
  - Local
- **Client Type**
  - Trade Association
  - Professional Society
  - Philanthropic
- **Other Services Offered**
- **Consulting**
- **Program or Project Management**
- **Expertise**
  - Certification
  - Expositions
  - Financial Management and Administration
  - Government Relations and Lobbying
  - Meetings and Conventions
  - Membership Marketing
  - Publications
  - Public Relations
  - Technology

All listings in this directory are paid listings. Information was provided by each company.
<table>
<thead>
<tr>
<th>Headquarters Location</th>
<th>Year Founded</th>
<th>Number of Full-Time-Equivalent Employees</th>
<th>Number of Full-Service Clients</th>
<th>AMC Institute Charter Accredited</th>
<th>AMC Institute Accredited</th>
<th>Client Scope</th>
<th>Client Type</th>
<th>Trade Association</th>
<th>Professional Society</th>
<th>Philanthropic Other Services Offered</th>
<th>Consulting</th>
<th>Program or Project Management</th>
<th>Expertise</th>
<th>Certification</th>
<th>Expositions</th>
<th>Financial Management and Administration</th>
<th>Government Relations and Lobbying</th>
<th>Meetings and Conventions</th>
<th>Membership Marketing</th>
<th>Publications</th>
<th>Public Relations</th>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASSOCIATION SERVICES GROUP</td>
<td>GA</td>
<td>1995</td>
<td>24</td>
<td>11</td>
<td>A</td>
<td>● ● ●</td>
<td>● ● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>THE ASSOCIATION SOURCE, LLC</td>
<td>FL</td>
<td>1999</td>
<td>10</td>
<td>6</td>
<td>A</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ASSOCIATION CONFERENCES, AND EXHIBITION MANAGEMENT, INC.</td>
<td>CO</td>
<td>1987</td>
<td>5</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ASSOCIATIONS INTERNATIONAL</td>
<td>KY</td>
<td>1974</td>
<td>105</td>
<td>10</td>
<td>A</td>
<td>● ● ●</td>
<td>● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AVALON ASSOCIATION MANAGEMENT</td>
<td>PA</td>
<td>2004</td>
<td>4</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BASE CONSULTING AND MANAGEMENT, INC.</td>
<td>CANADA</td>
<td>1988</td>
<td>12</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BOSTROM</td>
<td>IL</td>
<td>1932</td>
<td>50</td>
<td>18</td>
<td>A</td>
<td>●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BOWER MANAGEMENT SERVICES, LLC</td>
<td>NJ</td>
<td>2009</td>
<td>4</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(C) MANAGEMENT, INC.</td>
<td>MD</td>
<td>1976</td>
<td>33</td>
<td>18</td>
<td>A</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CAPITAL CONCEPTS CONSULTING</td>
<td>VA</td>
<td>1994</td>
<td>3</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CENTRIC MANAGEMENT AND CONSULTING, INC.</td>
<td>KS</td>
<td>1976</td>
<td>6</td>
<td>10</td>
<td>A</td>
<td>● ● ●</td>
<td>● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CLEMONS &amp; ASSOCIATES, INC.</td>
<td>MD</td>
<td>1977</td>
<td>12</td>
<td>16</td>
<td>A</td>
<td>● ▼</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CM SERVICES, INC. THE ASSOCIATION PARTNERSHIP COMPANY</td>
<td>IL</td>
<td>1977</td>
<td>20</td>
<td>15</td>
<td>CA</td>
<td>● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>COULTER</td>
<td>VA</td>
<td>1989</td>
<td>85</td>
<td>18</td>
<td>CA</td>
<td>●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DAVIS/REPLOGLE &amp; ASSOCIATES</td>
<td>CA</td>
<td>1954</td>
<td>8</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DOLCI MANAGEMENT SERVICES</td>
<td>NY</td>
<td>1978</td>
<td>18</td>
<td>15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DROHAN MANAGEMENT GROUP</td>
<td>VA</td>
<td>1986</td>
<td>54</td>
<td>22</td>
<td>CA</td>
<td>● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EWALD CONSULTING</td>
<td>MN</td>
<td>1982</td>
<td>60</td>
<td>45</td>
<td>CA</td>
<td>● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EXECUTIVE ADMINISTRATION, INC. (EAI)</td>
<td>IL</td>
<td>1982</td>
<td>40</td>
<td>10</td>
<td>A</td>
<td>● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EXECUTIVE DIRECTOR, INC.</td>
<td>WI</td>
<td>1962</td>
<td>165</td>
<td>25</td>
<td>A</td>
<td>●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FASEB SOCIETY MANAGEMENT SERVICE</td>
<td>MD</td>
<td>1912</td>
<td>83</td>
<td>13</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FERNLEY &amp; FERNLEY, INC.</td>
<td>PA</td>
<td>1886</td>
<td>42</td>
<td>18</td>
<td>CA</td>
<td>● ●</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

All listings in this directory are paid listings. Information was provided by each company.
<table>
<thead>
<tr>
<th>HEADQUARTERS LOCATION</th>
<th>YEAR FOUNDED</th>
<th>NUMBER OF FULL-TIME-EQUIVALENT EMPLOYEES</th>
<th>NUMBER OF FULL-SERVICE CLIENTS</th>
<th>AMC INSTITUTE CHARTER ACCREDITED</th>
<th>AMC INSTITUTE AC-CREDITED</th>
<th>CLIENT SCOPE</th>
<th>INTERNATIONAL</th>
<th>NATIONAL</th>
<th>STATE AND REGIONAL</th>
<th>LOCAL</th>
<th>TRADE ASSOCIATION</th>
<th>PROFESSIONAL SOCIETY</th>
<th>PHILANTHROPIC</th>
<th>OTHER SERVICES OFFERED</th>
<th>PROGRAM OR PROJECT MANAGEMENT</th>
<th>CONSULTING</th>
<th>PUBLIC RELATIONS</th>
<th>TECHNOLOGY</th>
</tr>
</thead>
<tbody>
<tr>
<td>42. GIUFFRIDA ASSOCIATES</td>
<td>DC</td>
<td>1981</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>43. THE HARRINGTON COMPANY</td>
<td>MN</td>
<td>1977</td>
<td>31</td>
<td>16</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>44. HOLLAND-PARLETTE ASSOCIATES</td>
<td>CA</td>
<td>1985</td>
<td>25</td>
<td>22</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>45. IMN SOLUTIONS</td>
<td>USA</td>
<td>1982</td>
<td>15</td>
<td>125</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>46. KELLEN COMPANY</td>
<td>GA</td>
<td>1964</td>
<td>220</td>
<td>80</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>47. LOBUE &amp; MAJDALANY MANAGEMENT GROUP</td>
<td>CA</td>
<td>1993</td>
<td>8</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>48. MANAGEMENT EXCELLENCE, INC.</td>
<td>OH</td>
<td>1984</td>
<td>6</td>
<td>4</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>49. MANAGEMENT SOLUTIONS PLUS, INC.</td>
<td>MD</td>
<td>1994</td>
<td>16</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>50. MCBRIDE &amp; ASSOCIATES, INC.</td>
<td>NE</td>
<td>1983</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>51. MCI GROUP</td>
<td>GENEVA</td>
<td>1987</td>
<td>150</td>
<td>85</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>52. MCKENNA MANAGEMENT, INC.</td>
<td>MA</td>
<td>1993</td>
<td>9</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>53. MEETING EXPECTATIONS</td>
<td>GA</td>
<td>1992</td>
<td>105</td>
<td>18</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>54. MELBY, CAMERON &amp; ANDERSON</td>
<td>WA</td>
<td>1978</td>
<td>16</td>
<td>14</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>55. METACRED – WHERE THE BEST CREDENTIALS GROW</td>
<td>VA</td>
<td>2007</td>
<td>15</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>56. MORGAN HOLLINGWORTH PUBLIC AFFAIRS &amp; ASSOCIATION MANAGEMENT</td>
<td>CA</td>
<td>2003</td>
<td>N/A</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>57. MULTISERVICE MANAGEMENT COMPANY</td>
<td>PA</td>
<td>1962</td>
<td>14</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>58. NON-PROFIT HELP</td>
<td>VA</td>
<td>1994</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>59. OFFINGER MANAGEMENT COMPANY</td>
<td>OH</td>
<td>1930</td>
<td>29</td>
<td>15</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>60. P &amp; N ASSOCIATION MANAGEMENT</td>
<td>LA</td>
<td>1991</td>
<td>9</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>61. PAI MANAGEMENT CORPORATION</td>
<td>MD</td>
<td>1984</td>
<td>13</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>62. PARTNERS IN ASSOCIATION MANAGEMENT</td>
<td>FL</td>
<td>1998</td>
<td>30</td>
<td>19</td>
<td>A</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>63. PREMIER CHOICE ASSOCIATION MANAGEMENT</td>
<td>WI</td>
<td>1994</td>
<td>11</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

