

SUMMER  
2020

associations **how**

GUIDE TO ASSOCIATION  
MANAGEMENT COMPANIES

# FUTURE FORWARD

AS ASSOCIATIONS NAVIGATE AN  
UNCERTAIN ENVIRONMENT, AMCS  
CAN HELP THEM BUILD MORE  
RESILIENT ORGANIZATIONS

---

**SMART STRATEGY FOR  
STAYING AFLOAT 6**

**A FORMULA FOR  
FLEXIBLE STAFFING 10**

PUBLISHED BY ASAE: THE CENTER FOR ASSOCIATION LEADERSHIP

Association  
Management  
Company  
Directory 15

# OUR MISSION: YOUR MISSION



Your mission is the soul of your organization. It is about people, and it is as unique as the members it serves. Whether you're working to drive knowledge growth, protect and create stability for employers and employees, or formulate the optimal environment for your constituents to thrive, Kellen shares your passion. We are committed to your cause and ready to serve the people you care about.

[www.kellencompany.com](http://www.kellencompany.com)

ASAE President and CEO  
**Susan Robertson, CAE**  
President and Chief Research Officer, ASAE Research Foundation  
**Sharon E. Moss, Ph.D., CAE**

Chief Marketing and Communications Officer  
**Robb Lee**

Vice President/Editor-in-Chief

**Julie Shoop**  
jshoop@asaecenter.org

Editorial Director  
**Samantha Whitehorne**  
swhitehorne@asaecenter.org

Senior Editor  
**Lisa Boylan**  
lboylan@asaecenter.org

Associate Editor  
**Rasheeda Childress**  
rchildress@asaecenter.org

Web Content Editor  
**Ashwin Jagannathan**  
ajagannathan@asaecenter.org

Supplement Design and Production  
**Ana Maria Rivera-Prumuk**  
arivera-prumuk@asaecenter.org

Senior Vice President and Publisher  
**Karl Ely, CAE**  
kely@asaecenter.org

Advertising Operations Director  
**Kathy Censky**  
kcensky@asaecenter.org

Advertising Operations Manager  
**Rochelle Shaffer**  
rshaffer@asaecenter.org

Advertising Operations Coordinator  
**Grazia Mieren**  
gmieren@asaecenter.org

#### ACCOUNT MANAGERS

**Ruth Evetts**  
Florida and Georgia; Caribbean and Latin America Hospitality  
321-783-9501; fax: 321-783-6044  
revetts@cfl.rr.com

**Wayne Wichmann**  
Midwest and Southeast Hospitality; Business Products & Services  
757-565-1048; fax: 757-564-9635  
wichmann@widomaker.com

**Sandi and Jeff Jacobs**  
West and Southwest; Canada Hospitality  
866-425-5230; fax: 775-254-1279  
sandijacobs@usa.net

**Patrick Wilson**  
Technology  
pwilson@asaecenter.org  
202-768-7265

**Susan Murphy**  
Northeast Hospitality; International Hospitality; Association Management Companies and Insurance & Financial Services  
215-862-9815; fax: 215-862-9816  
smmurphy@comcast.net

#### ASSOCIATIONS NOW ASAE

1575 I St., NW, Washington, DC 20005-1103  
888-950-ASAE; 202-626-ASAE

Editorial offices: 202-326-9548  
fax: 202-326-0998  
editorial@asaecenter.org

Advertising offices: 202-626-2889  
fax: 202-220-6488  
industrypartnerrelations@asaecenter.org

© Copyright 2020 by ASAE.



**3**

## Make a Successful Pivot to Virtual

The spread of COVID-19 worldwide left many associations quickly overhauling their in-person meetings to virtual events. Some have found that working with an association management company can make that transition a little less overwhelming.

BY CHRISTINE UMBRELL



**6**

## Stay Afloat in Unprecedented Times

As COVID-19 has reduced advertising and sponsorship revenue and made membership renewals more complex, associations are needing to revise their financial forecasts and trim their budgets. A look at how partnering with an AMC can be part of the solution.

BY CHRISTINE UMBRELL

**2**

## From Where I Sit

How AMCs Can Help Build More Resilient Organizations

BY MARILYN JANSEN

**14**

## CEO to CEO

How the pandemic is affecting why associations are turning to AMCs for service.

**15**

## Association Management Company Directory

**15 | Comparison chart**

**18 | Company listings**

**10**

## A Formula for Flexible Staffing

While COVID-19 fallout shreds 2020 association budgets and workplans, AMCs calmly do what they do best: help association clients craft a staffing structure that maximizes efficiencies while advancing their missions.

BY KRISTIN CLARKE, CAE

# HOW AMCS CAN HELP BUILD MORE RESILIENT ORGANIZATIONS

BY MARILYN JANSEN

**WORLDWIDE PANDEMIC, STAY-AT-home orders, social distancing, Zoom fatigue, and PPE were all unfamiliar concepts just a few months ago, but now they are simply the norm! Associations are facing myriad situations taking them into uncharted territory and a “new normal.” And, no matter their size, associations are quickly learning there is no roadmap for this, and no historical data to rely on.**

Embracing change and a new normal may be daunting and even scary, but AMCs can offer today’s association leaders support, proven solutions, and significant advantages. AMCs are incubators for creative solutions that are responsive, adaptable, and nimble to meet their partners’ needs with a consistent and impactful approach.

While the cancellation of events has brought a host of challenges, AMCs are inherently centers of innovation and spring into action to address situations just like this. They support their partners by actively looking at the overall needs of the aggregate group, and they tap into the extensive staff expertise available “under one roof” to provide a range of solutions. Having the expertise to quickly evaluate the pros and cons of a variety of solutions, and providing the required staffing to operationalize them, is a key benefit of the AMC model.

AMCs offer an assortment of business models, including full-service management; hybrid management, where an AMC operationally supports a board-hired executive director; or traditional outsourced staff support. These models offer flexibility to adjust staffing to accommodate changing needs, evolving goals, and a range of budgetary objectives. Staff are known to be creative and resilient, often bringing an innovative perspective to meet the goals of the association and impacting the industry or profession they serve. Since AMC staff regularly work with a variety of clients, as well as on a host of projects, they bring valuable experience to the associations they work with.



**EMBRACING CHANGE AND A NEW NORMAL MAY BE DAUNTING AND EVEN SCARY, BUT AMCS CAN OFFER TODAY’S ASSOCIATION LEADERS SUPPORT, PROVEN SOLUTIONS, AND SIGNIFICANT ADVANTAGES.**

For budget-conscious organizations, AMCs offer bottom-line savings. By leveraging business relationships and industry partnerships with hotels, CVBs, and various service providers and partners, AMCs can create preferred pricing and enhanced service value beyond what may be traditionally available to many individual organizations.

Looking at today’s uncertainty and new normal, now more than ever, associations have a unique opportunity to think differently, pilot new ideas, and course-correct as needed to survive and thrive. In this year’s guide, you will

see how AMCs are approaching technology, staffing, and cost-effective solutions. As you embark into uncharted territory and evaluate your association’s future needs, perhaps the flexible and innovative services of an AMC will provide your organization the support required to build the resiliency needed for tomorrow.


**MARILYN JANSEN** is executive director of business development at Association Management Center in Chicago and chair of ASAE’s 2020-2021 AMC Professionals Advisory Council. Email: [mjansen@connect2amc.com](mailto:mjansen@connect2amc.com)



# MAKE A SUCCESSFUL PIVOT TO VIRTUAL

The spread of COVID-19 worldwide left many associations quickly overhauling their in-person meetings to virtual events. Some have found that working with an association management company can make that transition a little less overwhelming.

**BY CHRISTINE UMBRELL**



For many associations, the decision to host a virtual event this year was made quickly, prompted by the sudden spread of COVID-19 and statewide stay-at-home orders. Groups had little time to choose which technologies to adopt for an online conference, webcast, or board meeting. But that first virtual event can be a powerful symbol of how an association will evolve.

“We only have one shot to do it well,” says Mary Connor, vice president of client relations at Stringfellow Management Group. Offering a virtual meeting or conference that is meaningful and relevant to members’ professional growth is key to ensuring engagement—and a critical starting point for more virtual events.

So how can an association pivot to virtual and do it well? Many are finding that partnering with an association management company offers benefits, including increased access to expert information, tech vendors, and innovative solutions.

### QUICK CONNECTIONS

AMCs are “very connected” to what’s going on in the association community, inside and outside their portfolios, so they can adapt to the changing environment and identify solutions, says JoAnn Taie, partner and owner of Global Management Partners (GMP). AMCs are a valuable resource to suggest advanced online meeting platforms or A/V vendors that can transform physical events into virtual ones.

Associations also gain exposure to cutting-edge solutions via AMCs. At GMP, Taie and her staffers were among the first to learn that its long-time A/V vendor, Any Screen, had repurposed its technology and services during the pandemic to aid client organizations in offering live webcast services. The company pivoted to virtual events using pre-recorded educational sessions integrated with real-time dialogue from the presenters. GMP had previously leveraged the company’s A/V solutions during in-person conferences, so several of its client associations became early adopters of virtual conference solutions.

Vish Kalambur, Association Management Center’s chief information officer, says associations that partner with AMCs reap the benefits of working with experienced staffing teams. Kalambur, who runs a “tech innovation team” to

monitor new solutions, says his AMC was educating clients about the many capabilities of Microsoft Teams long before the pandemic hit. Last year, one client implemented the web-based version of Teams to facilitate communications among its 50 committees and task forces, some of whom were challenged by hospital firewalls that prevent access to desktop-based meeting platforms. When COVID-19 forced other clients to seek virtual meeting solutions, the AMC was well-versed in the pros and cons of this platform.

### RIGHT-FIT SOLUTIONS

AMCs have the capacity to conduct in-depth research when choosing new solutions, says Connor. When the pandemic closed offices, the Stringfellow team assembled virtually to share information regarding online meeting platforms. Connor herself researched 14 different platforms, evaluating their strengths, weaknesses, and price tags—learning that their average cost can be \$10,000 per day.

Seeking a more budget-friendly solution for one small client, Connor amassed her years of association management expertise to do the next best thing: create “the ultimate virtual experience, leveraging existing technologies” in an integrated manner. “We have people on staff who are innovative and can extrapolate parts of existing platforms,” she says.

Stringfellow staff are currently designing an event that will feature speakers, panel discussions, member-to-member chats, and other facets to “replicate the conference experience.” Connor anticipates a successful outcome once the virtual solution—optimized for the client and its unique member needs—goes live.

Associations also may benefit from more individualized solutions when AMCs work in tandem with their existing vendors, says Taie. Today, every tech company is rethinking its services and platforms, and AMCs have an opportunity to work with them to “help shape different operational platforms in a post-COVID world.”

### TARGETED TECH OFFERINGS

Beyond virtual meeting platforms, AMCs can match clients with different types of individualized tech solutions.



“You can’t just take an in-person meeting and turn it online.”

—Vish Kalambur,  
Association Management Center



Kalambur tells of working with the Association of Pediatric Hematology/Oncology Nurses to introduce the Gather Voices app for its member base. APHON sought to capture video testimonials outside of the annual meeting. The app allows members to use their own smartphones to make an introductory video to serve as a resume, or to answer guided questions. APHON members adopted the tool to provide a supplemental video when applying for board or committee positions, or to provide testimonials for membership or conference registration drives.

At GMP, Taie helped several small clients create weekly online “engagement lounges,” modeled after the AMC Institute’s Engagement Lounge series, as a way for members to meet virtually and share ideas as the stay-at-home mandates went into effect. These lounges are economical to implement, says Taie, yet provide a critical service in offering networking and engagement opportunities that pull members into the association.

### STRATEGIC THINKING

When moving an in-person meeting to an online offering, Kalambur advises small organizations to think about a virtual event as an entirely new product; his AMC created a Virtual Conference Framework to guide clients through this process. “You can’t just take an in-person meeting and turn it online,” he says. The new program may require different content, features, presenters, and even weekend or evening sessions to attract a larger audience. He also urges associations to choose technologies that will resonate with their members. “Look at it from the end users’ perspective; live in their shoes for a day and experience the solution,” he says.

