



CORPORATE FACT SHEET

- *What is a trade association?* • *Who are the FMA?* • *What does it do?* • *How does the FMA support their members?*
- *What value and benefits do your members receive?* • *How much does it cost to join?*

These are the key questions that we are most frequently asked. This fact sheet provides succinct answers and invites you to consider your engagement with the industry, how you contribute to it and how you would like to see it develop. It also invites you to join the FMA and to start receiving the benefits and support of the industry's only body dedicated to corporate organisations.

What is a trade association?

Trade associations represent the commercial interests of their members and fill a vital role in promoting best practice by helping companies to become more competitive and by working to influence the development of effective public policy.

They also assist their members by providing effective networking opportunities, specialist training and commercial offers and opportunities.

A trade association is distinct from a members institute, whose purpose is to provide professional career development to individuals. Chartered institutes, ie the ones that have achieved professional recognition, do not have corporate members as this represents a conflict of interest.

The FMA - who are we?

- The Facilities Management Association was established in 1995.
- We are the employer's representative body in the UK.
- We represent companies trading in the FM sector engaged in the provision of professional or support services.
- The FMA is a registered association that adheres to a professional code of ethics and presents a professional image.

The FMA - what do we do?

We fulfill a number of critical roles for the industry:

- Provide representation to government - we promote our members' best interests.
- Take an active role in the CBI's Trade Association Council.
- Consultation with the DTI and HM Treasury.
- Member of the Board of Asset Skills.
- Member of the new multilateral action group: Action FM.
- Provide regular networking events where members and friends make proven commercial contacts across the public and private sectors.

Awards

As a response to the skills shortage in our industry, the FMA in 1997 created a dedicated award scheme that recognises the industry's best young managers. The Young Manager of the Year Award is presented annually in conjunction with the P&FM Partnership Awards.

Young Managers Forum - a commitment to the future growth of the sector.

The Young Managers Forum, with a membership of over 200 and growing, represents FM's leaders of the future. The Forum is managed by a hard-working committee that maintains active contact with academic bodies and the industry at large to develop and promote long-term career opportunities, as well as the profession itself.

Training and Workshops

The FMA supports members with bespoke courses and seminars to foster greater awareness of their own brands and better positioning in the market for improved success in new business development.

Our workshops are delivered by experienced consultants in FM, marketing and PR, with the sole aim of unlocking and developing the huge potential that member companies possess.

The FMA - what does it cost?

- **Full Membership** is £2,500 per annum, (for large and medium sized organisations.)
- **Associate Member** £950 per annum (for small businesses employing less than 16 people)

Our Guarantee.

Membership and participation in FMA activities is your guarantee that your business will show year on year improvement in market penetration, turnover, client retention and profit. If at the end of a year's membership period this is unrealised, the membership fee will be returned in full, provided you have fully participated in our events.

Commercial benefits of membership.

For a full list of benefits, please visit our website, www.fmassociation.org.uk - but here are just some of the key benefits:

- Your company description in the member's directory of our website together with a web link to your own.
- One Free license for i-FM.net the online award winning information site - this is worth £545 (*full membership only*).

Discounts for the following are provided:

- 20% discount for members placing adverts on this site.
- Workplace Law info site discount for FMA Members and also for Workplace Law seminars and publications
- 20% discount with leading business search net - Glenigan
- FM - Guru Training

The FMA - who are your members?

For a full list of members, please visit the website, but an indicative sample of our longstanding members are:

- Bailey Maintenance • CHS Group • Emcor • FSI • GSH • Hays • Interserve
- ISS • Jones Lang LaSalle • Johnson Workplace Management • Kier
- Rentokil Initial • MacLellan • Skanska • Taylor Woodrow • WSP

Your involvement with the Industry?

We urge you to appraise your involvement as a corporate in the FM sector and how you are engaging with the industry. Perhaps you attend the odd networking event or conference, or go to an industry dinner once a year. Let's be honest does this provide you with much real benefit? By joining the FMA you can demonstrate your commitment to the trading effectiveness of the FM sector.

We welcome your participation in the FMA and we know you will profit from it.... the FMA is not just a logo.

www.fmassociation.org.uk

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