All listings in this directory are paid listings. Information was provided by each company.
<table>
<thead>
<tr>
<th>HEADQUARTERS LOCATION</th>
<th>YEAR FOUNDED</th>
<th>NUMBER OF FULL-TIME-EQUIVALENT EMPLOYEES</th>
<th>NUMBER OF FULL-SERVICE CLIENTS</th>
<th>AMC INSTITUTE CHARTER ACREDITED</th>
<th>AMC INSTITUTE ACREDITED</th>
<th>CLIENT SCOPE</th>
<th>INTERNATIONAL</th>
<th>STATE AND REGIONAL</th>
<th>LOCAL</th>
<th>CLIENT TYPE</th>
<th>TRADE ASSOCIATION</th>
<th>PROFESSIONAL SOCIETY</th>
<th>PHILANTHROPIC</th>
<th>OTHER SERVICES OFFERED</th>
<th>CONSULTING</th>
<th>PROGRAM OR PROJECT MANAGEMENT</th>
<th>EXPERTISE</th>
<th>FINANCIAL MANAGEMENT AND ADMINISTRATION</th>
<th>GOVERNMENT RELATIONS AND LOBBYING</th>
<th>MEETINGS AND CONVENTIONS</th>
<th>MEMBERSHIP MARKETING</th>
<th>PUBLICATIONS</th>
<th>PUBLIC RELATIONS</th>
<th>TECHNOLOGY</th>
</tr>
</thead>
<tbody>
<tr>
<td>64. PRRI</td>
<td>MA</td>
<td>1946</td>
<td>47</td>
<td>33</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>65. THE REES GROUP, INC.</td>
<td>WI</td>
<td>1984</td>
<td>23</td>
<td>17</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>66. ROBSTAN GROUP, INC.</td>
<td>MO</td>
<td>1985</td>
<td>21</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>67. S &amp; S MANAGEMENT SERVICES, INC.</td>
<td>CT</td>
<td>1980</td>
<td>18</td>
<td>23</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>68. SAN FRANCISCO ASSOCIATION MANAGEMENT SERVICES</td>
<td>CA</td>
<td>1986</td>
<td>17</td>
<td>10</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>69. SENTERGROUP, INC.</td>
<td>IL</td>
<td>2000</td>
<td>11</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>70. THE SHERWOOD GROUP, INC.</td>
<td>IL</td>
<td>1979</td>
<td>90</td>
<td>19</td>
<td>CA</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>71. SMITHBUCKLIN CORPORATION</td>
<td>IL</td>
<td>1949</td>
<td>688</td>
<td>99</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>72. SOS—ASSOCIATION MANAGEMENT SOLUTIONS</td>
<td>AZ</td>
<td>1995</td>
<td>5</td>
<td>10</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>73. STRAUSS EVENT &amp; ASSOCIATION MANAGEMENT</td>
<td>CANADA</td>
<td>1995</td>
<td>11</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>74. STRINGFELLOW MANAGEMENT GROUP, INC.</td>
<td>MD</td>
<td>2012</td>
<td>15</td>
<td>14</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>75. TALLEY MANAGEMENT GROUP, INC.</td>
<td>NJ</td>
<td>1987</td>
<td>65</td>
<td>22</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>76. THOMAS ASSOCIATES, INC.</td>
<td>OH</td>
<td>1913</td>
<td>24</td>
<td>22</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>77. THOMPSON MANAGEMENT ASSOCIATES, LLC</td>
<td>MD</td>
<td>1993</td>
<td>13</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>78. TOTAL MANAGEMENT SOLUTIONS, INC.</td>
<td>NJ</td>
<td>2000</td>
<td>3</td>
<td>4</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>79. VERTO SOLUTIONS</td>
<td>DC</td>
<td>2011</td>
<td>26</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>80. VIRTUAL, INC.</td>
<td>MA</td>
<td>1999</td>
<td>85</td>
<td>35</td>
<td>A</td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>81. VTM GROUP</td>
<td>OR</td>
<td>1995</td>
<td>90</td>
<td>50</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>82. WHERRY ASSOCIATES</td>
<td>OH</td>
<td>1979</td>
<td>7</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
<td>*</td>
<td>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

All listings in this directory are paid listings. Information was provided by each company.
1. Advocacy & Management Group, Inc.
One Capitol Mall, #320
Sacramento, CA 95814
Nito Goolan, Accounting/HR Manager
916-444-3568; Fax: 916-444-7462
NGOOLAN@AMGROUP.US
WWW.AMGROUP.US
Advocacy and Management Group, Inc., provides full legislative advocacy and association management services to a wide range of specialties and professions, including healthcare, funeral service, automotive service, financial management, and many others. AMG’s principals and expert management staff bring years of combined experience to ensure professional management and attention to each client, no matter the industry or profession.
Industries and Interests Served: Automotive, Healthcare-Medicine, Professional Services.
All Industries and Interests Considered

2. AMC Source
4440 PGA Blvd., #600
Palm Beach Gardens, FL 33410
Gregory Brooks, President/Executive Director
800-440-4066; Fax: 800-837-7321
INFO@AMCSOURCE.COM
WWW.AMCSOURCE.COM
AMC Source advances the mission of its association partners through strategy and collaboration. It is our job to ensure that clients are informed and compliant. Our ultimate goal is to help clients realize their full potential, which means that volunteer leaders are strategically working together towards the good of the association, the budget is healthy, and there is a system in place for the continuous evaluation of member needs and the identification of future trends.
All Industries and Interests Considered

3. AMG (Association Management Group, Inc.)
8400 Westpark Dr., 2nd Fl.
McLean, VA 22102
And
122 C St., NW, #630
Washington, DC 20001
Ryan Wall, VP-Business Development
Bruce Wardle, President/CEO
703-610-9000; Fax: 703-610-9005
INFO@AMG-INC.COM
WWW.AMG-INC.COM
AMG delivers customized management solutions to nonprofits by providing professional staffing, expertise and experience by advising volunteer leaders on how best to achieve their nonprofit’s goals and objectives. We offer the breadth and depth of a large metro Washington, DC AMC but focus on building strong relationships with those we serve. We strengthen the bond with clients and business partners by adding value and anticipating needs. Every service or area of expertise listed in this directory is under the AMG roof, including meeting and expo management, marketing, communication and web design, credentialing management, strategic planning and leadership development.
All Industries and Interests Considered
AMC Institute Accredited
4. AMP MANAGEMENT SERVICES
18000 W. 105TH ST.
OLATHE, KS 66061
PATRICK GALLAGHER, VICE PRESIDENT, SALES AND MARKETING
913-895-4600; FAX: 913-895-4650
INFO@GOAMP.COM
WWW.GOAMP.COM
AMP/MS provides full-service association management or specific outsourcing/consulting services to credentialing boards, professional societies, and trade associations. Our experienced staff, including EdDs, MBAs, CAEs, CMPs, and CPAs, is dedicated to finding innovative solutions to meet your needs. Strengths include leadership training, event planning, membership recruitment, governmental affairs, marketing, and financial management.

INDUSTRIES AND INTERESTS SERVED: ACCOUNTING, BUSINESS, CLUBS AND FRATERNAL ORGANIZATIONS, EDUCATION, EDUCATION COLLEGES AND UNIVERSITIES, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-NURSING, LAW, PROFESSIONAL SERVICES, SPORTS AND RECREATION, TECHNOLOGY, TRANSPORTATION AND STORAGE.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED
SEE OUR AD ON PAGE 28.

5. AMR MANAGEMENT SERVICES
201 E. MAIN ST., #1405
LEXINGTON, KY 40507
NICK RUFFIN, CAE, PRESIDENT AND COO
859-514-9150
NRUFFIN@AMRMS.COM
WWW.AMRMS.COM
Partner with an association management company that is passionate about your association’s mission and objectives. AMR Management Services provides the dedicated staff, expansive resources, expert leadership, and innovative strategies to turn your association’s vision into action. When your association is ready to experience the impact of professional management, visit www.amrms.com.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, ARTS AND CULTURE, BUSINESS, EDUCATION-ALUMNI, FINANCE, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INFORMATION MANAGEMENT, TECHNOLOGY, TOURISM.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED
SEE OUR AD ON PAGE 20.

6. ANTHONY J. JANNETTI, INC.
E. HOLLY AVE., BOX 56
PITMAN, NJ 08071
LINDA ALEXANDER, MANAGER OF BUSINESS DEVELOPMENT
856-256-2300; FAX: 856-589-7463
LINDA@AJJ.COM
WWW.AJJ.COM
Serving specialty nursing associations and the healthcare industry, AJJ, Inc., partners with association clients to help advance their mission, maximize resources, and achieve sustained success. AJJ offers full and partial association management services, including day-to-day administration, conference management, corporate sponsorship, advertising/exhibit management, education, certification, leadership development, membership development, communications, and publishing.

INDUSTRIES AND INTERESTS SERVED: HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-NURSING.
AMC INSTITUTE ACCREDITED
7. ASCENT MANAGEMENT, LLC
3337 DUKE ST.
ALEXANDRIA, VA 22314
PAMELA VALENZUELA, CAE, PRESIDENT
703-370-7436; FAX: 703-342-4311
PVALENZUELA@ASCENT-MANAGEMENT.COM
WWW.ASCENT-MANAGEMENT.COM
Creative, cost-effective, full-service, and project-management solutions for associations and foundations. Management services: leadership development, administration, and financial management. Communication strategies: integrated marketing/communications utilizing traditional and social media, website development and SEO, and legislative advocacy. Revenue generation: membership recruitment and retention, education programs, meeting and exposition management, and advertising and sponsorships.
INDUSTRIES AND INTERESTS SERVED: ACCOMMODATION AND FOOD SERVICES, BUSINESS, BUSINESS-MARKETING, COMMUNICATIONS AND ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION-COLLEGES AND UNIVERSITIES, HEALTHCARE, HEALTHCARE-GENERAL, HUMAN SERVICES, MINORITY-BASED AND ADVOCACY ORGANIZATIONS, REAL ESTATE AND HOUSING. ALL INDUSTRIES AND INTERESTS CONSIDERED

8. ASSOCIATION & SOCIETY MANAGEMENT INTERNATIONAL, INC.
201 PARK WASHINGTON CT.
FALLS CHURCH, VA 22046
ELIZABETH ARMSTRONG, MAM, QAS, CAE, PRESIDENT
703-538-1795; FAX: 703-241-5603
BARMSTRONG@ASMI.II
WWW.ASMI.COM
ASMI, an accredited association management company, delivers full-service association management services to organizations seeking personalized, professional nonprofit expertise. Trade associations, professional societies, and advocacy groups receive administrative services, management, and counsel so that elected leaders and members can focus on policy and special interest areas. ASMI earns high levels of customer satisfaction among its clients.
INDUSTRIES AND INTERESTS SERVED: COMMUNICATIONS AND ENTERTAINMENT, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE-GENERAL, HEALTHCARE-NURSING, MANUFACTURING, PUBLIC SAFETY. ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED
SEE OUR AD ON PAGE 24.