For organizations that can’t afford expensive virtual meeting platforms, leveraging existing technologies to meet an association’s needs is a viable option. Connor suggests surveying current tech tools, such as your association management system and conference app, and then contacting your service providers to see if they are upgrading their offerings in light of COVID-19. “Talk to vendors to see if they can help you integrate,” she says.

Whatever type of platform associations select for virtual gatherings, they will need to educate members on how to use the technology—especially for multiday virtual conferences. “We need more preconference training; we need to create videos and documents” explaining how to connect to and navigate these events, Connor says.

Most importantly, associations need to be flexible. “A year from now, there will be many more options on the market,” says Connor. Leveraging the right technology to meet members’ needs in a virtual world will be a key skill set, in 2020 and beyond.

**CHRISTINE UMBRELL** is a freelance writer based in Herndon, Virginia. Email: [christineumbrell@gmail.com](mailto:christineumbrell@gmail.com)

# STAY AFLOAT IN UNPRECE TIMES

As COVID-19 has reduced advertising and sponsorship revenue and made membership renewals more complex, associations are needing to revise their financial forecasts and trim their budgets. A look at how partnering with an AMC can be part of the solution.

**BY CHRISTINE UMBRELL**





**DENIED**

Canceled meetings, drastically reduced advertising and sponsorship income, and complicated member renewals are taking a toll on associations amid the COVID-19 pandemic. But strategic associations are already planning for sunnier days ahead. Seeking to stay solvent in unprecedented times, they are reducing overhead costs, testing budget-friendly virtual member offerings, and revising financial plans—often, with the help of AMCs.

“We need to be investigating how our associations will survive and thrive,” says Lane Velayo, CAE, CEO of Synergos AMC. After the stay-at-home mandates forced many association professionals to work remotely, some may be “reconsidering their office spaces and overhead costs, and considering new ways to run their associations,” says Velayo. Partnering with an AMC—to take on part or all of the association’s workload—has become a viable solution for many organizations.

### REDUCING OVERHEAD

“In these times in particular, reducing the impact of the infrastructure” should be a consideration at every association, says Velayo. Given the financial strains caused by coronavirus, associations are looking for ways to provide the same—or even more—services to members on a reduced budget.

An AMC can disperse overhead costs among several association clients—expenses for real estate, computers, software, phones, equipment, benefits, and payroll production. “These resources get a higher rate of efficiency with an AMC ... so more resources can be driven to the association’s vision and mission,” says Velayo. The savings can go toward reserves and a “stronger safety net.”

Often, the savings from shared staffing can make an immediate impact—while expanding access to subject-matter expertise. “Small associations have a lot of ‘jugglers’” responsible for a wide range of responsibilities, explains Velayo. With an AMC, “you gain specialists in areas you otherwise couldn’t afford.”

This was precisely the case when AMPED Association Management onboarded a small association after the pandemic hit. Prior to the transi-

tion, the client had a full-time executive director “who did everything,” says Lynda Patterson, FASAE, CAE, president and owner of AMPED. Her team replaced that executive with three people—an exec, a finance manager, and an assistant, plus office staff to help with calls, packages, and internal financial controls. The client

says Patterson—including one that partnered with AMPED in an integrated management model after the pandemic forced layoffs.

“Our collective team replaced three to four staff, saving nearly 40 percent in staff and overhead while modernizing operations and focusing on strategy and growth,” Patterson says.

## As associations seek cost-effective strategies to meet members’ needs, AMCs can offer solutions that will be beneficial for years to come.

saved 25 percent compared to what it had been paying the full-time ED and related benefits, according to Patterson.

And it’s not just small organizations that may benefit from an AMC partnership, says Joseph Sapp, MBA, CAE, COO of Talley Management Group (TMG). Larger organizations may choose to outsource part of their workload—either taking a hybrid approach, with a mix of staff and support from an AMC, or via direct outsourcing of a department, such as membership, marketing, or accounting.

More associations have been considering a hybrid approach lately,

### PROBLEM SOLVING

Given their deep knowledge pools and brainstorming abilities, AMCs can also help associations create alternative revenue streams that work well in the current environment. At Synergos, staff has helped clients bring back the revenue associated with canceled in-person meetings. “We’re creating opportunities to do things differently ... with a series of webinars and vendor sponsorships,” says Velayo.

At AMPED, staff pulled off a seamless transition from an in-person to a virtual meeting in the beginning of April. Patterson’s team focused on creating an “accessible” meeting, designed to attract the previously

expected in-person attendees plus others who might be interested in the new virtual format. By charging 50 percent of the normal registration fee and offering live sessions that were also accessible in archives, the event exceeded attendance projections by 34 percent—and took a predicted break-even meeting to a profit of nearly \$60,000. Patterson attributes the program’s success to “our buying power and industry relationships, our nimble, technology-savvy staff, and our shared resources.”

### BUYING POWER

AMCs have more buying power because they source for several clients and have access to economies of scale. This can be advantageous when purchasing technology, as well as during event planning. “Because of the number of meetings we schedule, we have a deeper relationship with a lot of brands,” says Velayo.

These connections have proven critical during the pandemic. Velayo notes that three Synergos clients had

scheduled in-person meetings for summer 2020 at the same venue; all three were canceled or transitioned to virtual events. Because of the AMC’s longstanding relationship with the venue, the cancellation fees were waived. One of the clients avoided a \$100,000 liability, says Velayo. Overall, Velayo says Synergos’s three client associations went from losing \$120,000 to losing only \$10,000.

### LONG-TERM PLANNING

One of the biggest lessons learned from the pandemic is that associations should be prepared for disruption, says TMG’s Sapp. AMCs can help associations cut expenses by examining contracts, assessing operational costs, and cutting programs that aren’t providing value—while working to boost reserves in case of emergency.

When the International Society for Extracellular Vesicles first partnered with TMG five years ago, the association had only \$500,000 in annual revenues. TMG spearheaded an effort to improve ISEV’s financial health by

“diversifying ISEV’s revenue beyond relying on the annual meeting”—developing technology platforms for member engagement, designing educational events, and aiding the association in partnering with an investment advisor. Now, ISEV has more than \$1.6 million in annual revenue—and \$650,000 in reserves. This approach paid off when the pandemic hit, and ISEV was forced to switch to a virtual meeting—relying on operational funds without tapping reserves.

As associations seek cost-effective strategies to meet members’ needs, AMCs can offer solutions that will be beneficial for years to come. “There has never been a better time for small and medium-sized associations to consider partnering with an AMC,” says Sapp.

**CHRISTINE UMBRELL** is a freelance writer based in Herndon, Virginia. Email: [christineumbrell@gmail.com](mailto:christineumbrell@gmail.com)

**We don’t ask the size of  
your association.**

**We ask what  
size do you want it to be?**

Some AMCs focus on smaller associations. Others, strictly on larger ones. At WJ Weiser, we simply focus on associations with aspirations of vibrancy, prosperity and growth.

So whether your association needs full-service management or a hand with a specific function, WJ Weiser has the capability, capacity and commitment to help you achieve more.

Learn more at [wjweiser.com](http://wjweiser.com) or email us at [go@wjweiser.com](mailto:go@wjweiser.com)



**WJ WEISER**   
ASSOCIATION MANAGEMENT  
A NAYLOR COMPANY

{Achieve **More.**}

# A Formula for Flexible Staffing

While COVID-19 fallout shreds 2020 association budgets and workplans, AMCs calmly do what they do best: help association clients craft a staffing structure that maximizes efficiencies while advancing their missions in a disrupted new world.

**BY KRISTIN CLARKE, CAE**

With COVID-19 disrupting every function of every association, organizations are relying on the skills, experience, and ideas of their staffs more than ever to endure and even thrive during the pandemic. But with budgets tight, boards and CEOs are reexamining staff structures for new ways to optimize efficiency.

Enter the estimated 600-plus association management companies offering full and select outsourced services. Association management companies are enjoying heightened attention because their business model reflects what many associations desire most right now—flexibility, expertise, convenience, and nimbleness.

The challenge is staffing. How do you get the most work done well with the least amount of wasted time and resources?

AMCs are used to this balancing act. Working closely with the board, an AMC develops a staffing plan customized to support strategic plan priorities, including options to scale as needed during busy meeting cycles or economic downturns. Heavy investment in cross-functional training ensures backup staff can step in anytime to maintain a well-rounded team.

“It’s like a radio dial you can turn up and down,” says Amy Lotz, HMCC, CAE, executive vice president and chief of staff of MCI USA. “When you need more or different staffing, you ramp up, and if you need to dial down, you have the ability to do that.”



## REFINING THE STAFF STRUCTURE

According to Lotz, MCI USA assigns a client portfolio manager—a staffer who serves as a go-between with the client partner—to spot potential staffing efficiencies while working closely with the chief staff officer and board on progress toward the mission.

David Murillo, CAE, president of The Core Management Company, starts with “why” conversations with his client associations: Why do you hold an annual conference? Why is X part of your value proposition?

“We’re always looking for innovative ways to increase efficiencies for clients,” Mason says, especially “since there’s a huge amount of new growth initiatives that may not require a [traditional] full- or half-time staffer” to be tested safely.

Murillo uses another tactic to ensure efficiency- and growth-focused innovation at AH: “client service summits” where staff learns skills needed by every client, such as communicating value propositions and equipping boards to make forward-thinking decisions.

benches since many now seek stand-out employees year-round. Nearly all leaders interviewed expect clients to expand online offerings and operations, having gained experience and received positive member feedback during the pandemic.

If so, AMCs could tap talent who want to work efficiently at home anywhere, not just locally. In anticipation, AMCs are already hiring online member engagement specialists and managers of virtual communities, member engagement, and meetings.

Such high performers don’t come cheap, but AMCs can spread salaries across multiple clients, enabling associations to afford higher-end talent on demand and at a cost likely cheaper than independent contracting.

# The staffing model at AMCs can offer the advantage of scale in a different area too: early trendspotting.

## ANTICIPATING FUTURES

The staffing model at AMCs can offer the advantage of scale in a different area too: early trendspotting. MCI USA urgently prepared for COVID-19 early because its global staff could see the virus spreading. The heads-up prompted technology adjustments and upskilling that enabled the company to move 350 employees to a 100 percent virtual work environment within 48 hours when needed, says Lotz. HR policies also allowed employees flexible work hours to maximize productivity and avoid client service interruptions.

AH also uses scenario forecasting to prepare clients for alternate futures that could require staff changes. “We have really embraced the ASAE ForesightWorks research and developed a whole toolkit” and internal Foresight Council to better inform clients’ strategic planning, says Mason. In 2019, the AMC hosted a Leadership Forum for client boards to explore the 52 ForesightWorks drivers of change and their implications, including disruption to traditional organizational structures.

“We’re continuing to educate associations about the value of the AMC model,” says Lotz. “I always tell people, it’s not the best fit for every association, but it’s a great fit a lot of them.”

**KRISTIN CLARKE, CAE**, is president of Clarke Association Content in Richmond, Virginia, and books columnist for *Associations Now*. Email: kristinclarkeva@gmail.com

Drilling into priorities and sunsetting outdated programs keeps staffing and operations streamlined, he explains.

Crisis management is another AMC core competency. “You may not have to let staff go” in a budget crunch, according to MCI’s Lotz, because AMCs often reassign employees to other clients for short- or long-term assignments. Clients also can tap expertise and ideas across an entire company, not just on their own staff.

## A TALENT FOR GROWTH

Association Headquarters Human Resources Director Eric Mason, CAE, serves a two-office staff of 178. AH optimizes staff efficiency for 38 associations in part through cross-client collaboration via six “segments” of staff organized in specialties such as credentialing and medical services. Segments share office space to encourage easy networking and idea-pitching on universal issues like controlling costs and streamlining systems.

According to MCI USA’s Lotz, another staff efficiency advantage may not be as apparent: access to best practices. “We have 20-plus clients looking today at moving to virtual events or doing hybrid [events], so ... we’re all sharing ideas” and learning fast from peers at different planning points with their clients.

