



Will Price
Head of Regulatory Policy
The Pensions Regulator
Napier House
Trafalgar Place
Brighton BN1 4DW

23 July 2010

Dear Mr Price,

I am writing on behalf of the members of the Institute for Family Business (IFB) which is an independent, not-for-profit, politically neutral, membership association which supports the UK family-owned business sector through representation, forum and research. The IFB represents 180 member companies who account for over £40 billion in turnover.

Studies have consistently demonstrated the importance of the family business sector. Research conducted by Capital Economics on the UK family business sector, covering all areas of the economy, estimates that:

- UK family firms account for **65% of private sector enterprises** – 3m businesses
- Family firms account for over 40% of private sector employment, providing jobs to 9.5 million people – **one job in three throughout the UK**
- Family businesses account for **£73bn per annum in UK tax receipts**

The IFB has two priorities regarding the issues of pensions; firstly that UK businesses remain able to provide employee retirement benefits where this is appropriate and sustainable and secondly that accounting procedures enable companies and trustees to accurately reflect liabilities and risks on their balance sheet.

Our members have expressed their concerns about these issues and in particular their uncertainties about how family businesses should interpret the various rules. We would therefore be very interested to meet with you, bringing along a small number of IFB delegates, to discuss these issues and their impact on family firms.

Yours sincerely

Grant Gordon
Director General