



Family Enterprise USA
Research Advocacy Legacy

**Advocating for
Family Business**

2024 FEUSA Annual Family Business Survey Results

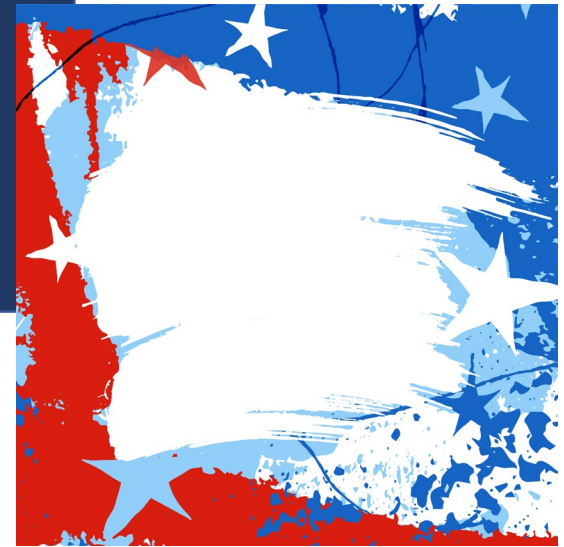
*Pat Soldano, President
Family Enterprise USA*



FEUSA ANNUAL FAMILY BUSINESS SURVEY RESULTS 2024

RESPONDENTS: **789**

GEOGRAPHY: **40 STATES**



FAMILY BUSINESS OVERVIEW

“DOES YOUR FAMILY
OWN/MANAGE AN
OPERATING FAMILY
BUSINESS?”

NO: 6.5%

MINORITY OWNER: 6%

MANAGER, NON-OWNER: 2%

85.5%

SOLE OR
MAJORITY
OWNERS

YES: 59.5%

SOLE OWNER

YES: 26%

MAJORITY
OWNER

“WHAT IS YOUR PRIMARY ROLE IN THE FAMILY BUSINESS?”