## AVOIDING PANDEMONIUM DURING A PANDEMIC

Some associations transition to AMCs with all or some of their standalone staff, bringing extra assurance of continuity. AMCs may assign “legacy employees” to their original association or re-allocate all or part of their hours to other clients while retaining their historical knowledge.

When unemployment was low at 3.5 percent in early 2020, finding great talent was challenging, but that picture has changed, thanks to furloughs, layoffs, and retirements. AMCs are well-positioned to deepen their back



ASSOCIATION  
HEADQUARTERS

We don't build rockets or cure disease,  
but we enable those who do.

**Our clients' stories  
are our stories.**

***Read them at [bit.ly/AHclientstories](https://bit.ly/AHclientstories)***

## Given the pandemic, how will the reasons why associations turn to AMCs for service evolve in the next year?



**KAY WHALEN, MBA, CAE**

**PRESIDENT  
EXECUTIVE DIRECTOR, INC.  
MILWAUKEE**

Recently, we have found that volunteer leaders at stand-alone associations appreciate the community aspect of being part of an AMC. They can quickly learn how other organizations are dealing with cancelled, postponed, and virtual educational, board, and business meetings, along with how they are adding or modifying member benefits. Consultations with senior staff at an AMC not only gives them information, but it also gives them the comfort of knowing that they are not alone in making tough decisions.



**SHAWN P. MCLAUGHLIN**

**CEO  
MANAGEMENT SOLUTIONS PLUS  
ROCKVILLE, MARYLAND**

I believe one of the outcomes of the pandemic will be a renewed focus on the value proposition of AMCs. Boards of directors at associations will revisit several components of their current model and address such issues as expensive leases, labor costs, and rising healthcare costs, all of which AMCs are uniquely positioned to respond to with significant cost savings to associations. Leadership at associations will quite likely embrace the AMC model and find it to be well-suited for the longer-term viability of their organization.



**MOLLY ALTON MULLINS**

**CEO AND CHIEF STRATEGIST  
SEVEN12 MANAGEMENT  
ANNAPOLIS, MARYLAND**

During times of crisis, AMCs lessen the financial burden felt by associations, which is why I believe more organizations will turn to this model in the future. When revenue plummets, the financial implications are often devastating for standalone trade associations. By partnering with an AMC, the overall impact is diminished due to the cost-sharing model. This won't be humankind's last challenge, so partnering with an AMC will help your association hit the ground running when it is time to bounce back.



**BENNETT NAPIER, CAE**

**PRESIDENT AND CEO  
PARTNERS IN ASSOCIATION MANAGEMENT  
TALLAHASSEE, FLORIDA**

The AMC business model is built on economies of scale—from a staffing and resource standpoint, as well as a systems standpoint. During downturns, there generally is a spike of outreach to the AMC community. The COVID-19 pandemic has been no exception. Given that many associations' traditional revenue sources are in flux due to COVID-19, many organizations have reached out to the AMC community to determine viability of outsourcing partnerships in specific functional areas or fully transitioning to the AMC staffing model.



# Association Management Company Directory

	HEADQUARTERS LOCATION (STATE OR COUNTRY)	NUMBER OF FULL-TIME-EQUIVALENT EMPLOYEES	NUMBER OF CERTIFIED ASSOCIATION EXECUTIVES ON STAFF	NUMBER OF FULL-SERVICE CLIENTS	YEAR FOUNDED	AMC INSTITUTE CHARTER ACCREDITED AMC	AMC INSTITUTE ACCREDITED AMC	CLIENT SCOPE	CLIENT TYPE	TRADE ASSOCIATION	PROFESSIONAL SOCIETY	PHILANTHROPIC	OTHER SERVICES OFFERED	CONSULTING	PROGRAM/PROJECT MANAGEMENT	EXPERTISE	CERTIFICATION	EXPOSITIONS	FINANCIAL MANAGEMENT/ADMINISTRATION	GOVERNMENT RELATIONS/LOBBYING	MEETINGS/CONVENTIONS	MEMBERSHIP/MARKETING	PUBLIC RELATIONS	PUBLICATIONS	TECHNOLOGY
(C) MANAGEMENT INC.	MD	50		20	1976		•			•							•	•	•	•	•	•	•	•	•
ALTA MANAGEMENT SERVICES, INC.	PA	10	2	10	2007		•			•	•	•		•	•			•	•	•	•	•	•	•	
AMC SOURCE	FL	14	1	6	2001			•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
AMPED ASSOCIATION MANAGEMENT	UNITED STATES	40	4	12	2008		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
AMR MANAGEMENT SERVICES	KY	75	7	25	1997	•		•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ANTHONY J. JANNETTI, INC.	NJ	80	2	12	1972		•		•		•			•	•		•	•	•	•	•	•	•	•	•
ASCENT MANAGEMENT, LLC	VA	5	1	5	2002			•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION ACUMEN, LLC	WI	20	6	12	2006		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION ASSOCIATES, INC.	NJ	16		5	1992	•		•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION EXECUTIVES GROUP, LLC	WI	16		12	1986		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION HEADQUARTERS, INC.	NJ	177	18	31	1978	•		•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION INNOVATION AND MANAGEMENT, INC.	VA	51	2	7	1999		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION MANAGEMENT CENTER	IL	210	11	29	1974		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION MANAGEMENT LTD (AML)	IA	8	4	8	1976		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION MANAGEMENT RESOURCES (AMR)	MI	11	2	10	1991			•	•	•	•						•	•	•	•	•	•	•	•	•
ASSOCIATION MANAGEMENT SOLUTIONS	CA	47		17	1997		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATION MANAGEMENT STRATEGIES, INC.	DC	29	3	14	2007		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
ASSOCIATIONS INTERNATIONAL, LLC	KY	150	4	11	1974		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
AVALON ASSOCIATION MANAGEMENT	PA	4		5	2010		•	•	•	•	•			•	•		•	•	•	•	•	•	•	•	•
BASE CONSULTING AND MANAGEMENT INC.	CANADA	12		10	1988			•	•	•	•			•	•		•	•	•	•	•	•	•	•	•

All listings in this directory are paid listings. Information was provided by each company.

	HEADQUARTERS LOCATION (STATE OR COUNTRY)	NUMBER OF FULL-TIME-EQUIVALENT EMPLOYEES	NUMBER OF CERTIFIED ASSOCIATION EXECUTIVES ON STAFF	NUMBER OF FULL-SERVICE CLIENTS	YEAR FOUNDED	AMC INSTITUTE CHARTER ACCREDITED AMC	AMC INSTITUTE ACCREDITED AMC	CLIENT SCOPE	INTERNATIONAL	NATIONAL	STATE/REGIONAL/LOCAL	CLIENT TYPE	TRADE ASSOCIATION	PROFESSIONAL SOCIETY	PHILANTHROPIC	OTHER SERVICES OFFERED	CONSULTING	PROGRAM/PROJECT MANAGEMENT	EXPERTISE	CERTIFICATION	EXPOSITIONS	FINANCIAL MANAGEMENT/ADMINISTRATION	GOVERNMENT RELATIONS/LOBBYING	MEETINGS/CONVENTIONS	MEMBERSHIP/MARKETING	PUBLIC RELATIONS	PUBLICATIONS	TECHNOLOGY	
BOSTROM	IL	50	7	20	1935		•		•	•			•	•			•	•		•	•	•	•	•	•	•	•	•	•
CAPITOL HILL MANAGEMENT SERVICES, INC.	NY	50	5	56	1981		•		•	•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
CAPTURE MANAGEMENT SOLUTIONS	IA	9		8	2009				•	•	•		•	•	•		•	•		•		•	•	•	•	•	•	•	•
CLEMONS & ASSOCIATES, INC.	MD	12	1	12	1977		•		•	•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
CM SERVICES, INC. THE ASSOCIATION PARTNERSHIP COMPANY	IL	20	1	17	1977	•			•	•	•		•	•			•	•		•	•	•	•	•		•	•	•	•
DOLCI MANAGEMENT SERVICES, INC.	NY	15	3	5	1978				•	•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
ELEVANTA	GA	26		6	1988					•	•		•	•	•		•	•				•	•	•	•	•	•	•	•
ENCORE ENGAGEMENT SOLUTIONS LLC	VA	1		2	2019					•	•		•	•	•		•	•					•	•					•
EWALD CONSULTING	MN	92	8	36	1982	•			•	•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
EXECUTIVE DIRECTOR, INC.	WI	260	27	36	1962		•		•	•				•						•	•	•	•	•	•	•	•	•	•
FUSION—A 160OVER90 COMPANY	TX	260	1	7	1980					•	•		•	•			•	•		•	•	•	•	•	•	•	•	•	•
THE HARRINGTON COMPANY	MN	33	4	22	1977	•			•	•	•		•	•						•	•	•	•	•	•	•	•	•	•
HOLLANDPARLETTE	CA	11	1	17	1985				•	•	•		•	•			•	•		•	•	•	•	•	•	•	•	•	•
IMN SOLUTIONS	VA	17	1	20	1987				•	•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
INTERACTIVE MANAGEMENT, INC.	CO	8		10	1974	•			•	•	•		•	•			•	•		•	•	•	•	•	•	•	•	•	•
J&M BUSINESS SOLUTIONS, LLC	OH	10		25	1994				•	•	•		•	•	•		•	•		•	•	•	•	•		•	•	•	•
KELLEN	GA	350	55	125	1964	•			•	•			•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
MANAGEMENT EXCELLENCE, INC.	OH	5	1	6	1984				•				•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
MCBRIDE & ASSOCIATES, INC.	NE	6	1	5	1983						•		•	•			•	•		•	•	•	•	•	•	•	•	•	•
MCDONALD ASSOCIATION MANAGEMENT COMPANY, INC.	CA	9		5	2004					•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
MCI GROUP	USA/ SWITZERLAND	300/ 2000	16	150	1987	•			•	•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•
MCKENNA MANAGEMENT, INC.	MA	21	4	23	2004		•		•	•	•		•	•			•	•		•	•	•	•	•	•	•	•	•	•
METACRED—WHERE THE BEST CREDENTIALS GROW	UNITED STATES	35	6	19	2007				•	•	•		•	•	•		•	•		•	•	•	•	•	•	•	•	•	•

All listings in this directory are paid listings. Information was provided by each company.