9. ASSOCIATION ACUMEN
N83 W13410 LEON RD.
MENOMONEE FALLS, WI 53051
GAIL BAST, PRESIDENT
414-359-1676; FAX: 414-359-1671
INFO@ASSOCIATIONACUMEN.COM
WWW.ASSOCIATIONACUMEN.COM
Association Acumen offers all the strengths of a mid-size management firm with all the benefits of a creative, nimble, and knowledgeable boutique firm. While Acumen’s core strength is providing headquarters services, it also provides governance consulting, strategic planning, meeting management, and website design and integration services. By leveraging technology and employing smart, talented, and energetic people, Acumen offers industry best practices that benefit a wide variety of associations.
INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, COMMUNICATIONS AND ENTERTAINMENT, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICS, INSURANCE, LAW, PROFESSIONAL SERVICES, SCIENCE, TECHNOLOGY, TRANSPORTATION AND STORAGE. ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

10. THE ASSOCIATION ADVANTAGE, LLC
591 NORTH AVE., #3-2
WAKEFIELD, MA 01880-1617
SHERRI L. OKEN, CAE, PRINCIPAL
781-245-6485; FAX: 781-245-6487
SOLUTIONS@THEASSOCIATIONADVANTAGE.NET
WWW.THEASSOCIATIONADVANTAGE.NET
The Association Advantage guides and supports volunteer leaders so that they may achieve their strategic goals. We customize services to meet unique organizational needs, then provide high-quality, cost-effective, and detail-oriented personal attention. Whether you need comprehensive professional management or skillful project management, we’ll give your association a competitive advantage.
INDUSTRIES AND INTERESTS SERVED: AUTOMOTIVE, BUSINESS-MANAGEMENT, BUSINESS-SALES, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-PHARMACEUTICS, MANUFACTURING. ALL INDUSTRIES AND INTERESTS CONSIDERED

11. ASSOCIATION ASSOCIATES, INC.
1255 WHITEHORSE-MERCERVILLE RD., BLDG. B, #514
TRENTON, NJ 08619
DEBBIE HART, PRESIDENT
609-890-9207; FAX: 609-581-8244
DHAART@HQ4U.COM
WWW.HQ4U.COM
Association Associates, Inc., was established in 1992 with the mission to provide outstanding management services to trade and professional nonprofit organizations. Our team empowers your volunteers to lead your association to its highest potential. Our clients know us as “The Partner That Leads.” Incorporated in New Jersey, AAI is headquartered in a suburb of Trenton, easily accessible to major highways and airports.
INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, BUSINESS-HUMAN RESOURCES, EMPLOYMENT, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE-PHARMACEUTICS, HUMAN SERVICES, REAL ESTATE AND HOUSING, SCIENCE, TECHNOLOGY, UTILITIES AND ENERGY. ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED

12. ASSOCIATION HEADQUARTERS
1120 ROUTE 73, #200
MT LAUREL, NJ 08054
LORI GORDON, CHIEF OPERATING OFFICER
856-439-0500; FAX: 856-439-0525
LGORDON@AHINT.COM
WWW.ASSOCIATIONHEADQUARTERS.COM
Association Headquarters (AH) is a professional services firm that works with nonprofit organizations on a comprehensive management or project outsourcing model. Whether you are the executive director evaluating technology to enhance the member experience or the volunteer president focused on driving your association’s mission, AH listens and develops strategies that serve your purpose.
INDUSTRIES AND INTERESTS SERVED: BUSINESS, EDUCATION, ENGINEERING, ENVIRONMENT AND WILDLIFE, FINANCE, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INFORMATION MANAGEMENT, MANUFACTURING, PERSONAL CARE AND SERVICES, PROFESSIONAL SERVICES, SCIENCE, SPORTS AND RECREATION, TECHNOLOGY, TRANSPORTATION AND STORAGE, UTILITIES AND ENERGY. ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED
13. ASSOCIATION INNOVATION AND MANAGEMENT, INC.
1821 MICHAEL FARADAY DR., #300
RESTON, VA 20190
CLARISSA RUSSELL WILSON, CMP, SENIOR VICE PRESIDENT
703-438-3103; FAX: 703-438-3113
CWILSON@AIM-HQ.COM
WWW.AIM-HW.COM
AIM specializes in building partnerships with scientific and health-related nonprofit organizations. AIM delivers cost-effective, proven, exceptional management services that enable our clients to focus on strategies necessary to achieve their goals. The AIM professionals are the industry’s leaders, utilizing innovation and technology to deliver results that exceed client expectations. AIM is 100 percent employee-owned.
INDUSTRIES AND INTERESTS SERVED: EDUCATION, ENVIRONMENT AND WILDLIFE, HEALTHCARE, HEALTHCARE-PHARMACEUTICS, PUBLIC SAFETY, SCIENCE.

14. ASSOCIATION MANAGEMENT CENTER
8735 W. HIGGINS RD., #300
CHICAGO, IL 60631
Marilyn JanSen, direCtOr, MarketinG and BuSineSS develOpMent
703-438-3101; FAX: 703-438-3113
CWILSON@AIM-HQ.COM
WWW.AIM-HW.COM
AIM specializes in building partnerships with scientific and health-related nonprofit organizations. AIM delivers cost-effective, proven, exceptional management services that enable our clients to focus on strategies necessary to achieve their goals. The AIM professionals are the industry’s leaders, utilizing innovation and technology to deliver results that exceed client expectations. AIM is 100 percent employee-owned.
INDUSTRIES AND INTERESTS SERVED: EDUCATION, ENVIRONMENT AND WILDLIFE, HEALTHCARE, HEALTHCARE-PHARMACEUTICS, PUBLIC SAFETY, SCIENCE.

15. ASSOCIATION MANAGEMENT GROUP, INC.
3300 WASHTENAW AVE., #222
ANN ARBOR, MI 48104
Mark McDougAll, PREsident
734-973-6700; FAX: 734-973-6791
INFO@AMG-HQ.ORG
WWW.AMG-HQ.COM
AMG is a full-service association management firm formed in 1994 with extensive experience in managing and growing healthcare and information technology associations. AMG excels in meeting-planning services, having produced executive-level events throughout the United States as well as in Australia, Canada, Brazil, France, Germany, Japan, and the Netherlands.
INDUSTRIES AND INTERESTS SERVED: HEALTHCARE, HEALTHCARE-GENERAL, INFORMATION MANAGEMENT, SCIENCE, TECHNOLOGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED

16. ASSOCIATION MANAGEMENT, LTD.
1255 S.W. PRAIRIE TRAIL PKWY.
ANKENY, IA 50023
Molly A. Lopez, Cae, PREsident
515-243-1558; FAX: 515-334-1143
AML@AML.ORG
WWW.AML.ORG
Since 1976, AML has partnered with international, national, and state associations to provide solutions that unleash the potential of our clients’ organizations, members, and leaders. With AMC Institute accreditation and certified staff, AML provides solutions that make a difference.
INDUSTRIES AND INTERESTS SERVED: ACCOUNTING, AGRICULTURE, FARMING AND FORESTRY, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-SALES, CHAMBERS OF COMMERCE, CONSTRUCTION, ECONOMIC DEVELOPMENT, ENVIRONMENT AND WILDLIFE, FINANCE, INSURANCE, LAW, MANUFACTURING, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, TOURISM, TOURISM-CHAMBERS OF COMMERCE, TOURISM-CONVENTION CENTERS, TRANSPORTATION AND STORAGE, UTILITIES AND ENERGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

17. AMPED - ASSOCIATION MANAGEMENT PARTNERS & EXECUTIVE DIRECTORS
22 N. CARROLL ST., #300
MADISON, WI 53703
Lynda J. Patterson, Fasae, Cae, PREsident and OWner
608-251-5940; FAX: 608-251-5941
LPATTERSON@MANAGEASSOCIATIONS.COM
WWW.MANAGEASSOCIATIONS.COM
Want to take your association to the next level? Turn to AMPED. We work as partners with associations in open, honest communication, respect, and shared strategic vision. High energy, creativity, and transparency are our promise. Let us focus on operations so your leaders are free to lead.
INDUSTRIES AND INTERESTS SERVED: ENGINEERING, HEALTHCARE, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

18. ASSOCIATION MANAGEMENT SOLUTIONS, LLC
48377 FREMONT BLVD., #317
FREMONT, CA 94538
Lisa Winkler, PRINCIPAL
510-492-4000; FAX: 510-492-4001
INFO@AMS.L.COM
WWW.AMS.L.COM
Association Management Solutions, LLC, provides full-service management to corporate-based nonprofit associations with an integrated solution created for technology groups. The AMS solution (from start-up to 10,000 members) includes dedicated staff who provide membership services, financial reporting, marketing, and event services, and the Association Resources Online (ARO) suite of web-based tools for collaboration and communication.
INDUSTRIES AND INTERESTS SERVED: BUSINESS, EDUCATION-COLLEGES AND UNIVERSITIES, ENGINEERING, INFORMATION MANAGEMENT, MANUFACTURING, RETAIL AND CONSUMER GOODS, TECHNOLOGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

See our ad on page 23.
19. ASSOCIATION RESOURCES, INC.
342 N. MAIN ST.
WEST HARTFORD, CT 06117-2507
MARTIN ROTBLATT, PRESIDENT AND CEO
860-586-7500; FAX: 860-586-7550
MROTBLATT@ASSOCIATIONRESOURCES.COM
WWW.ASSOCIATIONRESOURCES.COM
Association Resources is a results-oriented association management company with a reputation for excellence. Since 1983, AR’s team of professionals has responded to the outsourcing and full-service needs of state, regional, national, and international clients from our headquarters in West Hartford, Connecticut. AR is accredited by the AMC Institute.
INDUSTRIES AND INTERESTS SERVED: CONSTRUCTION, EDUCATION, EDUCATION-COLLEGES AND UNIVERSITIES, FINANCE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, PUBLIC SAFETY.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED

20. ASSOCIATION SERVICES GROUP
P.O. BOX 2945
LAGRANGE, GA 30241
CHARLES HALL, PRESIDENT AND CEO
706-845-9085; FAX: 706-883-8215
CHALL@ASSGROUP.NET
WWW.ASSOCIATIONSERVICESGROUP.NET
Association Services Group is a full-service accredited association management company providing membership marketing, publication services, public relations, newsletters, government affairs, meeting and conference planning, exposition coordination, and financial and administrative management. The firm’s clients include health, academic, and educational organizations. The firm has an extensive background in agriculture-related organizations.
INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, CLUBS AND FRATERNAL ORGANIZATIONS, EDUCATION, EDUCATION-COLLEGES AND UNIVERSITIES, TOURISM.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

21. THE ASSOCIATION SOURCE, LLC
600 CLEVELAND ST., #780
BANK OF AMERICA BUILDING
CLEARWATER, FL 33755
JODY ROSEN ATKINS, PRESIDENT AND CEO
561-477-8100; FAX: 561-910-0896
INFO@ASSOCIATIONSOURCE.COM
WWW. ASSOCIATIONSOURCE.COM
Founded in 1999, The Association Source is a full-service, AMC Institute Accredited association management company providing expert management to national and international associations in the professional services, security and logistics, technology, family and consumer sciences, 4-H youth development, and other industries. Our talented and dedicated team works across multiple industries, managing nearly 10,000 members.
INDUSTRIES AND INTERESTS SERVED: ACCOMMODATION AND FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING AND FORESTRY, ARTS AND CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, COMMUNICATIONS AND ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-
When preparing your organization for the future, choose the best qualified staff in the industry.

