

Mark Prisk MP
Minister of State for Business and Enterprise
Department for Business, Innovation & Skills
1 Victoria Street
London SW1H 0ET

5 December, 2011

Dear Minister,

Mid-Sized Business Review

You will be aware that the Institute for Family Business (IFB) has been in very productive discussions with BIS officials on how to turn the findings of the Mid-Sized Business Review into practical steps that can make a real difference to the growth and productivity of the family business sector.

The MSB report confirmed that family businesses make up a significant proportion of UK mid-sized businesses accounting for around 4000 firms. The results of your survey showed that family-owned MSBs tended to be characterised by steady performance and prudent financial management.

However coinciding with the launch of the review there has been some very damaging press on family businesses in the Daily Telegraph (Family-run firms are Britain's weak economic link - Thursday, 1 December) published on the back of a research report from the LSE commissioned by BIS (Constraints on Developing UK Management Practices). The IFB is most disappointed that this report, which analyses management capabilities in manufacturing companies and is currently on the BIS website, recommends policy changes that if implemented would have a severely detrimental effect on the family business sector.

In order to clear up any potential misunderstanding we would therefore like to request a meeting with you to hear your views on the family business sector, allay the concerns of our members and to discuss ways we can continue to work together to stimulate further growth in what is a vital sector for the UK economy.

Yours faithfully,



Grant Gordon,
Director General,