	HEADQUARTERS LOCATION (STATE OR COUNTRY)	NUMBER OF FULL-TIME-EQUIVALENT EMPLOYEES	NUMBER OF CERTIFIED ASSOCIATION EXECUTIVES ON STAFF	NUMBER OF FULL-SERVICE CLIENTS	YEAR FOUNDED	AMC INSTITUTE CHARTER ACCREDITED AMC	AMC INSTITUTE ACCREDITED AMC	CLIENT SCOPE	INTERNATIONAL	NATIONAL	STATE/REGIONAL/LOCAL	CLIENT TYPE	TRADE ASSOCIATION	PROFESSIONAL SOCIETY	PHILANTHROPIC	OTHER SERVICES OFFERED	CONSULTING	PROGRAM/PROJECT MANAGEMENT	EXPERTISE	CERTIFICATION	EXPOSITIONS	FINANCIAL MANAGEMENT/ADMINISTRATION	GOVERNMENT RELATIONS/LOBBYING	MEETINGS/CONVENTIONS	MEMBERSHIP/MARKETING	PUBLIC RELATIONS	PUBLICATIONS	TECHNOLOGY
MULTISERVICE MANAGEMENT COMPANY	PA	11		9	1962				•	•	•		•	•			•			•	•	•		•	•	•	•	•
NON-PROFIT HELP	VA	4	1	4	1994					•	•		•	•			•	•			•		•	•	•			
P & N ASSOCIATION MANAGEMENT	LA	11	2	16	1991				•	•	•		•	•	•			•			•	•	•				•	
PAI MANAGEMENT CORPORATION	MD	8	3	3	1980		•		•	•			•							•	•	•		•	•			•
PARAGON EVENTS   ASSOCIATION MANAGEMENT	FL	25			1989				•	•	•		•	•	•		•	•			•	•	•		•	•		
PARTHENON MANAGEMENT GROUP, LLC	TN	46	3	22	2008		•		•	•			•	•			•	•			•		•	•			•	•
PARTNERS IN ASSOCIATION MANAGEMENT	FL	42	7	21	1998		•		•	•	•		•	•	•		•	•			•	•	•		•	•		
RAYBOURN GROUP INTERNATIONAL	IN	30	13	13	1988		•		•	•	•		•	•			•	•			•	•	•		•	•		
THE REES GROUP, INC.	WI	20	1	17	1984				•	•			•	•	•		•				•	•	•		•	•		
SEVEN12 MANAGEMENT	MD	18		12	1993				•	•	•		•				•	•			•	•	•		•	•		
SMITHBUCKLIN	IL	700	20	80	1949		•		•	•	•		•	•	•		•	•			•	•	•		•	•		
SOS ASSOCIATION MANAGEMENT SOLUTIONS	AZ	10	1	18	1995		•			•	•		•	•	•		•	•			•		•	•				
STATUS PLUS, LLC	MN	17		12	1992				•	•	•			•	•		•	•			•	•	•		•	•		
STRINGFELLOW MANAGEMENT GROUP, INC.	MD	45	6	22	2012		•		•	•	•		•	•	•		•	•			•	•	•		•	•		
SYNERGOS AMC	IN	11	3	20	1996		•		•	•	•		•	•	•		•	•			•	•	•		•	•		
TALLEY MANAGEMENT GROUP, INC.	NJ	63	9	18	1983		•		•	•	•		•	•	•		•	•			•	•	•		•	•		
THE SOLUTION: FOR YOUR ASSOCIATION MANAGEMENT NEEDS	CO	5	2	10	2016				•	•	•		•	•	•		•	•			•	•	•		•	•		
TOTAL MANAGEMENT SOLUTIONS, INC.	NJ	4	2	5	2000		•			•	•		•	•	•		•	•			•		•	•		•	•	
TVD ASSOCIATES, INC.	NJ	5	1	7	2013					•	•		•	•	•		•	•			•	•	•		•	•		
VERTO SOLUTIONS	DC	31		6	2010				•	•			•				•	•			•	•	•		•	•		
VIRTUAL, INC.	MA	200	4	90	1999		•		•	•	•		•	•			•	•			•	•	•		•	•		
WJ WEISER & ASSOCIATES, INC.	IL	52		73	1988				•	•	•		•	•			•	•			•	•	•		•	•		

All listings in this directory are paid listings. Information was provided by each company.

# ASSOCIATION MANAGEMENT COMPANY LISTINGS

ALL LISTINGS IN THIS DIRECTORY ARE PAID, WITH INFORMATION PROVIDED BY EACH COMPANY.

## (C) MANAGEMENT INC.

1801 RESEARCH BLVD., #400

ROCKVILLE, MD 20850

LOIS UTTERBACK, VICE PRESIDENT,  
DIRECTOR OF FINANCE

301-984-1242; FAX: 301-770-1949

LUTTERBACK@C-MANAGEMENTINC.COM

WWW.C-MANAGEMENTINC.COM

CMI empowers our clients to consistently exceed revenue goals and achieve growth through our strategic insight, financial acumen, logistical expertise, and in-depth knowledge of the industry. Founded more than 40 years ago, CMI is among an elite group of association management companies that has maintained continuous AMC Institute accreditation since 2011.

**INDUSTRIES SERVED: HEALTHCARE, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, HEALTHCARE- NURSING.**

**AMC INSTITUTE ACCREDITED AMC**

## ALTA MANAGEMENT SERVICES, INC.

1617 JOHN F. KENNEDY BLVD., #810

PHILADELPHIA, PA 19103

ED GROSE, PRESIDENT & CEO

215-557-0777; FAX: 215-557-1970

EGROSE@ALTAMSI.COM

WWW.ALTAMSI.COM

### OTHER LOCATIONS: NEW JERSEY

Alta Management Services, Inc. is an association management firm that provides full-service management to nonprofit trade associations. We have been in the association management business since 1996 and have a reputation for increasing profitability in associations through increased membership and participation in association programs and conferences.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CONSTRUCTION, ECONOMIC DEVELOPMENT, EMPLOYMENT, HUMAN SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, SPORTS & RECREATION, TOURISM.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## AMC SOURCE

2598 E. SUNRISE BLVD., #2104

FORT LAUDERDALE, FL 33304

GREGORY BROOKS, EXECUTIVE DIRECTOR & PRESIDENT  
800-440-4066; FAX: 800-837-7321

GREG@AMCSOURCE.COM

WWW.AMCSOURCE.COM

AMC Source advances the mission of trade associations and professional societies through leadership, strategy, and collaboration. We help organizations identify priorities, achieve goals, and ensure volunteer leaders are strategically working together to support relevancy, membership growth, and a healthy budget while continuously evaluating member needs and identifying future trends.

**INDUSTRIES SERVED: ACCOUNTING, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-HUMAN RESOURCES, BUSINESS-MARKETING, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HUMAN SERVICES, INFORMATION MANAGEMENT, MINORITY BASED & ADVOCACY ORGANIZATIONS, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, SCIENCE, TECHNOLOGY.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## AMPED ASSOCIATION MANAGEMENT

1818 PARMENTER ST., #300

MIDDLETON, WI 53562

LYNDA J. PATTERSON, FASAE, CAE,

PRESIDENT AND OWNER

608-251-5940; FAX: 608-251-5941

LPATTERSON@MANAGEASSOCIATIONS.COM

WWW.MANAGEASSOCIATIONS.COM

At AMPED, we pride ourselves in seeing beyond the usual operations. We are forward thinkers, embracing change by delivering customized tools, live and virtual learning solutions and technology tailored specifically for your organization. Our emphasis is partnership, collaboration, and empowering leaders to lead. Let us put it all to work for you.

**INDUSTRIES SERVED: CONSTRUCTION, ENGINEERING, ENVIRONMENT & WILDLIFE, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, MANUFACTURING, PHILANTHROPY & HUMANITARIANISM, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY.**

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

SEE OUR AD ON THIS PAGE

## AMR MANAGEMENT SERVICES

201 E. MAIN ST., #1405

LEXINGTON, KY 40507

NICK RUFFIN, CAE, PRESIDENT AND CEO

859-514-9150; FAX: 859-514-9207

INFO@AMRMS.COM

WWW.AMRMS.COM

OTHER LOCATIONS: WASHINGTON, DC

Who is AMR? That's easy. We're association professionals helping associations change the world! Charter accredited by the AMC Institute and active in ASAE, we take care of the details so our more than 25 local, regional, national, and international client-partners can focus on what matters most—their associations!

**INDUSTRIES SERVED: BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, CLUBS & FRATERNAL ORGANIZATIONS, COMMUNICATIONS & ENTERTAINMENT, ENGINEERING, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, INFORMATION MANAGEMENT, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, TECHNOLOGY, UTILITIES & ENERGY.**

AMC INSTITUTE CHARTER ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ANTHONY J. JANNETTI, INC.

E. HOLLY AVE., BOX #56

PITMAN, NJ 08071

JACK EDELMAN, VICE PRESIDENT, MARKETING & NATIONAL ACCOUNTS

856-256-2300; FAX: 856-589-7463

CONTACT@AJJ.COM

WWW.AJJ.COM

Serving specialty associations and the healthcare industry, AJJ partners with 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 and exhibit management, education, certification, leadership development, membership development, communications, digital marketing, and publishing.

**INDUSTRIES SERVED: HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS.**

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ASCENT MANAGEMENT, LLC

3337 DUKE ST.

ALEXANDRIA, VA 22314

PAMELA VALENZUELA, CAE, PRESIDENT

703-370-7436; FAX: 703-342-4311


INFO@ASCENT-MANAGEMENT.COM

WWW.ASCENT-MANAGEMENT.COM

Creative, cost-effective, full-service, and project-management solution for trade and professional organizations and philanthropic organizations. 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 sponsorship sales.

**INDUSTRIES SERVED: ACCOUNTING, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HUMAN SERVICES, INSURANCE, LAW, MANUFACTURING, TOURISM, TOURISM-CONVENTION CENTERS, PROFESSIONAL SERVICES.**

ALL INDUSTRIES AND INTERESTS CONSIDERED



Association Management

### Live and Virtual Meetings

Drive attendance, engagement and results  
Continue learning and build resources all year  
Exceed expectations in-person or online

### Integrated Management


Partner your staff with our experts, blending resources  
Balance staff during peak times  
Strengthen your organization through results

### Transition Management

Engage in scenario planning for the best organizational model  
Plan for CEO or staff succession  
Modernize governance and systems

### Strategic Planning Consulting

Benchmark your organization against like-groups  
Facilitate discussion to make decisions and strengthen culture  
Set priorities in a changing world



[www.manageassociations.com](http://www.manageassociations.com)  
WISCONSIN • WASHINGTON D.C. • CALIFORNIA

**Your success is OUR success!**

## ASSOCIATION ACUMEN, LLC

N83 W13410 LEON RD.

MENOMONEE FALLS, WI 53051

BETSY SMITH, CPA, MST, PRESIDENT

414-359-1676; FAX: 414-359-1671

INFO@ASSOCIATIONACUMEN.COM

WWW.ASSOCIATIONACUMEN.COM

Association Acumen is an accredited, award-winning management firm providing full-service and project management to professional, medical, and trade organizations. Acumen's strength is working closely with leaders to provide governance consulting, strategic planning, meeting management, integrated marketing, and analytic data services. With the Acumen Proven Process for Association Management, we deliver best practices that generate results.

**INDUSTRIES SERVED: ACCOUNTING, AUTOMOTIVE, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, FINANCE, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, INSURANCE, LAW, PROFESSIONAL SERVICES, SCIENCE, TRANSPORTATION & STORAGE.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## ASSOCIATION ASSOCIATES, INC.

1255 WHITEHORSE-MERCERVILLE RD., BLDG. B, #514

TRENTON, NJ 08619

DEBBIE HART, CEO & PRESIDENT

609-890-9207; FAX: 609-581-8244

DHART@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 SERVED: AGRICULTURE, FARMING & FORESTRY, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MARKETING, EMPLOYMENT, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, SCIENCE, TECHNOLOGY, UTILITIES & ENERGY.**

**AMC INSTITUTE CHARTER ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## ASSOCIATION EXECUTIVES GROUP, LLC

7044 S. 13TH ST.

OAK CREEK, WI 53154

DENISE HARRIS, PRESIDENT & CEO

414-908-4911; FAX: 414-768-8001

DHARRIS@ASSOCIATIONEG.COM

WWW.ASSOCIATIONEG.COM

Experience at work: Association Executives Group (AEG), an AMC Institute accredited association management firm, provides strategic support and operational excellence through outsourced and full-service management services for associations, societies, foundations, and trade organizations. Founded nearly 40 years ago, AEG's seasoned professionals adapt quickly to market changes and trends in order to maintain relevancy, while providing skilled governance, membership development, finance, conference management, certification and educational programming, sales and marketing, graphic design, publication development, web support, and more.

**INDUSTRIES SERVED: ARTS & CULTURE, AUTOMOTIVE, BUSINESS, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, ENGINEERING, FINANCE, GOVERNMENT &**

# Build Value and Achieve Long-Term Growth

Partner with AMC for customized solutions that advance your mission and exceed your business goals.

- Full Service Management
- Consulting Services
- Governance & Board Development



Contact Mike Norbut, Vice President of Business Development, [mnorbut@connect2amc.com](mailto:mnorbut@connect2amc.com)



PUBLIC ADMINISTRATION, HEALTHCARE, INFORMATION MANAGEMENT, INSURANCE, MANUFACTURING, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, RETAIL & CONSUMER GOODS, SCIENCE, TECHNOLOGY, UTILITIES & ENERGY.

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ASSOCIATION HEADQUARTERS, INC.