Moving your organization forward takes care and experience. Association and Society Management, International, Inc. (ASMI) is an association management company that works with you to plan and achieve your goals with the attention to detail that only comes from experience. Since 1964, ASMI has worked with associations, societies and advocacy groups, tailoring our services to meet each client’s needs. We support your mission by providing you with the tools your organization needs to succeed.

We have an experienced staff in metro-Washington, D.C., ready to help your organization. Please contact Beth Armstrong at barmstrong@asmi.net for more information on how ASMI can lead your organization to new heights.

ASMI is accredited under ANSI/AMCI Standard A100.1-2002 by the Association Management Company Institute. ASMI invests in the staff that will serve you; the majority of its account executives are Certified Association Executives (CAE) and all are Qualified Association Specialists (QAS). ASMI has the largest cohort of QASs of any organization in the world. Staff also holds a variety of professional designations and recognition according to their areas of specialty.
26. BOSTROM
35 E. WACKER DR., #850
CHICAGO, IL 60601-2106
JEANNE SHEEHY, VP AND CHIEF MARKETING OFFICER
312-644-0828; FAX: 312-644-8557
SOLUTIONS@BOSTROM.COM
WWW.BOSTROM.COM
Bostrom is a leading professional services firm celebrating more than 80 years of providing management, outsourcing, and consulting services to professional societies, trade associations, foundations, and other nonprofit organizations. Bostrom is dedicated to a simple mission: to build successful organizations and enhance value for our clients through trust, experience, and personalized service and solutions.
INDUSTRIES AND INTERESTS SERVED: ARTS AND CULTURE, BUSINESS, COMMUNICATIONS AND ENTERTAINMENT, CONSTRUCTION, ENGINEERING, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, INSURANCE, MANUFACTURING, MINORITY-BASED AND ADVOCACY ORGANIZATIONS, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, RETAIL AND CONSUMER GOODS, SCIENCE.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED
SEE OUR AD ON PAGE 25.

27. BOWER MANAGEMENT SERVICES, LLC
ONE E. ZANE AVE.
COLLINGSWOOD, NJ 08108
TIM BOWER, PRESIDENT AND OWNER
215-858-8023; FAX: 856-210-1619
TBOWER@BOWERMANAGEMENTSERVICES.COM
WWW.BOWERMANAGEMENTSERVICES.COM
Bower Management Services specializes in the management of small- and medium-size nonprofit organizations. We understand the personal attention required to manage associations and will work tirelessly to provide the service you deserve. We intently listen to your needs and make sure we exceed your expectations. Please contact us and we would be pleased to speak with you regarding how we may be of assistance.
INDUSTRIES AND INTERESTS SERVED: ACCOUNTING, BUSINESS-MANAGEMENT, CONSTRUCTION, EDUCATION, ENGINEERING, ENVIRONMENT AND WILDLIFE, FINANCE, INSURANCE, LAW, PROFESSIONAL SERVICES, UTILITIES AND ENERGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED

28. (C) MANAGEMENT, INC.
11600 NEBEL ST., #201
ROCKVILLE, MD 20852
LOIS UTTERBACK, VICE PRESIDENT
301-984-1242; FAX: 301-770-1949
WWW.C-MANAGEMENTINC.COM
At (c) Management, Inc., (CMI) our mission is to provide trusted and dynamic management services for associations, foundations, and nonprofits in the healthcare field. CMI offers a unique approach, matching strong logistical, financial, and meeting support capabilities with experienced legislative and regulatory expertise. And CMI is among a select group of association management companies that have achieved AMC Institute accreditation.
INDUSTRIES AND INTERESTS SERVED: HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICS. AMC INSTITUTE ACCREDITED

Agile Solutions for Today’s Modern Association

Bostrom blends more than 80 years of management experience with its culture of flexibility and focus to bring successful, personalized solutions to today’s modern association. Find out more at www.bostrom.com/agile.
29. CAPITAL CONCEPTS
CONSULTING

2111 WILSON BLVD., #700
ARLINGTON, VA 22201
KATHY HAMOR, PRESIDENT
703-351-5095; FAX: 703-351-0743
KHAMOR@CAPCOND.COM

Need an AMC that specializes in providing service to small and mid-sized nonprofits? Since 1994, Capital Concepts has been delivering superior full-service management and consulting services to small- to mid-sized organizations. In partnership with clients, we implement executive and operations management. Other services include lobbying, strategic planning, content development, marketing strategies, and execution.

INDUSTRIES AND INTERESTS SERVED: BUSINESS-MANAGEMENT, BUSINESS-MARKETING, EDUCATION, EDUCATION-COLLEGES AND UNIVERSITIES, FINANCE, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, PROFESSIONAL SERVICES, RETAIL AND CONSUMER GOODS.

ALL INDUSTRIES AND INTERESTS CONSIDERED

30. CENTRIC MANAGEMENT AND CONSULTING, INC.

800 S.W. JACKSON ST., #1500
TOPEKA, KS 66612
ASHLEY CHARHEST, VP, CLIENT RELATIONS
785-271-0208
ACHAREST@CENTRICHQ.COM
WWW.CENTRICHQ.COM

How can we best serve your membership? Centric Management and Consulting understands that providing optimal association management means understanding and meeting your goals. Centric excels in the areas of marketing strategy, web development, event management, membership retention and recruitment, and governmental affairs. Our team is driven to see you succeed.

INDUSTRIES AND INTERESTS SERVED: ACCOUNTING, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, CONSTRUCTION, ECONOMIC DEVELOPMENT, ENGINEERING, HEALTHCARE, HEALTHCARE-PHARMACEUTICS, INFORMATION MANAGEMENT, MANUFACTURING, PROFESSIONAL SERVICES, PUBLIC SAFETY, TECHNOLOGY, TRANSPORTATION AND STORAGE.

ALL INDUSTRIES AND INTERESTS CONSIDERED

AMC INSTITUTE ACCREDITED

31. CLEMONS & ASSOCIATES, INC.

3601 E. JOPPA RD.
BALTIMORE, MD 21234
CRISTA LEGRAND, CAE, CMP, PRESIDENT AND CEO
410-931-8100; FAX: 410-931-8111
CRISTAL@CLEMONSMGMT.COM
WWW.CLEMONSMGMT.COM

Since 1977, Clemons & Associates, Inc., inspires and advocates for organizations we partner with. Our team is committed to your organization’s vision and mission, and brings expertise by enhancing efficiencies, maximizing revenues, and managing expenses to keep you on track toward long-term growth and achievement. Our goal is always our customer’s success.

INDUSTRIES AND INTERESTS SERVED: ACCOMMODATION AND FOOD SERVICES, AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, EDUCATION, EDUCATION-COLLEGES AND UNIVERSITIES, ENGINEERING, HEALTHCARE-NURSING, LAW, MANUFACTURING, MINORITY-BASED AND ADVOCACY ORGANIZATIONS, PROFESSIONAL SERVICES, RETAIL AND CONSUMER GOODS, SCIENCE, TRANSPORTATION AND STORAGE.

ALL INDUSTRIES AND INTERESTS CONSIDERED

AMC INSTITUTE ACCREDITED

32. CM SERVICES, INC.
THE ASSOCIATION PARTNERSHIP COMPANY

800 ROOSEVELT RD., #C-312
GLEN ELYN, IL 60137
RICK CHURCH, HEAD COACH
630-858-7337; FAX: 630-790-3095
PARTNER@CMSERVICES.COM
WWW.CMSERVICES.COM

CM Services, Inc. The Association Partnership Company partners with trade associations in progressive industries worldwide to develop, maintain, and advance their missions. We give our association partners what they want, when they want it, how they want it. Contact us for free information describing our partnership approach to full and contracted services.

INDUSTRIES AND INTERESTS SERVED: BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, COMMUNICATIONS AND ENTERTAINMENT, ENGINEERING, MANUFACTURING, PROFESSIONAL SERVICES, RELIGION, RETAIL AND CONSUMER GOODS, SCIENCE.

ALL INDUSTRIES AND INTERESTS CONSIDERED

AMC INSTITUTE CHARTER ACCREDITED
33. COULTER
1760 OLD MEADOW RD., #500
MCLEAN, VA 22102
ERIN FULLER, PRESIDENT
703-506-3260; FAX: 703-506-3266
INFO@WEARECOULTER.COM
WWW.WEARECOULTER.COM
Coulter delivers the people, purpose, and performance that transforms high-potential, socially principled nonprofit organizations and corporations from good to great. We choose to serve clients who mirror our values and ethos—learn how our clients are operating smarter while changing our world at www.wearecoulter.com.

INDUSTRIES AND INTERESTS SERVED: ACCOMMODATION AND FOOD SERVICES, ACCOUNTING, ARTS AND CULTURE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, CHAMBERS OF COMMERCE, ECONOMIC DEVELOPMENT, EDUCATION, EMPLOYMENT, ENVIRONMENT AND WILDLIFE, FINANCE, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE GENERAL, HEALTHCARE MEDICINE, INFORMATION MANAGEMENT, INSURANCE, LAW, MINORITY-BASED AND ADVOCACY ORGANIZATIONS, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, TECHNOLOGY, TOURISM.

ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED

34. DAVIS/REPLOGLE & ASSOCIATES
1970 E. GRAND AVE., #330
EL SEGUNDO, CA 90245
C. JAMES DOWDEN, PRESIDENT
310-364-0193; FAX: 310-364-0196
JDOWDEN@PRODIGY.NET
WWW.DOWDENMANAGEMENT.COM
D/R&A has provided full management for trade associations and societies since 1954. Our results-oriented team offers staff, facilities, and service on a contract-shared, cost basis. Specialized services include convention and exhibit management, publications, strategic planning, and award-winning communication programs.

INDUSTRIES AND INTERESTS SERVED: BUSINESS, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, LAW, PROFESSIONAL SERVICES.

35. DOLCI MANAGEMENT SERVICES
322 EIGHTH AVE., #202
NEW YORK, NY 10001-8301
JOEL DOLCI, CAE, PRESIDENT AND CEO
212-206-8301; FAX: 212-645-1147
JOEL@DOLCIMANAGEMENT.COM
WWW.DOLCIMANAGEMENT.COM
DMS is dedicated in providing state-of-the-art association management and consulting services to the association nonprofit community since 1978. Services include headquarters-office operation, executive search, strategic planning, governance audits, financial management, evaluation of existing programs, board and staff development, fundraising and foundation promotion, special events, and meetings and conventions.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, ARTS AND CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, CONSTRUCTION, EDUCATION, EMPLOYMENT, ENGINEERING, FINANCE, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, TECHNOLOGY, TOURISM.

