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News Release

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ASSOCIATION MANAGEMENT CENTER CELEBRATES 35TH ANNIVERSARY

Glenview, IL— On April 16, 2009, Association Management Center (AMC) in Glenview, IL, celebrates 35 years of providing exceptional full-service management for its international and national association partners—helping each “Achieve What You Believe.” Starting as a small family firm in 1974, today the company serves as headquarters for 25 trade and professional associations, and on this 35th anniversary proudly takes note of its decades-old partnership with one of its very first clients, the Association of Rehabilitation Nurses (ARN).

From the start, AMC founder Art Engle was determined to incorporate core family values into his business. Today, values such as mutual trust, respect, and care remain the cornerstone of AMC’s success—and are why AMC is a standout among management companies nationwide. Working together, AMC 180 staff members thrive on putting clients first and being passionate about furthering association partners’ missions through strategic leadership and collaboration. AMC clients benefit from access to advanced technology and virtually every type of service they need to effectively run their not-for-profit association.

The firm is now owned by the sons of Art and his wife Dagny. Dagny joined the firm in 1976, shortly after it was founded, and was instrumental in starting ARN. Scott joined in 1981, bringing expertise in technology, accounting, and finance. Jeff came aboard in 1982 with experience in corporate marketing and sales, and convention management. With a keen interest in legislative and regulatory issues, Mark came to AMC in 1994 after 10 years of managing associations in Washington, DC.

AMC’s culture of nurturing and caring extends into local and national communities as well. In 2005, AMC extended its commitment to Habitat for Humanity by co-founding and actively participating in Solid Rock Carpenters, a local nonprofit organization that constructs homes in devastated areas of the country, most recently in Louisiana. “Giving back is a big part of who we are,” Jeff says. “We are proud of our employees for their volunteer efforts and it is important to us that we support them.”

AMC’s 35-year history is marked by decades of steady growth:

1970s

In 1974, Art and Dagny start AMC (then called Management Consulting Associates) in Glenview, IL, and help form ARN to promote the new subspecialty of rehabilitation nursing. The following year, AMC manages its first conference with six exhibitors in Minneapolis, MN. In 1976, AMC’s 4-person staff moves to a larger office, and in 1978 the firm purchases its first computer and joins a consortium to develop software for association management companies. In 1979, Art and Dagny purchase and move their 6-person staff to an Evanston office building.

1980s

AMC staff grows to more than 40 by the end of this decade. After Scott and Jeff join the firm in the early 1980s, the company sponsors a staff retreat in which the staff writes the firm's mission statement and vision. "It was a powerful planning session," Dagny recalls. "We considered the mission statement an important piece of our history and future direction." Art serves as president of International Association of Association Management Companies (IAAMC) from 1988 to 1989. "For us, this position meant that we were now nationally recognized," Art says. "It was the culmination of a lot of ambition, a diligent aim to provide great service, and a desire to foster an exceptional work environment. On the international front, in 1989 Art presents the session "Joining Forces: Creating a Global Association Forum" at *The 2nd International Conference on Associations: Building Bridges Between People* in Birmingham, England.

1990s

This decade marks another period of rapid growth—and accolades from their industry. By 1991, AMC has purchased a Deerfield, IL-based association management company, bringing on board new association partners, as well as several staff members who will become longtime AMC employees. Mark joins the firm in 1994. Art receives the University of Illinois in Chicago's Entrepreneurship Hall of Fame Award in 1993, when AMC has 73 employees serving 18 association clients with 28,000 members in healthcare and business. In 1995, AMC is named Illinois Family Business of the Year. The same year the firm purchases and moves into its current office building, a 33,000 square-foot office building on West Lake Avenue in Glenview. By 1997, AMC has grown to 100 employees and has received the MCI Customer Service Award.

2000s

Today AMC measures success by growing existing clients and establishing long-term relationships with them. AMC's unyielding commitment to both clients and staff is reciprocated by those it serves: Over one-third of its association partners have been with AMC for more than 10 years, while the average tenure among staff is 5 years and the average length-of-stay of AMC executives is 10 years. AMC is proud to be a charter ASAE-accredited [American Society of Association Executives] association management company and accredited by the AMC Institute, formerly IAAMC. Nine AMC staff members are certified association executives, six are certified meeting professionals, and two are certified public accountants. Many AMC staff members are considered experts in the association profession and are regular presenters at industry conferences and frequent authors of articles in trade journals.

As for the future of AMC, Mark says that the firm will continue to conduct business by sticking to its core values and staying passionate about its clients' missions. "The strategy has worked well in the past and has helped to produce award-winning results for our clients," he says, adding that it will undoubtedly lead to AMC's continued growth into the future.

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