1120 ROUTE 73, #200

MT. LAUREL, NJ 08054

NICK SPENCER, DIRECTOR OF SALES

856-439-0500; FAX: 856-439-0525

INQUIRE@AHINT.COM

WWW.AHREDCHAIR.COM

OTHER LOCATIONS: VIRGINIA

Association Headquarters is a best-in-class association management company dedicated to enabling associations and societies to fulfill their missions; create value; and advance their causes, industries, and professions. AH understands association trends and best practices and has professionals experienced in management, meetings, marketing, non-dues revenue growth, technology, recruiting, finances, and more.

INDUSTRIES SERVED: ACCOUNTING, BUSINESS, EDUCATION, FINANCE, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, INFORMATION MANAGEMENT, INSURANCE, MANUFACTURING, PROFESSIONAL SERVICES, RETAIL & CONSUMER GOODS, SCIENCE, TECHNOLOGY, UTILITIES & ENERGY.

AMC INSTITUTE CHARTER ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

SEE OUR AD ON PAGE 13

## ASSOCIATION INNOVATION AND MANAGEMENT, INC.

11190 SUNRISE VALLEY DR., #300

RESTON, VA 20191

DEBORAH O'KEEFE, PRESIDENT AND CEO

703-438-3103

DOKEEFE@AIM-HQ.COM

WWW.AIM-HQ.NET

AIM specializes in building partnerships with scientific and health-related nonprofit organizations. AIM delivers cost-effective, proven, and exceptional management services that enable our clients to focus on strategy. AIM professionals are the industry's leaders; utilizing innovation and technology to deliver results that exceed expectations. AIM is employee owned and AMC Institute accredited.

INDUSTRIES SERVED: EDUCATION, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, PROFESSIONAL SERVICES, PUBLIC

SAFETY, SCIENCE, TECHNOLOGY.

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ASSOCIATION MANAGEMENT CENTER

8735 W HIGGINS RD., #300

CHICAGO, IL 60631

MIKE NORBUT, VICE PRESIDENT OF BUSINESS DEVELOPMENT

847-375-4700; FAX: 847-375-6401

INFO@CONNECT2AMC.COM

WWW.CONNECT2AMC.COM

Founded on the principles of customer intimacy and mission-driven leadership, Association Management Center is passionate about and committed to furthering our clients' causes. A trusted partner since 1974, AMC provides full-service management and consulting services to leading national and international organizations, helping them reach goals and achieve what they believe.

INDUSTRIES SERVED: CONSTRUCTION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, MANUFACTURING, SCIENCE.

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

SEE OUR AD ON PAGE 20

## ASSOCIATION MANAGEMENT LIMITED (AML)

1255 SW PRAIRIE TRAIL PKWY.

ANKENY, IA 50023

KIRK LEEDS, CEO

515-243-1558; FAX: 515-334-1174

AML@AML.ORG

WWW.AML.ORG

Since 1976, AML has partnered with international, national, regional, and state associations to provide solutions that unleash the potential of our clients' organizations, members, and volunteer leaders. With AMC Institute accreditation and certified staff, AML makes a difference.

INDUSTRIES SERVED: ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, BUSINESS-MANAGEMENT, CHAMBERS OF COMMERCE, CONSTRUCTION, ECONOMIC DEVELOPMENT, ENVIRONMENT & WILDLIFE, FINANCE, LAW, MANUFACTURING, PROFESSIONAL SERVICES, TOURISM, TOURISM-CHAMBERS OF COMMERCE, UTILITIES & ENERGY.

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ASSOCIATION MANAGEMENT RESOURCES (AMR)

1390 EISENHOWER PL.

ANN ARBOR, MI 48108

DIANE DUFEK, CAE, PRESIDENT/CEO

734-677-2270; FAX: 734-677-2407

DDUFEK@MANAGEDBYAMR.COM

WWW.MANAGEDBYAMR.COM

OTHER LOCATIONS: MICHIGAN

Full-service, multi-client association and event management company. With two locations in Ann Arbor and Greater Lansing, AMR specializes in management of small- to medium-size nonprofit organizations. With a focus on exceptional customer service, we provide the stability necessary to establish a secure infrastructure for your organization's growth and success.

INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, RETAIL & CONSUMER GOODS, SCIENCE.

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ASSOCIATION MANAGEMENT SOLUTIONS

5177 BRANDIN COURT

FREMONT, CA 94538

LISA WINKLER, FOUNDER

510-492-4000; FAX: 510-492-4001

INFO@AMSL.COM

WWW.AMSL.COM

Association Management Solutions (AMS) is a boutique association management firm based in Silicon Valley providing startup and management services to leading global innovators. With more than 20 years of experience, AMS offers a full suite of customized solutions and delivers the highest level of customer service to every client.

INDUSTRIES SERVED: AUTOMOTIVE, BUSINESS, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, ENGINEERING, GOVERNMENT & PUBLIC ADMINISTRATION, INFORMATION MANAGEMENT, LAW, MANUFACTURING, PROFESSIONAL SERVICES, PUBLIC SAFETY, SCIENCE, TECHNOLOGY, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ASSOCIATION MANAGEMENT STRATEGIES, INC.

1800 M ST. NW, #400S

WASHINGTON, DC 20036

LILY DAVIDSON, OPERATIONS DIRECTOR

202-530-5910; FAX: 202-530-0659

INFO@AMSAMC.COM

WWW.AMSAMC.COM

Association Management Strategies uses a shared services model to provide industry coalitions, associations, and foundations of all sizes with customized executive management and operational support services. Headquartered in downtown Washington, DC, and accredited by the AMC Institute, our team of experienced association professionals is dedicated to the success of each client-partner.

**INDUSTRIES SERVED: BUSINESS, CHAMBERS OF COMMERCE, ENGINEERING, ENVIRONMENT & WILDLIFE, HEALTHCARE, HEALTHCARE-PHARMACEUTICALS, INSURANCE, LAW, MANUFACTURING, MINORITY-BASED & ADVOCACY ORGANIZATIONS, UTILITIES & ENERGY.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## ASSOCIATIONS INTERNATIONAL, LLC

2365 HARRODSBURG RD., #A325

LEXINGTON, KY 40504

KEITH HOWARD, VP BUSINESS DEVELOPMENT

859-226-4678; FAX: 859-226-4242

ASSOCIATIONS@ASSOCIATIONSINTERNATIONAL.COM

WWW.ASSOCIATIONSINTERNATIONAL.COM

Associations International, one of the top-10 largest AMCs in the world, has demonstrated success in enhancing membership, increasing meeting/conference attendance, and growing associations fiscally. We do this with our commitment to excellent service, expertise, innovation, and technology. For more than 40 years, AI has been dedicated to bringing association missions to life.

**INDUSTRIES SERVED: ACCOUNTING, ARTS & CULTURE, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, FINANCE, HUMAN SERVICES, PERSONAL CARE & SERVICES, PROFESSIONAL SERVICES, SPORTS & RECREATION, TECHNOLOGY, TOURISM, UTILITIES & ENERGY.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## AVALON ASSOCIATION MANAGEMENT

PO BOX 19

WYNNWOOD, PA 19096

ILYSE SHAPIRO, PRINCIPAL

610-642-7427; FAX: 610-642-3335

INFO@AVALONASSNMGMT.COM

WWW.AVALONASSNMGMT.COM

Avalon Association Management provides communications, marketing and association management services to some of our country's leading non-for-profit organizations. Whether it's assisting your volunteers with a special event, developing a cohesive member communications plan or providing a spectrum of executive director services, the Avalon team of experts is here to help.

**INDUSTRIES SERVED: ACCOUNTING, ARTS & CULTURE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MARKETING, CLUBS & FRATERNAL ORGANIZATIONS, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, HEALTHCARE, HEALTHCARE-GENERAL, HUMAN SERVICES, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

*Refocus. Rethink. Reimagine.*

**b**

bostrom

[bostrom.com/reimagine](http://bostrom.com/reimagine)

*Agile Association Management*



## BASE CONSULTING AND MANAGEMENT INC.

250 CONSUMERS RD., #301  
TORONTO, ONTARIO M2J 4V6  
RUTH ABRAHAMSON, CEO  
416-494-1440 X 231; FAX: 416-495-8723  
RABRAHAMSON@BASECONSULTING.CA  
WWW.BASECONSULTING.CA

We are an enterprising, multilingual association management team, based in Toronto, working globally. Now in our 32nd year, we provide full-service management and consultation to diverse professional associations, organizations, foundations, and more. We work with internal association staff teams and external partners, customizing and continually evolving the fit.

**INDUSTRIES SERVED: ACCOUNTING, ARTS & CULTURE, FINANCE, HEALTHCARE, HEALTHCARE-PHARMACEUTICALS, INSURANCE, PHILANTHROPY & HUMANITARIANISM.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## BOSTROM

35 E. WACKER DR., #850  
CHICAGO, IL 60601  
JEANNE SHEEHY, CHIEF MARKETING OFFICER  
312-644-0828; FAX: 312-644-8557  
SOLUTIONS@BOSTROM.COM  
WWW.BOSTROM.COM

**OTHER LOCATIONS: WASHINGTON, DC**

With its Agile Association Management™ approach, Bostrom specializes in management, outsourcing, and consulting to professional societies, trade associations, foundations and other nonprofits. Our passion is bringing your mission to life; through authenticity, connection and community. We start with a conversation. We listen. We discuss. We partner. Visit [bostrom.com](http://bostrom.com).

**INDUSTRIES SERVED: ACCOUNTING, AUTOMOTIVE, BUSINESS, BUSINESS-MARKETING, CONSTRUCTION, EDUCATION, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-INSURANCE, MANUFACTURING, PHARMACEUTICALS, PROFESSIONAL SERVICES, RETAIL & CONSUMER GOODS, SCIENCE, UTILITIES & ENERGY.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**  
**SEE OUR ADS ON PAGE 22 AND THE INSIDE BACK COVER.**

## CAPITOL HILL MANAGEMENT SERVICES, INC.

230 WASHINGTON AVE., EXTENSION, #101  
ALBANY, NY 12203  
JOHN A. GRAZIANO, JR., PRESIDENT  
518-463-8644; FAX: 518-463-8656  
INFO@CAPHILL.COM  
WWW.CAPHILL.COM

**OTHER LOCATIONS: NORTH CAROLINA**

CHMS is a comprehensive consulting firm providing professional services to associations, non-profits, and licensing boards. From our multiple locations, we serve organizations of all sizes throughout North America. We are a leading provider of association and nonprofit management, professional credentialing, financial management, strategic planning, event management, and continuing-education administration.

**INDUSTRIES SERVED: AGRICULTURE, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, ENGINEERING, FARMING & FORESTRY, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, INFORMATION MANAGEMENT, INSURANCE, LAW, PERSONAL CARE & SERVICES, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SCIENCE, SPORTS & RECREATION, TECHNOLOGY, TRANSPORTATION & STORAGE.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## CAPTURE MANAGEMENT SOLUTIONS

400 E. COURT AVE., #126  
DES MOINES, IA 50309  
CARL LINGEN, EXECUTIVE VP OF OPERATIONS  
515-471-1951; FAX: 866-797-7885  
INFO@CAPTUREMNGT.COM  
WWW.CAPTUREMNGT.COM

We are an association management company (AMC) and marketing firm that focuses on cause marketing for associations, nonprofits, and government entities. Our association management services go beyond traditional services as we incorporate board governance training, coalition building, and better member-engagement strategies.