CEO/PRESIDENT 68.5%

VP/C-SUITE EXECUTIVE 15%

BOARD CHAIRMAN 5%

**BOARD DIRECTOR
2.7%**

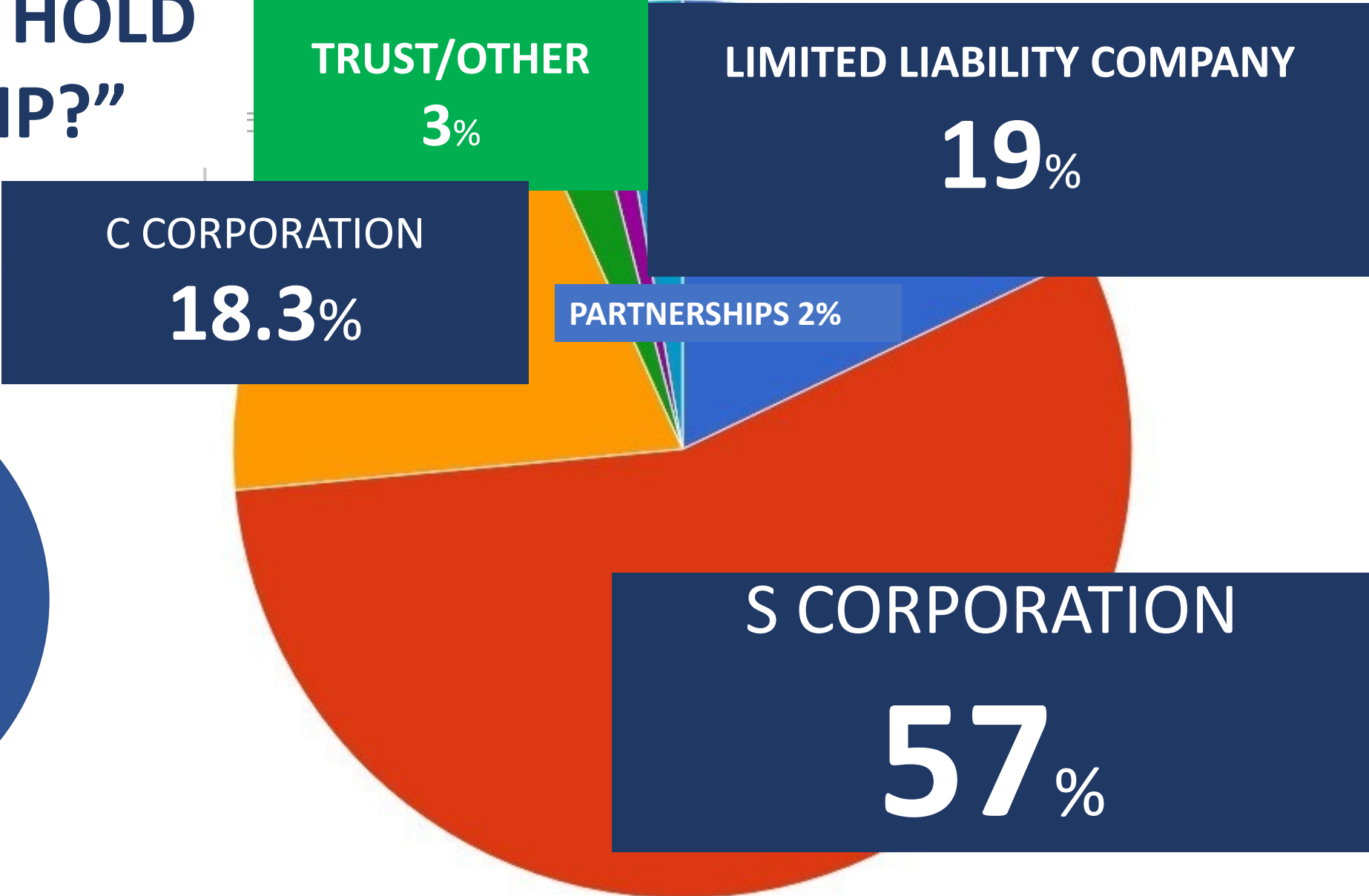
**RETIRED 2.6%/
OTHER 6.5%**

91%

**CEO/PRESIDENT
OR SENIOR
MANAGEMENT**

“HOW DO YOU HOLD THE OWNERSHIP?”

78%
Are
“PASS THROUGH ENTITIES”