All Industries and Interests Considered

36. DROHAN MANAGEMENT GROUP
12100 Sunset Hills Rd., #130
Reston, VA 20190
William Drohan, CAE, FASAE, President and CEO
703-437-4377; Fax: 703-435-4390
WMD@DROHANMGMT.COM
WWW.DROHANMGMT.COM
DMG is a full-service management and consulting firm serving trade associations and professional societies. For 28 years, we have partnered with clients to provide expertise that drives innovation and growth. Services include: strategic planning, administration, membership development, financial /data management, meetings/conventions, publications/communications, government affairs, fundraising, and foundation management.


All Industries and Interests Considered
AMC INSTITUTE CHARTER ACCREDITED
See our ad on page 30.

37. EWALD CONSULTING
1000 Westgate Dr., #252
Saint Paul, MN 55114
Paul Hanscom, Vice President of Business Development and Marketing
651-290-6260; Fax: 651-290-2266
INFO@EWALD.COM
WWW.EWALD.COM
Since 1982, Ewald Consulting has helped international, national, and state associations achieve outstanding results. As one of the nation’s largest AMCs, our staff of more than 60 professionals provides creative solutions that are effectively implemented to make your role as an association leader fun.

Industries and Interests Served: Accounting, Agriculture, Farming and Forestry, Arts and Culture, Business, Business-Human Resources, Business-Management, Business-


All Industries and Interests Considered
AMC INSTITUTE CHARTER ACCREDITED
See our ad on page 28.

38. EXECUTIVE ADMINISTRATION, INC. (EAI)
85 W. Algonquin Rd., #550
Arlington Heights, IL 60005-4425
Rick Slawny, President
847-427-9600; Fax: 847-427-9656
MAIL@EXECADM.COM
EXECADM.COM
EAI is your association management solution. With more than 30 years experience, EAI provides top-quality services to professional associations. EAI’s management model is a proven, cost-efficient solution delivered by experienced association experts.

Our business philosophy is to provide clients with the highest level of professional association management services at a competitive price.


All Industries and Interests Considered
AMC INSTITUTE ACCREDITED

39. EXECUTIVE DIRECTOR, INC.
555 E. Wells St., #1100
Milwaukee, WI 53202
David Baumann, Chief Operating Officer
414-276-6445; Fax: 414-276-3349
DBAUMANN@EXECINC.COM
WWW.EXECINC.COM
EDI creates success for national and global medical, healthcare, scientific, and academic associations. We serve 25 organizations with budgets of $250,000 to more than $10 million. We leverage our knowledge with our cutting-edge technology, capacity, expertise, and experience to realize your vision. We are AMC Institute accredited.

Industries and Interests Served: Business, Education-Colleges and Universities, Healthcare, Healthcare-Dentistry, Healthcare-
40. FASEB SOCIETY MANAGEMENT SERVICE
9650 ROCKVILLE PIKE
BETHESDA, MD 20814
STEFAN BRADHAM, ASSOCIATE DIRECTOR OF SOCIETY MANAGEMENT SERVICES
301-634-7213
MANAGEMENT@FASEB.ORG
WWW.FASEB.ORG/AMS
FASEB has supported life science nonprofits for over a century, and we tailor our services to meet the needs within this community. From full-service to project management, accounting to meeting management, membership marketing to publication services, FASEB’s Society Management Services will support your organization’s business needs, allowing you more time to focus on the mission.
INDUSTRIES AND INTERESTS SERVED: SCIENCE.
ALL INDUSTRIES AND INTERESTS CONSIDERED

41. FERNLEY & FERNLEY, INC.
100 N. 20TH ST., #400
PHILADELPHIA, PA 19103
G.A. TAYLOR FERNLEY, PRESIDENT AND CEO
215-564-3484; FAX: 215-564-2175
INFO@FERNLEY.COM
WWW.FERNLEY.COM
Offering flexible and affordable options for professional association management, web-based membership administration services, and expert meeting planning and sourcing services. Fernley & Fernley, Hub by Fernley, and Premier Meetings by Fernley work with volunteer leaders and association executives to identify specific needs and develop customized service plans. Advancing the Mission of Our Clients every day!
ALL INDUSTRIES AND INTERESTS CONSIDERED

42. GIUFFRIDA ASSOCIATES
204 E ST., NE
WASHINGTON, DC 20002
ANNETTE SUMMERS, PRESIDENT
202-547-6340; FAX: 202-547-6348
ASUMMERS@THEGATEAM.COM
WWW.THEGATEAM.COM
Employee owned and operated since 1981, GA is a boutique consulting firm comprised of a team of experienced professionals who provide associations, government agencies, and corporations with full-service association management, conference and virtual meeting planning, and strategic-planning services.
INDUSTRIES AND INTERESTS SERVED: BUSINESS, CLUBS AND FRATERNAL ORGANIZATIONS, EDUCATION, LAW, PROFESSIONAL SERVICES, SCIENCE, TECHNOLOGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED

The Sherwood Group, Inc.
Your mission. Your projects. Your results.
Association management that works for YOU!

“BCEN receives superior customer service and caring from The Sherwood Group, which has resulted in a ‘second to none’ partnership between BCEN and Sherwood.”
Tancy Stanbery, MSEd, CAE
Chief Executive Officer, Board of Certification for Emergency Nursing

Strategy and Governance | Meetings and Events | Education and Accreditation | Marketing and Communications
Financial Management | Websites | Member Services | Technology Backbone

An AMCI Charter Accredited Association Management Firm and approved licensee of the ASAE Certificate Program in Association Management. All Sherwood team members earn the Certificate.

Call Greg Schultz at +1-847-205-2646 | www.sherwood-group.com
43. THE HARRINGTON COMPANY
4248 PARK GLEN RD.
MINNEAPOLIS, MN 55416
KAREN WESLOH, PARTNER AND SENIOR ACCOUNT EXECUTIVE
952-928-7477; FAX: 952-929-1318
INFO@HARRINGTONCOMPANY.COM
WWW.HARRINGTONCOMPANY.COM
The Harrington Company provides the commitment and experience you want and the flexibility and innovation you need. By utilizing our flexible pricing and experienced team of dedicated professionals, the associations, societies, and foundations we partner with are able to meet today's challenges, prepare for the future, and exceed the expectations of their members.
INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, ARTS AND CULTURE, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, COMMUNICATIONS AND ENTERTAINMENT, CONSTRUCTION, ENGINEERING, FINANCE, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INSURANCE, LAW, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, TECHNOLOGY, TRANSPORTATION AND STORAGE.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED

44. HOLLAND-PARLETTE ASSOCIATES
575 MARKET ST., #3225
SAN FRANCISCO, CA 94105
KERRY PARKER, MPA, CAE, PRINCIPAL
415-764-4822; FAX: 415-764-4915
KPARKER@HP-ASSOC.COM
WWW.HP-ASSOC.COM
Holland-Parlette Associates provides full-service management to professional and trade organizations ranging from local to international in scope. Staff expertise includes membership development, publications, conferences and tradeshows, marketing, web and social media, and financial management. Since 1985, HPA’s management expertise has allowed volunteers to effectively lead their association.
INDUSTRIES AND INTERESTS SERVED: ENGINEERING, FINANCE, HEALTHCARE-MEDICINE, LAW, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, SCIENCE, SPORTS AND RECREATION.
ALL INDUSTRIES AND INTERESTS CONSIDERED

45. IMN SOLUTIONS
1110 N. GLEBE RD., #580
ARLINGTON, VA 22201
BARBARA A. MYERS, CAE, VICE PRESIDENT, ASSOCIATION SERVICES
703-908-0707; FAX: 703-908-0709
BMYERS@IMNSOLUTIONS.COM
WWW.IMNSOLUTIONS.COM
IMN Solutions is a full-service global company dedicated to our clients success by providing exceptional association and meetings management services. Client interest inspired development of IMN Event Solutions and IMN Association Management, which offer full-service association management, housing, registration, and event management solutions under the IMN Solutions brand.
INDUSTRIES AND INTERESTS SERVED: ACCOMMODATION AND FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING AND FORESTRY, ARTS AND CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, CLUBS AND FRATERNAL ORGANIZATIONS, COMMUNICATIONS AND ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-COLLEGES AND UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT AND WILDLIFE, FINANCE, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, MINORITY-BASED AND ADVOCACY ORGANIZATIONS, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC

46. KELLEN COMPANY
1100 JOHNSON FERRY RD., #300
ATLANTA, GA 30342
TRAVIS RUSH, BUSINESS DEVELOPMENT MANAGER
844-535-5360; FAX: 212-370-9047
TRUSH@KELLENCOMPANY.COM
WWW.KELLENCOMPANY.COM

11/F, R.1177, BLOCK A
NO. 18 XIAGUANGLI
NORTH ROAD, EAST THIRD RING
CHAOYANG DISTRICT
BEIJING, 100027 CHINA
STEVEN BASART, SENIOR CONSULTANT
+86 10 59231096; FAX: +86 10 59231090
SBASART@KELLENCOMPANY.COM

1833 CENTRE POINT CIR., #123
NAPERVILLE, IL 60563
PAT FARREY, GROUP VICE PRESIDENT
844-535-5360
PFARREY@KELLENCOMPANY.COM

10200 W. 44TH AVE., #304
WHEAT RIDGE, CO 80033
DAVID STUMPH, VICE PRESIDENT
844-535-5360
DSTUMPH@KELLENCOMPANY.COM

355 LEXINGTON AVE., 15TH FL.
NEW YORK, NY 10017
TRAVIS RUSH, BUSINESS DEVELOPMENT MANAGER
844-535-5360
TRUSH@KELLENCOMPANY.COM

NATIONAL PRESS BUILDING, #750
529 14TH ST., NW
WASHINGTON, DC 20045
RICK CRISTOL, PRESIDENT
844-535-5360
RCRISTOL@KELLENCOMPANY.COM
Kellen specializes in management solutions for associations and professional societies facing
declining revenue or looking to advance their scope. Our global team of experts provides support through cost-saving structures, revenue development, communications, strategic planning, client synergies and global representation. Servicing the industry for 50 years, Kellen helps make good associations great.

INDUSTRIES AND INTERESTS SERVED: ACCOMMODATION AND FOOD SERVICES, ACCOUNTING, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, COMMUNICATIONS AND ENTERTAINMENT, CONSTRUCTION, EDUCATION, ENGINEERING, FINANCE, HEALTHCARE, INSURANCE, LAW, MANUFACTURING, PUBLIC SAFETY, REAL ESTATE AND HOUSING, SCIENCE, TECHNOLOGY, TRANSPORTATION AND STORAGE.

ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED
SEE OUR AD ON THE INSIDE FRONT COVER.

47. LOBUE & MAJDALANY MANAGEMENT GROUP
572 RUGER ST., BOX 29920
SAN FRANCISCO, CA 94129
MICHAEL MAJDALANY, VICE PRESIDENT
415-561-6110; FAX: 415-561-6120
INFO@LM-MGMT.COM
WWW.LM-MGMT.COM
For more than 20 years, L&M has provided full management and project services to national and international trade associations. L&M is a charter AMC Institute-accredited firm. Our CAE and CAE-track executive directors are proven business managers who can maximize all available assets and resources to give you peace of mind.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, COMMUNICATIONS AND ENTERTAINMENT, HEALTHCARE, HEALTHCARE-MEDICINE, MANUFACTURING, TECHNOLOGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED

48. MANAGEMENT EXCELLENCE, INC.
11 W. MONUMENT AVE., #510
DAYTON, OH 45402
FRAN RICKENBACH, IOM, CAE, PRESIDENT
937-586-3700; FAX: 937-586-3699
FRAN@MEINET.COM
WWW.MEINET.COM
MEI provides full-service association, project, and tradeshow management. Our innovative approach to nondues-revenue marketing, anxiety-free meetings, effective communications to members/target audiences, progressive membership development/administration, and eyes-forward strategic planning will meet the needs of your international, national, or regional association. We serve professional societies, trade associations, and franchise dealer associations.

INDUSTRIES AND INTERESTS SERVED: BUSINESS-MANAGEMENT, HEALTHCARE, MANUFACTURING, PROFESSIONAL SERVICES, SCIENCE.

ALL INDUSTRIES AND INTERESTS CONSIDERED

✅ Operations & Membership Management
✅ PR & Strategic Communications
✅ Event Management
✅ Web Services
✅ Engineering & Technical Services
✅ Done.

VTM Group | www.vtmgROUP.com
503-619-0505 | asae_info@vtmgROUP.com
49. MANAGEMENT SOLUTIONS PLUS, INC.
9707 KEY WEST AVE., #100
ROCKVILLE, MD 20850
BETH W. PALYS, FASAE, CAE, PRESIDENT
301-258-9210
INFO@MGMTSOL.COM
WWW.MGMTSOL.COM
MSP excels at translating your board’s vision into growth for your association. MSP offers full-service association management, meetings management, and consulting. Receive the expertise of a leader combined with the attentiveness of a boutique firm. The common denominator among our clients: success!


AMC INSTITUTE ACCREDITED

50. MCBRIDE & ASSOCIATES, INC.
1633 NORMANDY CT., #A
LINCOLN, NE 68512
DAVID MCBRIDE, PRESIDENT
402-476-3852; FAX: 402-476-6547
INFO@ASSOCOFFICE.NET
WWW.MCBRIDEMANAGEMENT.COM
Founded in 1983, McBride & Associates provides full-service association management as well as management of individual projects or services. We have a proven record of helping clients grow through strategic thinking, strong support of volunteers, sound financial management, and effective development and administration of membership services, meetings, and membership communications.

INDUSTRIES AND INTERESTS SERVED: HEALTHCARE, GENERAL, HEALTHCARE-MEDICINE, INSURANCE, UTILITIES AND ENERGY.

AMC INSTITUTE ACCREDITED

51. MCI GROUP
EUROPE, ASIA-PACIFIC, INDIA, THE MIDDLE EAST AND AFRICA, THE AMERICAS
PETER TURNER, SENIOR ADVISOR, GLOBAL DEVELOPMENT STRATEGY
571-275-1516
PETER.TURNER@MCI-GROUP.COM
MCI-ASSOCIATIONS.GROWGLOBALLY.US/
With 56 offices in 29 cities and more than 1,600 experts, MCI Group is a globally integrated association management, consulting, communication, and meetings company. We help U.S.-based associations grow globally by building their market presence to improve their capacity to deliver locally relevant membership, product, and service experiences.


AMC INSTITUTE ACCREDITED

52. MCKENNA MANAGEMENT, INC.
6 BOSTON RD., #202
CHELMSFORD, MA 01824
PAM MCKENNA, CAE, PRESIDENT
978-250-9847; FAX: 978-250-1117
INFO@MCKENNAMANAGEMENT.COM
WWW.MCKENNAMANAGEMENT.COM
Our professional, friendly, and experienced team can provide your association with excellent full-service or project management. McKenna Management serves diverse clients including the New England Society of Association Executives. We offer effective, creative solutions and will work with you to make your association the best that it can be!

INDUSTRIES AND INTERESTS SERVED: BUSINESS-HUMAN RESOURCES, EDUCATION, EDUCATION-COLLEGES AND UNIVERSITIES, FINANCE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICS, SOCIETY OF ASSOCIATION EXECUTIVES.

AMC INSTITUTE ACCREDITED

53. MEETING EXPECTATIONS
3525 PIEDMONT RD., BLDG. 5, #300
ATLANTA, GA 30305
KARL KIRSCH, CAE, VICE PRESIDENT
404-240-0999; FAX: 404-240-0998
INFO@MEETINGLEXPECTATIONS.COM
WWW.MEETINGLEXPECTATIONS.COM
Our CAEs offer a wealth of experience and forward-thinking strategies to grow membership, attendance, and sponsorship. Services include administration and governance, sponsorship development, member recruitment and retention, conference management, educational content development, technology, marketing and creative services, finance, and headquarters support.


54. MELBY, CAMERON & ANDERSON
23607 HIGHWAY 99, #2C
EDMONDS, WA 98026
DONNA CAMERON, CAE, CEO
425-774-7479; FAX: 425-771-9588
DONNA@MCMGMT.COM
WWW.MCMGMT.COM
MCA provides management to state, regional, and national associations. With a 35-year reputation as association builders, we bring organizations a high level of expertise, professionalism, and innovation. Our clients value our ability to help them expand their strategic capacity, foster engaged communities, and increase meeting success and profitability.

MCA is where associations go to grow.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, BUSINESS, BUSINESS-MANAGEMENT, CONSTRUCTION, EDUCATION, FINANCE, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INSURANCE, LAW, PROFESSIONAL SERVICES, SOCIETY OF ASSOCIATION EXECUTIVES.

AMC INSTITUTE ACCREDITED
55. Metacred – Where the Best Credentials Grow

P.O. BOX 300
MCLEAN, VA 22101-0300
JOHN BAKER, VICE PRESIDENT OF BUSINESS DEVELOPMENT
+1 703 327 2733, X102
GROW@METACRED.COM
WWW.METACRED.COM

Metacred: The premier outsourcing solution for full-service management of credentialing programs. Experts in building and operating profitable, legally defensible certification, accreditation, and licensure programs. Our mission: Develop, manage, and grow the best credentialing programs in the world. Our value proposition: Improve quality, achieve sustainable growth, and increase ROI and impact.


ALL INDUSTRIES AND INTERESTS CONSIDERED

56. Morgan Hollingworth Public Affairs & Association Management

1050 ROSECRANS ST., #B
SAN DIEGO, CA 92106
TRACY MORGAN HOLLINGWORTH, PRESIDENT
TMHOLLINGWORTH@SBCGLOBAL.NET
WWW.MORGANHOLLINGWORTH.COM

Morgan Hollingworth is a full service management company with 35 years experience serving state and local associations with a personal touch. We build strong organizations, have turned around struggling nonprofits, and provide seamless management transition and customized programs to meet your goals. Services include full association and project management, membership development, lobbying, fundraising, public and community relations, financial and meeting management. Industries and interests served: specialists in professional associations, Realtors, architects, developers, local governments/special districts, and construction.

INDUSTRIES AND INTERESTS SERVED: BUSINESS, CLUBS AND FRATERNAL ORGANIZATIONS, CONSTRUCTION, ECONOMIC DEVELOPMENT, ENGINEERING, GOVERNMENT AND PUBLIC ADMINISTRATION, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING.

ALL INDUSTRIES AND INTERESTS CONSIDERED

57. Multiservice Management Company

994 OLD EAGLE SCHOOL RD., #1019
WAYNE, PA 19087-1866
SHARON K. TANNHILL, CEO
610-971-4850; FAX: 610-971-4859
INFO@MMC01.COM
WWW.MMC01.COM

Medium-size firm specializing in personalized service to national and international trade associations and societies for more than 50 years. Full-service association management including membership development, meeting planning, trade shows, and in-house internet services. Specialized experience in marketing, certification, and standardization work for industrial products.

INDUSTRIES AND INTERESTS SERVED: BUSINESS-MANAGEMENT, EDUCATION, ENGINEERING, MANUFACTURING.

ALL INDUSTRIES AND INTERESTS CONSIDERED

58. Non-Profit Help

107 S. WEST ST., #825
ALEXANDRIA, VA 22314
TOM OSINA, IOM, CAE, CHIEF IDEA ARCHITECT
888-441-5454; FAX: 703-530-9653
SOLUTIONS@NON-PROFITHelp.COM
WWW.NON-PROFITHelp.COM

We provide solutions, not just services, to nonprofits in the United States. Our staff solves problems so the focus stays on meeting and exceeding the expectations of members. Since 1994, nonprofits and associations have received certified and experienced management. Come join us.

