

## Mission and Approach

Family Enterprise USA (FEUSA) is dedicated to promoting family businesses and their job growth in the US. FEUSA educates the public and legislators about the implications of public policy upon family-owned businesses. FEUSA conducts non-partisan research that highlights the contributions of family enterprise to the American economy and the challenges these businesses face, which is then used to educate legislators, policy makers and the public on the important role of family businesses in the economy and local communities.

## Focus

87% of the businesses in the US are family-owned business. There are 32.4 million family businesses in the US who:

**Generate 54% of US GDP**  
**Contribute \$7.7 trillion to US GDP**  
**Create 83.3 million of US jobs**  
**Employ 59% of the US private workforce**

\*Pieper, Kellermanns and Astrachan; "Update 2021; Family Businesses' Contribution to the US Economy"



## Penalty

A manufacturing company, which is a family owned business, employees 250 people and pays 32% in income taxes as an S-Corp when regular corporations pay 21%. Then one of the two owners dies unexpectedly and \$50 million in estate tax is due in 9 months. Money is borrowed, and stock is sold with the hope no employees will have to be terminated. Nonfamily businesses do not pay an estate tax.

Why are family businesses penalized when they build their business for the future of the employees, community, and the family. 76% of family business owners have been in business for over 30 years, and 52% of them pay above average wages and benefits. (FEUSA 2021 Annual Family Business Survey).





## FEUSA is the Voice of Family Businesses in Washington

FEUSA members meet with legislators in Washington D.C., to present non-partisan intelligence, research and information on the economic impact family businesses have on the US economy and job growth, as well as the contributions they make to their communities.

### Family Businesses Want:

The 2021 FEUSA Annual Family Business Survey revealed that the top Economic Priorities for family business are:

- 1) Reduction or elimination of the Estate Tax
- 2) Less government regulation
- 3) Simplification of the tax code
- 4) Reduction of income tax
- 5) Reduction of capital gains tax
- 6) Reduction of the federal budget deficit
- 7) Federal trade policies

The Ranking of Tax Policies Concerns were as follows:

- 1) Income tax
- 2) Capital Gains
- 3) Estate Taxes
- 4) Sales Tax
- 5) Payroll taxes
- 6) Service or Exercise Tax
- 7) Energy Taxes
- 8) Trade Taxes

Respondents would rather have a change in the estate tax in the following order: 1) Make the current lifetime exemption permanent, 2) Reduce the rate of estate tax from 40% to capital gains tax rate, 3) Repeal the tax, and last, 4) Increase the lifetime exemption.



### How FEUSA is Different

Family Enterprise USA advocates for American family business. We help you communicate your challenges and your contributions to American economic freedom to Legislators. We represent all American family business; not just specific industries and provide research to enhance the opportunity for success.

***For information on supporting our work, please contact:***

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***FEUSA is supported by family businesses with the single purpose of promoting family business in America, so they can continue to grow, thrive and add jobs.***

***FEUSA is a 501(c)(3); a nonprofit organization***



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