**INDUSTRIES SERVED: BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, CLUBS & FRATERNAL ORGANIZATIONS, COMMUNICATIONS & ENTERTAINMENT, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING,**

**FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, SCIENCE, TECHNOLOGY, TOURISM-CHAMBERS OF COMMERCE, TRANSPORTATION & STORAGE.**

## CLEMONS & ASSOCIATES, INC.

3601 E. JOPPA RD.  
BALTIMORE, MD 21234  
AMANDA BOLINSKY, EXECUTIVE VICE PRESIDENT  
410-931-8100; FAX: 410-931-8111  
AMANDA@CLEMONSMGMT.COM  
WWW.CLEMONSMGMT.COM

For over 40 years, Clemons & Associates, Inc. has advocated on behalf of those with whom we partner. Committed to your organization's mission, our team's expertise enhances efficiency, strengthens communications, and maximizes revenue while managing expenses so you can focus on long-term growth and achievement. Our goal is always our partner's success.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, HEALTHCARE, HUMAN SERVICES, INSURANCE, LAW, MANUFACTURING, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, RETAIL & CONSUMER GOODS, SCIENCE, SPORTS & RECREATION, TECHNOLOGY, TRANSPORTATION & STORAGE.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## CM SERVICES, INC. THE ASSOCIATION PARTNERSHIP COMPANY

800 ROOSEVELT RD., BLDG. #C-312

GLEN ELLYN, IL 60137

RICK CHURCH, HEAD COACH

630-858-7337; FAX: 630-790-3095

PARTNER@CMSERVICES.COM

WWW.CMSERVICES.COM

OTHER LOCATIONS: FLORIDA; TEXAS

CM Services creates lifelong business relationships with trade associations of companies manufacturing or distributing products used in building, construction, and industrial markets. We differ from our competitors because we are focused on our client partners' results. We are consensus builders, and we deliver exemplary customer service.

**INDUSTRIES SERVED: BUSINESS, CONSTRUCTION, ENGINEERING, MANUFACTURING, PROFESSIONAL SERVICES.**

AMC INSTITUTE CHARTER ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## DOLCI MANAGEMENT SERVICES, INC.

322 EIGHTH AVE., #702

NEW YORK, NY 10001-8301

JOEL A. DOLCI, CAE, PRESIDENT & 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 meeting and conventions.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, CLUBS & FRATERNAL ORGANIZATIONS, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION- COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE- DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PERSONAL CARE & SERVICES, PHILANTHROPY &**

HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY, TOURISM, TOURISM-CHAMBERS OF COMMERCE, TOURISM- CONVENTION CENTERS, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ELEVANTA

1701 BARRETT LAKES BLVD., NW, #180

KENNESAW, GA 30144

DEBRA FINKLER, AVP, ASSOCIATION OPERATIONS

678-797-5167; FAX: 678-797-5170

INFO@ELEVANTA.COM

WWW.ELEVANTA.COM

OTHER LOCATIONS: WASHINGTON, DC

When you choose Elevanta® to manage your association, you'll find our fresh approach to board leadership, administrative support, membership growth, government relations, event management, and communications delivers a cost-effective and efficient pathway to achieving long-term growth and unprecedented membership satisfaction.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PERSONAL CARE & SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, RELIGION, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY, TOURISM, TOURISM-CHAMBERS OF COMMERCE, TOURISM-CONVENTION CENTERS, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.**

ALL INDUSTRIES AND INTERESTS CONSIDERED

## ENCORE ENGAGEMENT SOLUTIONS LLC

5500 COLUMBIA PIKE

ARLINGTON, VA 22204

PATRICK ALGYER, CHIEF STRATEGIST

612-281-8719

PATRICK@ENCOREENGAGEMENT.COM

WWW.ENCOREENGAGEMENT.COM

Encore Engagement Solutions LLC (EES) is an LGBTQ+, minority-owned, and fully insured business established in 2019. We help associations be more successful and take an aggressive and simple approach to association management consulting. Whether you need full-service AMC services or 5 to 10 hours per week, EES will accommodate your needs.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, BUSINESS, BUSINESS-MANAGEMENT, CLUBS & FRATERNAL ORGANIZATIONS, EDUCATION, HEALTHCARE, HEALTHCARE-PHARMACEUTICALS, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, TOURISM.**

ALL INDUSTRIES AND INTERESTS CONSIDERED

## EWALD CONSULTING

1000 WESTGATE DR., #252

SAINT PAUL, MN 55114

PAUL HANSCOM, CAE, VICE PRESIDENT OF GROWTH STRATEGIES

651-290-6260; FAX: 651-290-2266

PAULH@EWALD.COM

WWW.EWALD.COM

OTHER LOCATIONS: WASHINGTON, DC

Get insights from our experience serving 40+ associations with customized support from a team of specialists. Our team of nearly 100 professionals provides you with creative solutions, effectively implemented, to make your role as an association leader rewarding and fun. Let's partner together to make a lasting impact!

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, AGRICULTURE, FARMING & FORESTRY, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT & WILDLIFE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, LAW, MANUFACTURING, PERSONAL CARE & SERVICES, PROFESSIONAL SERVICES, PUBLIC SAFETY, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY, TOURISM, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.**

AMC INSTITUTE CHARTER ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## EXECUTIVE DIRECTOR, INC.

555 E. WELLS ST., #1100  
MILWAUKEE, WI 53202  
CELESTE ROM, VP OPERATIONS  
414-276-6445; FAX: 414-276-3349  
INFO@EXECINC.COM  
WWW.EXECINC.COM

EDI creates success for national and global medical, health professional, scientific, and academic associations. Our 260 staff professionals serve 35 organizations with budgets of \$250,000 to \$13 million. We leverage our knowledge with our cutting-edge technology, expertise, and experience to realize your vision.

**INDUSTRIES SERVED: EDUCATION-COLLEGES & UNIVERSITIES, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, PROFESSIONAL SERVICES, SCIENCE.**

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED  
SEE OUR AD ON THIS PAGE

## FUSION—A 160OVER90 COMPANY

4100 INTERNATIONAL PKWY., #2400  
CARROLLTON, TX 75007  
STEPHEN DENNIS, VP, ASSOCIATIONS  
314-561-6641; FAX: 314-480-7118  
SDENNIS@THISISFUSION.COM  
WWW.THISISFUSION.COM/  
ASSOCIATION-MANAGEMENT

OTHER LOCATIONS: MISSOURI

We believe in the power of a collective, collaborative force: yours. We join forces with you to convert strangers into members, and our tools are strategic communications and events, driven by clear insights.

**INDUSTRIES SERVED: CONSTRUCTION, MANUFACTURING, RELIGION.**

ALL INDUSTRIES AND INTERESTS CONSIDERED

## THE HARRINGTON COMPANY

4248 PARK GLEN RD.  
MINNEAPOLIS, MN 55449  
JOHN FRANCIS, PRESIDENT  
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 SERVED: BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, INSURANCE, LAW, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, SOCIETY OF ASSOCIATION EXECUTIVES.**

AMC INSTITUTE CHARTER ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## HOLLANDPARLETTE

8365 KEYSTONE CROSSING, #107  
INDIANAPOLIS, IN 46240  
KENT LINDEMAN, CMP, PRINCIPAL & CEO  
317-205-9480; FAX: 317-205-9481  
KLINDEMAN@HOLLANDPARLETTE.COM  
WWW.HOLLANDPARLETTE.COM

OTHER LOCATIONS: CALIFORNIA

HollandParlette provides management and specialized administrative services to professional societies and trade associations using a for-profit approach that runs not-for-profit associations like businesses. We manage associations of varying sizes and annual budgets, affording clients economies of scale, experience in the association marketplace, adaptability, buying power, and centralized facilities.

INDUSTRIES SERVED: ENGINEERING.

ALL INDUSTRIES AND INTERESTS CONSIDERED

## Thrive With Us!



Jennie Socha, CAE,  
Executive Director  
Client with EDI 20 years  
Client budget of \$11.9 million

Rebecca Brandt, CAE,  
Associate Executive Director  
Client with EDI 55 years  
Client budget of \$13.8 million

Mary Dean, JD, CAE,  
Associate Executive Director  
Client with EDI 18 years  
Client budget of \$13.3 million

“With client relationships that range from new to over 50 years, our 260 association professionals continue to link value to vision for client success.”

Kay Whalen, MBA, CAE  
President

Executive Director, Inc. provides strategic insight, counsel and full-service management to national and global medical, scientific and professional organizations. Our client portfolio includes 35 associations with budgets ranging from \$250,000 to over \$13 million with membership/certificants ranging from 400 to 21,000 and growing.



We are a dynamic and growing AMC seeking association professionals to enable our clients to realize their vision.

Click on **Careers** at  
[www.execinc.com](http://www.execinc.com)

555 East Wells Street, Suite 1100 | Milwaukee, WI 53202 | Phone (414) 276-6445

## IMN SOLUTIONS

1110 N. GLEBE RD., #580

ARLINGTON, VA 22201

BARBARA A. MYERS, CAE, CEO

703-908-0707

INFO@IMNSOLUTIONS.COM

WWW.IMNSOLUTIONS.COM

OTHER LOCATIONS: NEW YORK; MARYLAND; NORTH CAROLINA; WASHINGTON, DC

IMN Solutions is a global engagement and events management company with four decades of association management experience. We have the strategic eye to deliver unprecedented value to members, the buying power to leverage professional partnerships that create magnet events, and the ability to discover hidden opportunities that drive organizational growth.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, CLUBS & FRATERNAL ORGANIZATIONS, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PERSONAL CARE & SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, RELIGION, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY, TOURISM, TOURISM-CHAMBERS OF COMMERCE, TOURISM-CONVENTION CENTERS, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## INTERACTIVE MANAGEMENT, INC.

12110 PECOS ST., #220

WESTMINSTER, CO 80234

GARY LEEPER, CEO

303-433-4446; FAX: 303-458-0002

GARY@IMIGROUP.ORG

WWW.IMIGROUP.ORG

IMI is an AMC Institute Charter Accredited AMC providing professional association management services since 1974. Association Partnership is IMI's business philosophy. We believe that by investing ourselves in the industries we represent, we can help our association partners achieve their goals. What can the IMI team do for you?

**INDUSTRIES SERVED: ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, ENVIRONMENT & WILDLIFE, FINANCE, HEALTHCARE-PHARMACEUTICALS, PUBLIC SAFETY, SCIENCE, SPORTS & RECREATION.**

**AMC INSTITUTE CHARTER ACCREDITED AMC  
ALL INDUSTRIES AND INTERESTS CONSIDERED**

## J&M BUSINESS SOLUTIONS, LLC

3053 NATIONWIDE PKWY.

BRUNSWICK, OH 44212

SHERI MASKOW, OWNER

330-273-5756; FAX: 216-803-9900

SHERI@JMBSOHIO.COM

WWW.JMBSOHIO.COM

J&M Business Solutions was founded in 1994 and is a woman-owned, full-service association management company. In our 25+ years of service, J&M has worked with national, state, and local associations across the United States. Contact us to see how your organization can benefit from our experience.

**INDUSTRIES SERVED: BUSINESS, ENGINEERING, HEALTHCARE-PHARMACEUTICALS, INSURANCE, MANUFACTURING, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## KELLEN

529 14TH ST., NW, #1280

WASHINGTON, DC 20045

TOM GOODING, VICE PRESIDENT

202-207-1136

TGOODING@KELLENCOMPANY.COM

WWW.KELLENCOMPANY.COM

OTHER LOCATIONS: GEORGIA; ILLINOIS; KANSAS; NEW YORK; WASHINGTON, DC; BELGIUM; CHINA

Kellen is one of the world's leading partners to associations, offering full-service management and support services, including advocacy and government affairs, communications, education and certifica-

tion programs, meeting production, and strategic development. Kellen is headquartered in Atlanta, with offices in Beijing, Brussels, Chicago, Kansas City, New York City, and Washington, DC.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, PERSONAL CARE & SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TOURISM, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.**

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

## MANAGEMENT EXCELLENCE, INC.

11 W. MONUMENT AVE., #510

DAYTON, OH 45402

FRAN RICKENBACH, CAE, IOM, PRESIDENT

937-586-3700; FAX: 937-586-3699

FRAN@MEINET.COM

WWW.MEINET.COM

MEI provides Management Expertise & Inspiration for professional societies and trade associations. Our innovative approach to virtual and face-to-face meetings, effective communications to members/target audiences, nondues-revenue marketing, efficient membership development/administration, and eyes-forward strategic planning will meet the needs of your international, national, or regional association.

**INDUSTRIES SERVED: EDUCATION-COLLEGES & UNIVERSITIES, ENGINEERING, HEALTHCARE, HEALTHCARE-GENERAL, MANUFACTURING, PROFESSIONAL SERVICES, SCIENCE.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## MCBRIDE & ASSOCIATES, INC.