INDUSTRIES AND INTERESTS SERVED: ACCOUNTING, AUTOMOTIVE, BUSINESS, CONSTRUCTION, ENGINEERING, MANUFACTURING, PROFESSIONAL SERVICES, RETAIL AND CONSUMER GOODS, TRANSPORTATION AND STORAGE, UTILITIES AND ENERGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED

59. Offinger Management Company

1100 H BRANDYWINE BLVD.
ZANESVILLE, OH 43701-7303
KIM VIESTRA, PRESIDENT AND CEO
740-452-4541; FAX: 740-452-2552
OMC.INFO@OFFINGER.COM
WWW.OFFINGER.COM

Offinger is the experienced voice in association management. Our expertise is underscored by our accreditation from the AMC Institute. Delivering innovative, full-service association management services or simply association administrative support, our services include financial reporting; conference, meeting, and exposition planning; certifications; advocacy; fundraising; membership services; benefits development; human resources; social media; and website management. Offinger delivers expert leadership, strategic guidance and operational excellence to your association. With Offinger, you’ll receive a greater return on investment beyond what may be possible through volunteer management or hired association staff.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, ARTS AND CULTURE, BUSINESS, ENGINEERING, ENVIRONMENT AND WILDLIFE, HEALTHCARE, HEALTHCARE-PHARMACEUTICS, MANUFACTURING, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE AND HOUSING, RETAIL AND CONSUMER GOODS, TECHNOLOGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED

AMC INSTITUTE ACCREDITED
60. P & N ASSOCIATION MANAGEMENT
8550 UNITED PLAZA BLVD., #1001
BATON ROUGE, LA 70809
BLAND O’CONNOR, PRESIDENT
225-922-4619; FAX: 225-408-4422
BOCONNOR@PNASSOCIATIONS.COM
WWW.PNASSOCIATIONS.COM
As a subsidiary and practice unit of a professional services firm of over 600 staff, our clients are served by qualified professionals working in an environment of robust resources. We are committed to providing client associations with close personal attention and high-quality services tailored to the clients’ unique needs.
INDUSTRIES AND INTERESTS SERVED: EDUCATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICS, INFORMATION MANAGEMENT, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES.
ALL INDUSTRIES AND INTERESTS CONSIDERED

61. PAI MANAGEMENT CORPORATION
5272 RIVER RD., #630
BETHESDA, MD 20816
NORMAN WALLIS, PH.D., PRESIDENT
301-718-6539; FAX: 301-656-0989
NWALLIS@PAIMGMT.COM
WWW.PAIMGMT.COM
PAI specializes in meeting the distinctive management needs of professional societies in the health professions and biomedical research disciplines. Our successful track record of helping volunteer leaders increase membership, boost conference attendance, and improve financial stability is based on our association management skills, experiences in the healthcare industry, and use of state-of-the-art technology.
INDUSTRIES AND INTERESTS SERVED: HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICS, SCIENCE.
AMC INSTITUTE ACCREDITED

62. PARTNERS IN ASSOCIATION MANAGEMENT
325 JOHN KNOX RD., #L103
TALLAHASSEE, FL 32303
BENNETT NAPIER, CAE, PRESIDENT/CEO
850-224-0711; FAX: 850-222-3019
PIAM@EXECUTIVEOFFICE.ORG
WWW.YOURSSEARCHISDONE.COM
Partners in Association Management is an accredited professional services firm that specializes in delivering strategic and operational management for state, regional, and national not-for-profit associations and other organizations.
INDUSTRIES AND INTERESTS SERVED: CONSTRUCTION, ECONOMIC DEVELOPMENT, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, INSURANCE.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED
SEE OUR AD ON PAGE 27.

63. PREMIER CHOICE ASSOCIATION MANAGEMENT
210 GREEN BAY RD.
THIENSVILLE, WI 53092
BECKY WIMMER, ADMINISTRATIVE PARTNER
262-242-6280; FAX: 262-242-1862
OFFICE@PREMIERCHOICEAMC.COM
WWW.PREMIERCHOICEAMC.COM
Premier Choice Management takes a partnership approach with each association we serve. We not only offer the full array of management services, but we take the time to really get to know your officers as individuals, to understand your distinctive culture, and to discern what is important and valuable to your members.
INDUSTRIES AND INTERESTS SERVED: EDUCATION, HEALTHCARE, PHILANTHROPY AND HUMANITARIANISM.
ALL INDUSTRIES AND INTERESTS CONSIDERED

64. PRRI
500 CUMMINGS CENTER, #4550
BEVERLY, MA 01915
AURELIE M. ALGER, JD, PRESIDENT
978-927-8330; FAX: 978-524-8890
AALGER@PRRI.COM
WWW.PRRI.COM
PRRI is an AMC Institute Accredited association management company specializing in full-service professional association management, including executive management, administration, meetings, membership, and exhibition for medical associations and their related foundations. We have more than 60 years of experience in association management.
INDUSTRIES AND INTERESTS SERVED: EDUCATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICS, PROFESSIONAL SERVICES.
AMC INSTITUTE ACCREDITED

65. THE REES GROUP, INC.
2424 AMERICAN LN.
MADISON, WI 53704
SUSAN M. REES, PRESIDENT AND CEO
608-443-2468; FAX: 608-443-2478
SREES@REESGROUPINC.COM
WWW.REESGROUPINC.COM
The Rees Group, Inc., offers innovative, full-service management for the progressive professional association. Specializing in active partnerships with boards and committees, we focus on leadership development, member acquisition and retention, fundraising, financial reporting and analysis, meeting development and planning, exhibit hall management, editorial support, graphic design, and web-based initiatives.
INDUSTRIES AND INTERESTS SERVED: CLUBS AND FRATERNAL ORGANIZATIONS, EDUCATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, PROFESSIONAL SERVICES, SCIENCE.

66. ROBSTAN GROUP, INC.
400 ADMIRAL BLVD.
KANSAS CITY, MO 64106
KEN BOWMAN, PRESIDENT
816-472-8870; FAX: 816-472-7765
KENB@ROBSTAN.COM
WWW.ROBSTAN.COM
Robstan Group, Inc., has been serving the marketing, communication and management needs of our trade association clients since 1985. RGI is a one-stop firm that provides all of the services needed by an association, plus publishing, a video studio, and complete video-production capabilities.
INDUSTRIES AND INTERESTS SERVED: AUTOMOTIVE, CONSTRUCTION, RETAIL AND CONSUMER GOODS, TRANSPORTATION AND STORAGE.
ALL INDUSTRIES AND INTERESTS CONSIDERED

67. S & S MANAGEMENT SERVICES, INC.
P.O. BOX 30, ONE REGENCY DR.
BLOOMFIELD, CT 06002
MARK SCHUMAN, PRESIDENT
860-243-3977; FAX: 860-286-0787
ASCHUMAN@SSMGMT.COM
WWW.SSMGMT.COM
S & S Management Services is a full-service association management company located in the greater Hartford area, just 15 minutes from Bradley International Airport. Our leadership has been with the firm since its founding 34 years ago. We take pride in the variety of associations we serve and our ability to implement plans and solve association problems.
INDUSTRIES AND INTERESTS SERVED: CONSTRUCTION, FINANCE, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, REAL ESTATE AND HOUSING, TECHNOLOGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED
68. SAN FRANCISCO ASSOCIATION MANAGEMENT SERVICES
655 BEACH ST.
SAN FRANCISCO, CA 94109
TIMOTHY LOSCH, DIRECTOR
415-561-8566; FAX: 415-561-8533
SFAMS@AAO.ORG
WWW.SF-AMS.COM
San Francisco Association Management Services is a full-service association management company supporting medical associations in areas such as operations, meetings, and governance since 1986.
INDUSTRIES AND INTERESTS SERVED: HEALTHCARE, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING.
AMC INSTITUTE ACCREDITED

69. SENTERGROUP, INC.
225 W. WACKER DR., #650
CHICAGO, IL 60606
CRAIG M. SONDALLE, PRESIDENT
312-265-2907; FAX: 312-265-2908
INFO@THESENGROUP.COM
WWW.THESENGROUP.COM
Sentergroup, Inc., is a Chicago-based management consultancy that specializes in providing innovative solutions to the nonprofit, association, and foundation marketplace. Our professional staff provides administrative, operational, headquarters, meeting planning, marketing and communications, financial oversight, and strategic-planning solutions to a host of full-service and contract professional and trade associations.
INDUSTRIES AND INTERESTS SERVED: ARTS AND CULTURE, BUSINESS, EDUCATION-ALUMNI, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HUMAN SERVICES, INFORMATION MANAGEMENT, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES, SOCIETY OF ASSOCIATION EXECUTIVES, TOURISM, TOURISM-CONVENTION CENTERS.
ALL INDUSTRIES AND INTERESTS CONSIDERED

70. THE SHERWOOD GROUP, INC.
111 DEER LAKE RD., #100
DEERFIELD, IL 60015
GREG SCHULTZ, VICE PRESIDENT
847-480-9080; FAX: 847-480-9282
GSCHULTZ@SHERWOOD-GROUP.COM
WWW.SHERWOOD-GROUP.COM
Associations realize the value in their vision with Sherwood. Since 1979, Sherwood has supported association boards and staffs with custom service solutions. Our work is focused on national and international organizations in health, science, technology, and business. Proven success in strategy, membership, meetings, education, marketing, communications, accounting, websites, sales, development, and operations.
INDUSTRIES AND INTERESTS SERVED: BUSINESS, CONSTRUCTION, EDUCATION, FINANCE, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, PERSONAL CARE AND SERVICES, PROFESSIONAL SERVICES, SCIENCE, TECHNOLOGY, TRANSPORTATION AND STORAGE.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE CHARTER ACCREDITED
SEE OUR AD ON PAGE 29.

71. SMITHBUCKLIN CORPORATION
330 N. WABASH AVE.
CHICAGO, IL 60611
HENRY S. GIVRAY, PRESIDENT AND CEO
800-539-9740; FAX: 800-539-9741
WWW.SMITHBUCKLIN.COM/CONTACT
WWW.SMITHBUCKLIN.COM
SmithBucklin is the association management and services company more organizations turn to than any other. Founded in 1949, the company’s mission is to achieve the missions of the client organizations it serves and provide uncompromised stewardship for their long-term prosperity. SmithBucklin offers full-service management and high-impact specialized services to trade associations, professional societies, technology user groups, industry consortia, charitable organizations, corporations, and government institutes. SmithBucklin’s offices are located in Chicago; Washington, DC; Old Lyme, CT; St. Louis; and San Ramon, CA. The SmithBucklin + MCI Worldwide Partnership provides client organizations with seamless association and event management services from more than 40 offices throughout the world. The company is 100 percent employee-owned. For more information, please visit www.smithbucklin.com or call 1-800-539-9740.

72. SOS-ASSOCIATION MANAGEMENT SOLUTIONS
7949 E. ACOMA DR., #207
SCOTTSDALE, AZ 85260
CONNIE INGALLINA, PRESIDENT/OWNER
480-289-5761; FAX: 480-289-5765
CONNIE@SOSSOLUTIONS.ORG
WWW.SOSSOLUTIONS.ORG
SOS is a full-service, fully accredited AMC dedicated to giving the personal touch to the associations we serve. We consider our client associations as partners, working together for the success and continued growth of each organization. Our experienced account executives are dedicated to delivering services that exceed client expectations.
INDUSTRIES AND INTERESTS SERVED: BUSINESS, HEALTHCARE-GENERAL, HEALTHCARE-NURSING, INSURANCE, PERSONAL CARE AND SERVICES, PROFESSIONAL SERVICES.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED
SEE OUR AD ON THE BACK COVER.

