



Research
Foundation

The UK's Centre of Excellence for Family Business Research

Charity no. 1134085

Horizon 2020 Prospectus



Family businesses at the heart of the UK economy

“Family-run companies earned £1.4 trillion in turnover in 2015 and generated 28% of UK GDP.”

IFB Family Business Sector Report 2016–17 – Oxford Economics

The IFB Research Foundation was established in 2008 with the objective of fostering greater knowledge and understanding of family firms and their contribution to the UK economy and society, as well as the key challenges and opportunities that they face. The Foundation is the only organisation in the UK uniquely focused on understanding family business and the sector's key characteristics.

Our vision

To be the UK's centre of excellence for family business research.

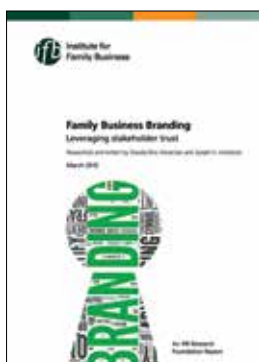
Our mission

To support a strong and thriving UK family business sector by analysing the issues facing family firms and researching the key topics identified.

Our activities

Our activities are focused on commissioning, publishing and disseminating family business research studies and investigations. As a charity, the Research Foundation works for public benefit, recognising the diversity of stakeholders including family business owners and managers, policy-makers, academics, service providers and other groups. Our reports and publications are accessible to the public online free of charge. **Our work** focuses on three principal areas:

- **Publishing family business sector data** – benchmarking the size and importance of the sector, providing Government and other key stakeholders with evidence of the contribution that family business makes to the economy. Alongside our widely acclaimed annual **IFB Family Business Sector Report**, we commission focus studies highlighting the number and performance of family firms.
- **Researching the distinguishing features of family firms** – delivering independently researched **IFB Practitioner Reports** that provide thought leadership designed to improve the performance of family businesses. We also widely disseminate best practice through our **IFB Family Business Challenges Guides** – an extended series of practical booklets on key family business issues, which have gained an international reputation.
- **Collating family business resources** – our database of UK family firms includes the UK's 100 largest family businesses. Subject to successful completion of the fundraising, this area of our work will be expanded to enable online users to access practitioner reports on family business topics.



Family branding can foster competitive advantage

“Respondents see a distinct family business brand as contributing to a company's image of trustworthiness (81%), social responsibility (70%), quality-orientation (68%) and customer-orientation (67%).”

Family Business Branding: Leveraging Stakeholder Trust – Claudia Binz Astrachan and Joseph H. Astrachan (IFBRF, 2015).

Our funding

A consortium of IFB Research Foundation benefactors, representing a cross-section of UK family firms, funds our work. To ensure that we continue to deliver strongly, our Horizon 2020 appeal aims to raise £600,000 to meet the objectives set out in our strategic plan and agreed by the board. The majority of the funds will be applied towards the costs of producing research reports. The funds will also provide for a full time Research Director, to ensure that we deliver high quality research outputs, further building our reputation as the UK's centre of excellence for family business research. We invite your family business to support our work as a **Research Foundation Benefactor** by making a charitable pledge of £15,000 payable in three equal annual instalments of £5,000.

Our impact

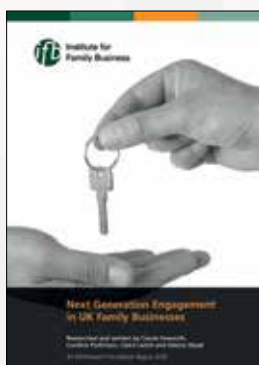
The impact of our research is measured by the quality of our work amplified by the level of dissemination. Key stakeholders, including Government, regularly reference our data and reports. Academics and other experts cite our outputs as trusted sources of facts and information about the family business sector. Owners and managers are also key users of our research, helping practitioners to develop best practice within their organisations and families.

Our governance

The IFB Research Foundation is governed independently from its parent organisation, the Institute for Family Business (UK). The Foundation's board of directors currently includes:

Sir Michael Bibby, Bibby Line Group (Chair); Andrew Wates OBE, Wates Family Holdings; Peter Armitage, OCS Group; Roshanak Dwyer, Butane Group; Grant Gordon (Executive Committee Chair), William Grant & Sons; Ross Warburton, Warburtons; Carrie Rubin, Pentland Group; Richard Sermon (Independent Director), Gryphon; Barnaby Swire, John Swire & Sons; Martin Wyn Griffith (Independent Director).

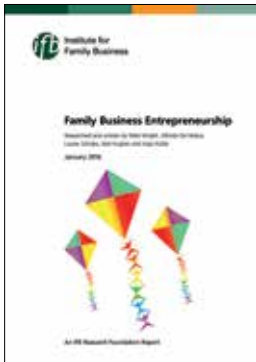
The Academic Advisory Council, chaired by Professor Carole Howorth of Bradford University School of Management, provides independent oversight of the Foundation's research strategy.



Promoting next generation engagement

“A critical finding is the need to engage the next generation in ways that suit them. They should be provided with formal and informal spaces in which they can learn, develop as responsible owners and cultivate ideas.”

Next Generation Engagement in UK Family Businesses –
Professor Carole Howorth et al. (IFBRF, 2016).



Enabling entrepreneurship and innovation

“Family firms report a strong orientation towards creativity and experimenting with new products, services and processes, and the family’s involvement in entrepreneurship and innovation helps to support risk-taking.”

Family Business Entrepreneurship –
Professor Mike Wright et al. (IFBRF, 2015)

Our contact details

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www.ifb.org.uk/learn/ifb-research-foundation



Research Foundation

IFB Research Foundation Benefactor – Charitable Pledge

Charity no. 1134085

We, undersigned, agree to be a **Research Foundation Benefactor** by making a charitable contribution to the IFB Research Foundation. The £15,000 contribution will be payable in three equal annual instalments of £5,000 each. The first instalment is due upon signing this pledge and the two remaining amounts on the first and the second anniversary of signing. Please indicate the method of payment in the section below.

Company Details

Company name: _____

Address: _____

Postcode: _____

Tel: _____

Main Representative

Surname: _____ Title: _____

Forename(s): _____

Current Position: _____

Address (if different from above): _____

Postcode: _____

Tel: _____

Email: _____

Signature _____ Date _____

Method of Payment

By Bank Transfer

Santander Bank
IFB Research Foundation
Sort Code 09 07 23
Account 40443987

By Cheque
(made payable to 'IFB Research Foundation')

32 Buckingham Palace Road
London SW1W 0RE
Tel: 020 7630 6250