3901 NORMAL BLVD., #100  
LINCOLN, NE 68506  
DAVID MCBRIDE, PRESIDENT  
402-476-3852; FAX: 402-476-6547  
INFO@ASSOCOFFICE.NET  
WWW.MCBRIDEMANAGEMENT.COM

McBride & Associates is a full-service AMC founded in 1983 that has served more than two dozen trade associations and professional organizations. In partnership with M&A, our clients have successfully fulfilled their missions, enhanced value for their members, and increased the effectiveness of their volunteer leaders.

**INDUSTRIES SERVED: CONSTRUCTION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-NURSING.**  
**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## MCDONALD ASSOCIATION MANAGEMENT COMPANY, INC.

1540 RIVER PARK DR., #211  
SACRAMENTO, CA 95815  
JENIFER MCDONALD, PRESIDENT  
916-485-5875; FAX: 916-487-7105  
JENIFER@MCDONALDAMC.COM  
WWW.MCDONALDAMC.COM

McDonald AMC offers a strong team with a proven background and experience in association management, member services, financial management, event planning, benefit management, and sales and marketing. We offer full-service association management or can complement your in-house team by providing a la carte services, such as financial, TPA, or event management.

**INDUSTRIES SERVED: ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, CLUBS & FRATERNAL ORGANIZATIONS, COMMUNICATIONS & ENTERTAINMENT, ENGINEERING, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, INSURANCE, LAW, MANUFACTURING, PERSONAL CARE & SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, UTILITIES & ENERGY.**  
**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## MCI GROUP

MCI USA  
7918 JONES BRANCH DR., #300  
MCLEAN, VA 22102  
225 W. WACKER DR., #650  
CHICAGO, IL 60606  
ERIN FULLER, FASAE, CAE, PRESIDENT, ASSOCIATION SOLUTIONS  
703-506-3260; FAX: 703-506-3266  
ASSOCIATIONSOLUTIONS@MCI-GROUP.COM  
WWW.MCI-GROUP.COM/USA

**OTHER LOCATIONS: 60+ CITIES GLOBALLY**  
MCI provides full-service and project-based managed solutions for associations looking to enhance their strategic and tactical operations. For more than 30 years, we have helped U.S.-based associations grow locally and globally by building communities and improving business capacity to deliver locally relevant membership, product, and service experiences.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CLUBS & FRATERNAL ORGANIZATIONS,**

COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PERSONAL CARE & SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY, TOURISM, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.

**AMC INSTITUTE CHARTER ACCREDITED AMC**  
**ALL INDUSTRIES AND INTERESTS CONSIDERED**  
**SEE OUR AD ON THIS PAGE**

# The future is now. Are you ready?

Our experts provide associations of all sizes innovative solutions to inspire possibilities, ensure relevance, and maximize growth. Let us help you prepare—and thrive—for today's challenges.

[www.mci-group.com/usa](http://www.mci-group.com/usa)  
[associationsolutions@mci-group.com](mailto:associationsolutions@mci-group.com)



## MCKENNA MANAGEMENT, INC.

4 LAN DR., #310

WESTFORD, MA 01886

PAM MCKENNA, M.ED, CAE, PRESIDENT

978-250-9847; FAX: 978-250-1117

INFO@MCKENNAMANAGEMENT.COM

WWW.MCKENNAMANAGEMENT.COM

OTHER LOCATIONS: VIRGINIA

An accredited AMC, McKenna Management offers full-service management, project management, and consulting services tailored to your association's needs. Our creative and proactive team is guided by our core values: professionalism, partnerships, strategic thinking, and quality service. We'll partner with your leadership to develop and implement unique and effective strategies.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, COMMUNICATIONS & ENTERTAINMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, FINANCE, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, INFORMATION MANAGEMENT, LAW, PROFESSIONAL SERVICES, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, TECHNOLOGY.**

AMC INSTITUTE ACCREDITED AMC

ALL INDUSTRIES AND INTERESTS CONSIDERED

## METACRED—WHERE THE BEST CREDENTIALS GROW

6841 ELM ST., #0300

MCLEAN, VA 22101-0300

JOHN H. BAKER, CAE, VICE PRESIDENT OF GLOBAL STRATEGIC GROWTH

703-327-2733 EXT 102; FAX: 202-470-6408

GROW@METACRED.COM

WWW.METACRED.COM

OTHER LOCATIONS: NEVADA; VIRGINIA; WASHINGTON, DC; BELGIUM; SINGAPORE; SWITZERLAND; THE NETHERLANDS

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.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, AUTOMOTIVE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MARKETING, BUSINESS-MANAGEMENT, BUSINESS-SALES, CHAMBERS OF COMMERCE, CLUBS & FRATERNAL ORGANIZATIONS,**

COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, EMPLOYMENT, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PERSONAL CARE & SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC SAFETY, REAL ESTATE & HOUSING, RELIGION, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, SPORTS & RECREATION, TECHNOLOGY, TOURISM, TOURISM-CHAMBERS OF COMMERCE, TOURISM-CONVENTION CENTERS, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.

ALL INDUSTRIES AND INTERESTS CONSIDERED

## MULTISERVICE MANAGEMENT COMPANY

994 OLD EAGLE SCHOOL RD., #1019

WAYNE, PA 19087

PETER M. LANCE, PARTNER

SHARON K. TANNAHILL, PARTNER

610-971-4850; FAX: 610-971-4859

INFO@MMCO1.COM

WWW.MMCO1.COM

Medium-sized 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, conference and tradeshow management, interactive communications, and in-house graphic design and internet services. Specialized experience in marketing, certification, and standardization work for industrial products.

**INDUSTRIES SERVED: BUSINESS-MANAGEMENT, EDUCATION, ENGINEERING, MANUFACTURING.**

ALL INDUSTRIES AND INTERESTS CONSIDERED

## NON-PROFIT HELP

107 S WEST ST., #825

ALEXANDRIA, VA 22314

TOM OSINA, CHIEF IDEA ARCHITECT

888-441-5454; FAX: 703-530-9653

TOM.OSINA@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 of members. Since 1994, nonprofits and associations have received certified and experienced management. Come join us.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, ACCOUNTING, AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, EDUCATION, ENGINEERING, MANUFACTURING, PROFESSIONAL SERVICES, TOURISM, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.**

ALL INDUSTRIES AND INTERESTS CONSIDERED

## P & N ASSOCIATION MANAGEMENT

8550 UNITED PLAZA BLVD., #1001

BATON ROUGE, LA 70809

MELANIE TALLEY, CAE, ASSOCIATE DIRECTOR

225-408-4730; FAX: 225-408-4422

MTALLEY@PNCPA.COM

WWW.PNASSOCIATIONS.COM

Our clients' success is our highest priority. Our business philosophy centers around the concept of "our success follows the success of our clients," and our culture reinforces our commitment to service and quality. For 29 years, we have provided associations with close personal attention and services of the highest quality.

**INDUSTRIES SERVED: EDUCATION, ENGINEERING, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, INFORMATION MANAGEMENT, INSURANCE, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, RELIGION, SCIENCE, TECHNOLOGY.**

ALL INDUSTRIES AND INTERESTS CONSIDERED

## PAI MANAGEMENT CORPORATION

4800 HAMPDEN LN., #200  
BETHESDA, MD 20814  
JAMES VRAC, PRESIDENT  
301-718-6523; FAX: 301-656-0989  
JVRAC@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 SERVED: HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS.**

**AMC INSTITUTE ACCREDITED AMC**

## PARAGON EVENTS | ASSOCIATION MANAGEMENT

352 NE 3RD AVE.  
DELRAY BEACH, FL 33444  
FRANCESCA RADABAUGH, VP OF OPERATIONS & DIRECTOR OF ASSOCIATION MANAGEMENT  
561-243-3073; FAX: 561-274-4849  
INFO@PARAGON-EVENTS.COM  
WWW.PARAGON-EVENTS.COM

**OTHER LOCATIONS: CALIFORNIA; MASSACHUSETTS; PENNSYLVANIA; VIRGINIA; WASHINGTON, DC**  
Celebrating 30+ years of experience, Paragon Events offers the advantage of AMC services paired with event planning expertise. Paragon Events becomes a seamless extension of your association by providing value in areas including leadership and governance, financial and member management, marketing and strategy—all within office headquarters. Contact us today!

**INDUSTRIES SERVED: ACCOUNTING, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, EDUCATION, EDUCATION-ALUMNI, EDUCATION-COLLEGES & UNIVERSITIES, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, TECHNOLOGY, TOURISM, TOURISM-CONVENTION CENTERS.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## PARTHENON MANAGEMENT GROUP, LLC

5034 THOROUGHbred LN.  
BRENTWOOD, TN 37027  
SARAH TIMM, CAE, CMP-HC, PRESIDENT, CEO  
615-324-2365  
INFO@PARTHENONMGMT.COM  
WWW.PARTHENONMGMT.COM

Parthenon Management Group is the leading AMC providing exemplary management primarily to medical research organizations and credentialing boards. Our specialized focus and innovative strategic approach to association and meeting management makes us a stellar partner in the fulfillment of your mission.

**INDUSTRIES SERVED: HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, SCIENCE.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## PARTNERS IN ASSOCIATION MANAGEMENT

325 JOHN KNOX RD., #L013  
TALLAHASSEE, FL 32303  
BENNETT NAPIER, CAE, PRESIDENT/CEO  
866-587-7620; FAX: 850-222-3019  
INFO@YOURSEARCHISDONE.COM  
WWW.YOURSEARCHISDONE.COM

**OTHER LOCATIONS: PENNSYLVANIA**

Providing full-service strategic and operational management to nonprofit associations, as well as individualized consulting services, including strategic planning, board governance training, event management, certification program development, and more.

**INDUSTRIES SERVED: BUSINESS, CONSTRUCTION, ECONOMIC DEVELOPMENT, ENVIRONMENT & WILDLIFE, HEALTHCARE, HEALTHCARE-DENTISTRY, INFORMATION MANAGEMENT, INSURANCE, MANUFACTURING, PROFESSIONAL SERVICES.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## RAYBOURN GROUP INTERNATIONAL

3502 WOODVIEW TRACE, #300  
INDIANAPOLIS, IN 46268  
LESLIE MURPHY, FASAE, CAE, PRESIDENT  
800-362-2546  
INFO@RAYBOURN.COM  
WWW.RAYBOURN.COM

**OTHER LOCATIONS: ILLINOIS; TENNESSEE; TEXAS**  
Since 1988, membership-based organizations have trusted Raybourn Group International as a leader that specializes in helping them thrive, not just survive. We are an accredited association management company offering full-service management, consulting, and event-planning services to associations serving members in more than 100 countries.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CLUBS & FRATERNAL ORGANIZATIONS, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, EDUCATION, ENGINEERING, ENVIRONMENT & WILDLIFE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HUMAN SERVICES, INFORMATION MANAGEMENT, LAW, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, TECHNOLOGY, TOURISM.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## THE REES GROUP, INC.

2424 AMERICAN LN.  
MADISON, WI 53704  
SUSAN REES, PRESIDENT & CEO  
608-443-2468; FAX: 608-443-2474  
INFO@REESGROUPINC.COM  
WWW.REESGROUPINC.COM

The Rees Group, Inc., offers innovative, full-service management for the progressive professional association. Specializing in the 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 SERVED: AGRICULTURE, FARMING & FORESTRY, EDUCATION-COLLEGES & UNIVERSITIES, ENVIRONMENT & WILDLIFE, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, SCIENCE.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## SEVEN12 MANAGEMENT

180 ADMIRAL COCHRANE DR., #370

ANNAPOLIS, MD 21401

MOLLY ALTON MULLINS, CEO & CHIEF STRATEGIST

410-263-1014

INFO@SEVEN12MANAGEMENT.COM

SEVEN12MANAGEMENT.COM

SEVEN12 Management provides highly personal, member-focused services for our clients, helping them grow, prosper, and fulfill their respective missions. We approach our responsibilities as a partnership, with a primary focus on meeting member needs and providing outstanding service and support.