73. STRAUSS EVENT & ASSOCIATION MANAGEMENT
503-386 BROADWAY
WINNIPEG, MB R3C3R6
JONATHAN STRAUSS, PRESIDENT
204-947-9766; FAX: 204-947-9767
JNS@STRAUSS.CA
WWW.STRAUSS.CA
Strauss is one of Canada’s leading event and association management firms for healthcare and business associations and a premier event manager for signature events. Grow in Canada with our expertise.
INDUSTRIES AND INTERESTS SERVED: BUSINESS, HEALTHCARE, PHILANTHROPY AND HUMANITARIANISM, PROFESSIONAL SERVICES.
74. STRINGFELLOW MANAGEMENT GROUP, INC.
2105 LAUREL BUSH RD., #201
BEL AIR, MD 21015
FRED STRINGFELLOW, CAE, PRESIDENT
443-640-1059; FAX: 443-640-1031
FRED@STRINGFELLOWGROUP.NET
WWW.STRINGFELLOWGROUP.NET
SMG provides full-service management to trade and professional associations. We bring proven leadership and a successful track record in meetings, program development and marketing, member development and communications, and financial and grant management.

INDUSTRIES AND INTERESTS SERVED: ACCOUNTING, BUSINESS-MARKETING, CONSTRUCTION, ENGINEERING, FINANCE, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, INFORMATION MANAGEMENT, MANUFACTURING, PUBLIC SAFETY, REAL ESTATE AND HOUSING, SPORTS AND RECREATION, TECHNOLOGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

75. TALLEY MANAGEMENT GROUP, INC.
19 MANTUA RD.
MT. ROYAL, NJ 08061
SUSAN FREI, DIRECTOR OF BUSINESS DEVELOPMENT
856-423-7222; FAX: 856-423-3420
SFREI@TALLEY.COM
WWW.TALLEY.COM
TMG has more than 25 years of success delivering value, flexibility, and clear strategic vision to the nonprofit community in the areas of full-service association management, meeting and event planning, and outsourced consulting. Our management expertise and leadership is based on current trends and best practices to help achieve your organization’s goals. Our success is measured through our client’s results.

INDUSTRIES AND INTERESTS SERVED: ACCOMMODATION AND FOOD SERVICES, ACCOUNTING, BUSINESS, COMMUNICATIONS AND ENTERTAINMENT, CONSTRUCTION, EDUCATION, ENGINEERING, FINANCE, GOVERNMENT AND PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HUMAN SERVICES, INFORMATION MANAGEMENT, LAW, MANUFACTURING, MINORITY-BASED AND ADVOCACY ORGANIZATIONS, PROFESSIONAL SERVICES, RELIGION, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, TECHNOLOGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED
SEE OUR AD ON PAGE 26.

76. THOMAS ASSOCIATES, INC.
1300 SUMNER AVE.
CLEVELAND, OH 44115-2851
JOHN ADDINGTON, CEO/PRESIDENT
216-241-7333; FAX: 216-241-0105
TA@THOMASAMC.COM
THOMASAMC.COM

Established leader for 100 years in quality association management, specializing in national and international technically oriented manufacturing trade associations. Recognized for personalized and productive full-service management, including general administration, meeting planning, financial management, statistical services, convention and tradeshow management, membership promotion, government relations, and publications management. Services also include complete management relative to national and international standards maintenance and development, statistical programs, engineering services, and certification. Current industries include doors, compressed air, chemical fabrics, fire equipment, heat exchange, buildings, coil coaters, sunrooms, portable generators, power tools, steel windows, transformers, and cutting tools.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, BUSINESS, CONSTRUCTION, ENGINEERING, INFORMATION MANAGEMENT, MANUFACTURING, TECHNOLOGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

77. THOMPSON MANAGEMENT ASSOCIATES, LLC
105 EASTERN AVE., #104
ANNAPOlis, MD 21403
JOSEPH THOMPSON, CEO
410-263-1014; FAX: 410-263-1659
JTHOMPSON@THOMPSONMANAGEMENT.COM
WWW.THOMPSONMANAGEMENT.COM

In partnership with your volunteer leaders, TMA provides professional, cost-effective services delivered with a personal touch, designed to exceed your expectations. Services include membership/program development, marketing/communications, strategic planning, event planning, and financial management. TMA maintains a clear focus on helping your members become more successful, better informed, and more profitable. Conveniently located in historic Annapolis, MD.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CONSTRUCTION, EDUCATION-COLLEGES AND UNIVERSITIES, ENGINEERING, ENVIRONMENT AND WILDLIFE, MANUFACTURING, PROFESSIONAL SERVICES, PUBLIC SAFETY, SCIENCE, TECHNOLOGY, TRANSPORTATION AND STORAGE, UTILITIES AND ENERGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED

78. TOTAL MANAGEMENT SOLUTIONS, INC.
55 HARRISTOWN RD., #106
GLEN ROCK, NJ 07452
SHEILA GUSTON, CAE, PRESIDENT/CEO
201-447-0707; FAX: 201-447-3831
INFO@TOTMGTSOL.COM
WWW.TOTMGTSOL.COM
Total Management Solutions provides nonprofit organizations with “innovative, affordable solutions.” An AMCi accredited management company, TMS offers professional, goal-oriented services to help associations grow, strengthen their brand, remain financially sound, and become strategically strong. TMS will be your headquarters for expert service and value, now and in the future.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, EDUCATION, HEALTHCARE, HUMAN SERVICES, PHILANTHROPY AND HUMANITARIANISM, SCIENCE, TECHNOLOGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

79. VERTO SOLUTIONS
1101 17TH ST., NW, #700
WASHINGTON, DC 20036
JOHN COX, JD, MANAGING DIRECTOR
202-293-5800; FAX: 202-463-8998
INFO@VERTOSOLUTIONS.NET
WWW.VERTOSOLUTIONS.NET
Verto Solutions is an association management and scientific services company, providing thoughtful and effective programs that achieve each client’s goals. Whether your organization needs full association support, a strategic analysis of current objectives, legislative or regulatory advocacy, or scientific program management, our team of professionals will exceed your expectations.

INDUSTRIES AND INTERESTS SERVED: AGRICULTURE, FARMING AND FORESTRY, BUSINESS, INSURANCE, MANUFACTURING, PERSONAL CARE AND SERVICES, SCIENCE, TECHNOLOGY.

80. VIRTUAL, INC.
401 EDGEWATER PL., #600
WAKEFIELD, MA 01880
ANDY FREED, PRESIDENT
781-246-0500; FAX: 781-224-1239
INFO@VIRTUALMGMT.COM
WWW.VIRTUALMGMT.COM
Virtual, Inc., combines advanced technology, industry best practices, and innovation to give small and mid-sized associations world-class business operations. Virtual ranks among the top 5 percent of AMCs and was named to the Inc. 500/5000 list of growth companies and The Boston Globe’s “Top Places to Work” list.
INDUSTRIES AND INTERESTS SERVED: BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, COMMUNICATIONS AND ENTERTAINMENT, ENGINEERING, ENVIRONMENT AND WILDLIFE, HEALTHCARE-PHARMACEUTICALS, INFORMATION MANAGEMENT, LAW, PROFESSIONAL SERVICES, SCIENCE, TECHNOLOGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED
AMC INSTITUTE ACCREDITED

81. VTM GROUP
3855 S.W. 153RD DR.
BEAVERTON, OR 97003
NICOLE GRAY, PRESIDENT, MANAGEMENT AND LOGISTICS DIVISION
503-619-0505; FAX: 503-644-6708
ASAE_INFO@VTMGROUP.COM
WWW.VTMGROUP.COM
For 20 years, VTM Group has empowered clients to excel by providing complementary professional services and managing time-consuming tasks. Whether delivering marketing communications or technical support, building collaboration tools or managing finances, we operate with efficiency, accuracy, and creativity on behalf of start-ups and established associations alike.

INDUSTRIES AND INTERESTS SERVED: AUTOMOTIVE, BUSINESS, COMMUNICATIONS AND ENTERTAINMENT, ENGINEERING, HEALTHCARE, INSURANCE, TECHNOLOGY, UTILITIES AND ENERGY.
ALL INDUSTRIES AND INTERESTS CONSIDERED
SEE OUR AD ON PAGE 31.

82. WHERRY ASSOCIATES
30200 DETROIT RD.
WESTLAKE, OH 44145
JEFF WHERRY, PRESIDENT
440-899-0100; FAX: 440-892-1404
JJW@WHERRYASSOC.COM
WWW.WHERRYASSOC.COM
Wherry Associates, Inc., offers more than 85 years of full-service, multi-trade association management specializing in national and international manufacturing trade associations. Wherry’s services include ANSI standard promulgation and maintenance; international standards work; publication management; meeting, conference, and tradeshow planning; financial services; and confidential statistical programs. Also available are association marketing and public relations planning and execution, state-of-the-art desktop publishing, and website design and hosting.

INDUSTRIES AND INTERESTS SERVED: ECONOMIC DEVELOPMENT, ENGINEERING, MANUFACTURING.
ALL INDUSTRIES AND INTERESTS CONSIDERED
The Industry Partner Alliance (IPA) Committee is more than a guide for ASAE industry partners. It’s more than a group of companies and organizations that provide services and products to ASAE members. The IPA is a strong committee that listens and responds to the needs of the industry partner community.

Did you know that the IPA:

+ Improves the membership experience and return on investment for industry partners.

+ Works with ASAE and the ASAE Foundation on events and social responsibility programs.

+ Delivers education sessions specifically targeted for industry partners at ASAE meetings.

+ Develops resources for industry partners looking to connect with the association community.

We can’t do it without you.
Learn more at AccessAssociations.org

Heather Scherer, IPA Chair
Association Travel Concepts
858-254-8969
heathers@atcmeetings.com

Mark Vaughan, IPA Vice Chair
Atlanta CVB
404-521-6611
mvaughan@atlanta.net

asae
The Center for Association Leadership
AccessAssociations.org
Making a Difference in the Most Exciting Circles

As the association management and services company more organizations turn to than any other, we help our client organizations achieve their missions and generate more opportunities for their stakeholders. And we do this every day by providing uncompromised stewardship for the organizations’ long-term prosperity. If you are looking for a team that can make a difference for your organization, we invite you to visit our offices in Chicago or Washington, D.C. Meet some of our extraordinary people and see how our unmatched resources, unique culture and cost-effective and flexible services can make a difference for your organization.