**INDUSTRIES SERVED: ACCOUNTING, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-SALES, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, MANUFACTURING, RETAIL & CONSUMER GOODS.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## SMITHBUCKLIN

330 N. WABASH AVE.

CHICAGO, IL 60611

MATT SANDERSON, PRESIDENT & CEO

800-539-9740; FAX: 800-539-9741

WWW.SMITHBUCKLIN.COM/CONTACT

WWW.SMITHBUCKLIN.COM

**OTHER LOCATIONS: CALIFORNIA; CONNECTICUT;**

**MISSOURI; WASHINGTON, DC**

SmithBucklin is the association management and services company more organizations turn to than any other. Our mission is to achieve the missions of the client organizations we serve. SmithBucklin serves trade associations, professional societies, technology communities, charitable organizations, and corporations.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MARKETING, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, ECONOMIC DEVELOPMENT, FINANCE, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, INFORMATION MANAGEMENT, INSURANCE, LAW, MANUFACTURING, PERSONAL CARE & SERVICES, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, RETAIL & CONSUMER GOODS, SCIENCE, TRANSPORTATION & STORAGE.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

**SEE OUR AD ON THE BACK COVER**

## SOS ASSOCIATION MANAGEMENT SOLUTIONS

7729 E. GREENWAY RD., #300

SCOTTSDALE, AZ 85260

CONNI INGALLINA, PRESIDENT/ FOUNDER

480-289-5761

INFO@SOSSOLUTIONS.ORG

WWW.SOSSOLUTIONS.ORG

For 25 years, SOS has provided custom management solutions to trade and professional nonprofit associations. Working with an association's dedicated volunteers, our expert team helps clients be efficient, productive and prosperous in pursuit of their missions. Our modern, nimble service model and infrastructure allows for customized solutions with a personal touch.

**INDUSTRIES SERVED: BUSINESS, EDUCATION, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, LAW, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## STATUS PLUS, LLC

14305 SOUTHCROSS DR., #100

BURNSVILLE, MN 55306

DAVID CASALOD, CEO

952-683-1878; FAX: 952-314-8212

INFO@STATUSPLUS.COM

WWW.STATUSPLUS.COM

**OTHER LOCATIONS: THE NETHERLANDS**

Status Plus, LLC, is a full-service management company with offices in Minnesota and the Netherlands, serving national and international associations, membership societies, and foundations. We help nonprofits succeed by combining excellent association services with state-of-the-art technical solutions and have an impressive track record in event management in the U.S. and internationally.

**INDUSTRIES SERVED: HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, PHILANTHROPY & HUMANITARIANISM.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## STRINGFELLOW MANAGEMENT GROUP, INC.

2331 ROCK SPRING RD.

FOREST HILL, MD 21050

MARY CONNOR, DIRECTOR OF CLIENT RELATIONS

443-640-1059

INFO@STRINGFELLOWGROUP.NET

STRINGFELLOWGROUP.NET

**OTHER LOCATIONS: COLORADO; FLORIDA; GEORGIA; NEW JERSEY; NORTH CAROLINA; PENNSYLVANIA; TEXAS; WASHINGTON, DC**

Stringfellow Management Group is a full-service AMC based in MD, with offices in eight states and DC. All 45 of our employees are set up to work remotely. We have a proven track record in serving trade associations and professional societies in various industries. Let's talk about your management needs and how we can help.

**INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, ARTS & CULTURE, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, CONSTRUCTION, ECONOMIC DEVELOPMENT, EDUCATION, ENGINEERING, ENVIRONMENT & WILDLIFE, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, INFORMATION MANAGEMENT, MANUFACTURING, PUBLIC SAFETY, RETAIL & CONSUMER GOODS, SPORTS & RECREATION, TECHNOLOGY, TRANSPORTATION & STORAGE.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## SYNERGOS AMC

4011 N PENNSYLVANIA ST., #100

INDIANAPOLIS, IN 46205

LANE VELAYO, CHIEF EXECUTIVE OFFICER

651-917-6240; FAX: 651-917-1835

OFFICE@SYNERGOSAMC.COM

WWW.SYNERGOSAMC.COM

**OTHER LOCATIONS: MINNESOTA**

In these uncertain times, let Synergos AMC be the partner who helps your association thrive. We can help your association transition to a fully managed AMC model, provide a la carte staff services to augment your team, or act as a consultant to help you navigate management and staffing options.

**INDUSTRIES SERVED: TOURISM-CONVENTION CENTERS.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**



## TALLEY MANAGEMENT GROUP, INC.

19 MANTUA RD.

MOUNT ROYAL, NJ 8061

JOSEPH SAPP, MBA, CAE, CHIEF OPERATING OFFICER

856-423-7222; FAX: 856-423-3420

TALLEY@TALLEY.COM

WWW.TALLEY.COM

OTHER LOCATIONS: ILLINOIS; WASHINGTON, DC;

AFRICA; INDIA

With over 30 years of experience in the association management industry, Talley Management Group, Inc. provides full-service association management, meetings, and consulting services to more than 26 organizations and associations. Its global experience and local connections have allowed TMG to develop partnerships, expanding the AMC model internationally.

**INDUSTRIES SERVED: ACCOUNTING, BUSINESS, BUSINESS-HUMAN RESOURCES, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, CONSTRUCTION, EDUCATION, EDUCATION-COLLEGES & UNIVERSITIES, ENGINEERING, FINANCE, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-PHARMACEUTICALS, INSURANCE, MANUFACTURING, MINORITY-BASED ADVOCACY ORGANIZATIONS, PROFESSIONAL SERVICES, REAL ESTATE & HOUSING, RELIGION, SCIENCE, SOCIETY OF ASSOCIATION EXECUTIVES, TECHNOLOGY, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

[SEE OUR AD ON THIS PAGE](#)

## THE SOLUTION: FOR YOUR ASSOCIATION MANAGEMENT NEEDS

7187 W. 79TH DR.

ARVADA, CO 80003

DOT MILLER, CAE, CEO

303-885-2501

DOT@THESOLUTIONWEBSITE.COM

WWW.THESOLUTIONWEBSITE.COM

We are an association management company that maximizes your value and potential while stimulating growth and engagement for your organization. We are fiercely loyal to our clients. We are The Solution.

**INDUSTRIES SERVED: BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CHAMBERS OF COMMERCE, ECONOMIC DEVELOPMENT, EDUCATION, GOVERNMENT & PUBLIC ADMINISTRATION, HEALTHCARE, HEALTHCARE-GENERAL, HEALTHCARE-PHARMACEUTICALS, PERSONAL CARE & SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, PUBLIC**

**SAFETY, TOURISM-CHAMBERS OF COMMERCE.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## TOTAL MANAGEMENT SOLUTIONS, INC.

55 HARRISTOWN RD., #106

GLEN ROCK, NJ 07452

SHEILA GUSTON, 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 SERVED: HEALTHCARE, HUMAN SERVICES, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES, SCIENCE.**

**AMC INSTITUTE ACCREDITED AMC**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## TVD ASSOCIATES, INC.

405 N. STANWICK RD.

MOORESTOWN, NJ 08057

TODD VON DEAK, PRESIDENT

888-859-8832

INFO@TVDASSOCIATES.COM

WWW.TVDASSOCIATES.COM

OTHER LOCATIONS: PENNSYLVANIA

TVD Associates is a boutique AMC that provides all degrees of management support for organizations of varying sizes on the state, regional, and national levels. TVDA principals take an active role in the life of each organization we work with, investing in your core values and your success.

**INDUSTRIES SERVED: ACCOMMODATION & FOOD SERVICES, AGRICULTURE, FARMING & FORESTRY, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, COMMUNICATIONS & ENTERTAINMENT, CONSTRUCTION, HEALTHCARE, HEALTHCARE-GENERAL, MANUFACTURING, PROFESSIONAL SERVICES.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**



Partnering  
*to* **BUILD**  
**STRONGER**  
**ORGANIZATIONS**  
*together*

Talley Management Group, Inc. provides association management, meeting and event planning and consulting services to associations and professional societies around the world.

*Partner with TMG for all of your association's needs.*



## VERTO SOLUTIONS

1101 17TH ST., NW, #700  
WASHINGTON, DC 20036

JOHN H. COX, MANAGING DIRECTOR  
202-293-5800; FAX: 202-463-8998

INFO@VERTOSOLUTIONS.NET  
WWW.VERTOSOLUTIONS.NET

Verto Solutions is a professional management and scientific services company located in Washington, DC. We specialize in providing thoughtful and effective solutions to clients in food, agriculture, and science-focused industries.

**INDUSTRIES SERVED: AGRICULTURE, FARMING & FORESTRY, FINANCE, MANUFACTURING.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

## VIRTUAL, INC.

401 EDGEWATER PL., #600  
WAKEFIELD, MA 01880

SHEILA MCDONNELL, SENIOR MANAGER, BUSINESS DEVELOPMENT

781-246-0500  
INFO@VIRTUALINC.COM

WWW.VIRTUALINC.COM

**OTHER LOCATIONS: CALIFORNIA; TENNESSEE; VIRGINIA**

Virtual is a professional services firm that enables organizations to achieve their goals and make a mark on the world. Virtual provides strategic advisory and execution services that drive real results for technology consortia, standards groups, and associations that are forming, growing, or changing. To learn more, go to [www.virtualinc.com](http://www.virtualinc.com).

**INDUSTRIES SERVED: ACCOUNTING, AUTOMOTIVE, BUSINESS, BUSINESS-MANAGEMENT, BUSINESS-MARKETING, BUSINESS-SALES, CONSTRUCTION, ENVIRONMENT & WILDLIFE, FINANCE, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, HUMAN SERVICES, INFORMATION MANAGEMENT, INSURANCE, LAW, ENGINEERING, MANUFACTURING, MINORITY-BASED & ADVOCACY ORGANIZATIONS, PERSONAL CARE**

& SERVICES, PROFESSIONAL SERVICES, SCIENCE, TRANSPORTATION & STORAGE, UTILITIES & ENERGY.  
**AMC INSTITUTE ACCREDITED AMC**

## WJ WEISER & ASSOCIATES, INC.

1100 E. WOODFIELD RD., #350  
SCHAUMBURG, IL 60173

WENDY WEISER, PRESIDENT

847-517-7225; FAX: 847-517-7229

GO@WJWEISER.COM

WWW.WJWEISER.COM

WJ Weiser Association Management provides a variety of association management services to more than 50 associations. Weiser delivers a variety of short- and long-term staffing solutions in areas including finance and accounting, technology, educational program management, government relations, fundraising and development, marketing and communications, and membership services.

**INDUSTRIES SERVED: EDUCATION-COLLEGES & UNIVERSITIES, HEALTHCARE, HEALTHCARE-DENTISTRY, HEALTHCARE-GENERAL, HEALTHCARE-MEDICINE, HEALTHCARE-NURSING, HEALTHCARE-PHARMACEUTICALS, PHILANTHROPY & HUMANITARIANISM, PROFESSIONAL SERVICES.**

**ALL INDUSTRIES AND INTERESTS CONSIDERED**

**SEE OUR ADS ON PAGE 9 AND THIS PAGE**



A

## BETTER EQUIPPED, BETTER PREPARED

### Association Management Firm

**Our first loyalty and priority is always to you, our client.** With a committed professional staff delivering high-quality, cost-effective, full-service management, your organization will prosper and achieve success.

- Unique Branding
- Educational Programs
- Corporate Headquarters
- Membership Services
- Financial Management
- Government Relations & Advocacy
- Cutting-Edge Technology
- Meeting Management
- Website Services
- Fundraising & Development

*On behalf of our  
entire Bostrom team,*

thank you to our clients, the association community,  
ASAE and the passionate volunteers and leaders that  
are delivering value and impact daily for the industries  
and professions we serve. We look forward to working  
together through this time of great change, challenge  
and contemplation. As we take a step back to  
refocus, rethink and reimagine, we look ahead to  
a future full of hope, connection and possibility.



bostrom

[bostrom.com/reimagine](https://bostrom.com/reimagine)

*Agile Association Management*

# YOUR MISSION

Your Mission, Our Mission.  
We will get there together.

We are the association management and services company  
more organizations turn to than any other.

  
**SMITHBUCKLIN**