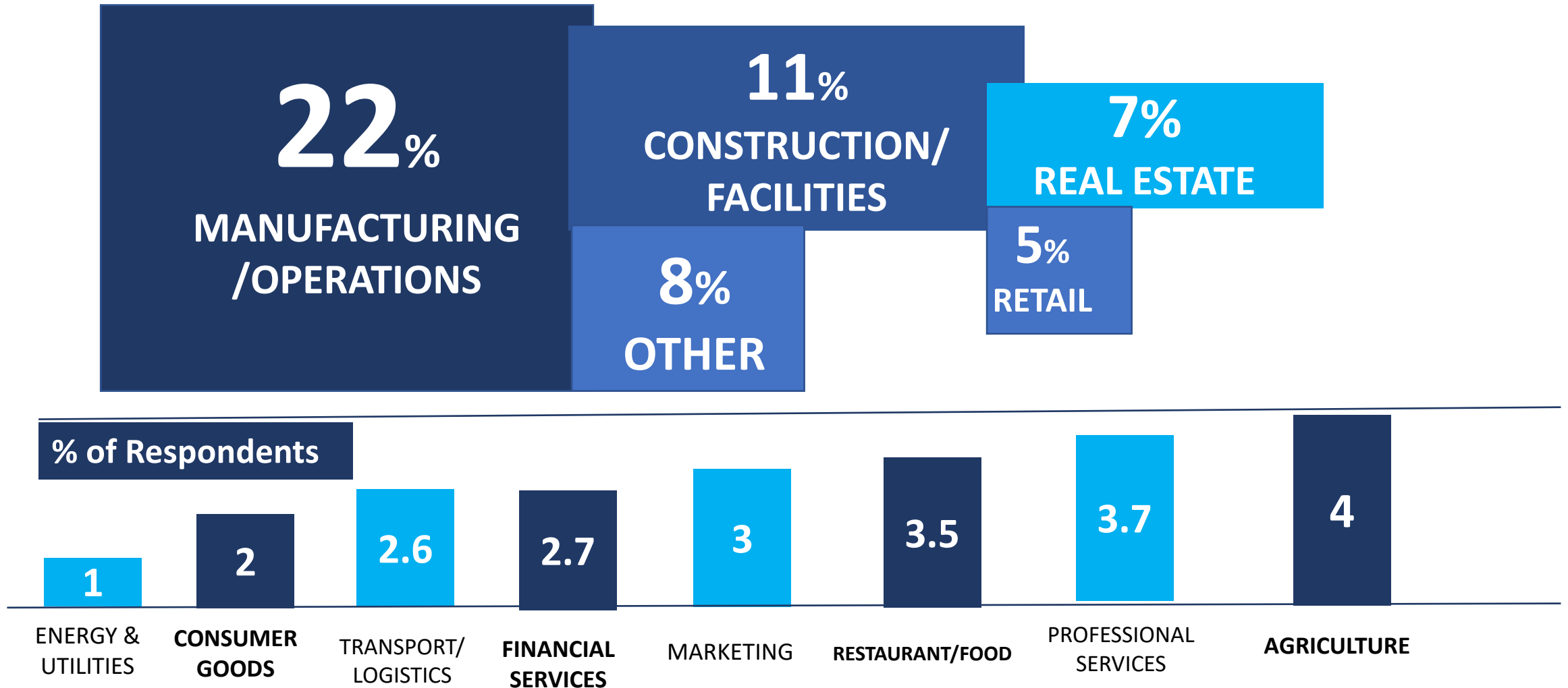


**“DO YOU USE
TRUSTS
FOR PLANNING
PURPOSES?”**

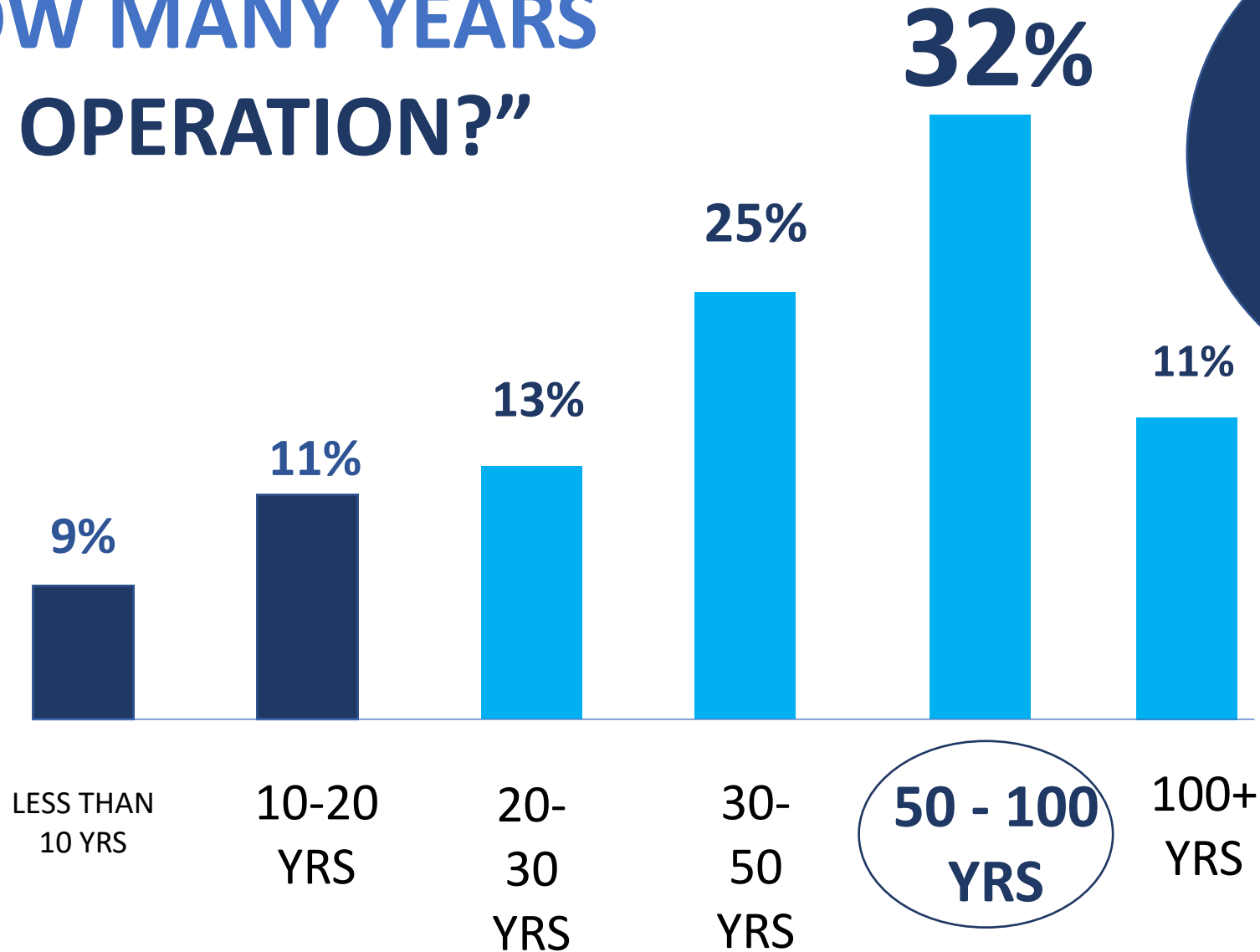
YES 75%

NO 25%

“YOUR PRINCIPAL INDUSTRY?”



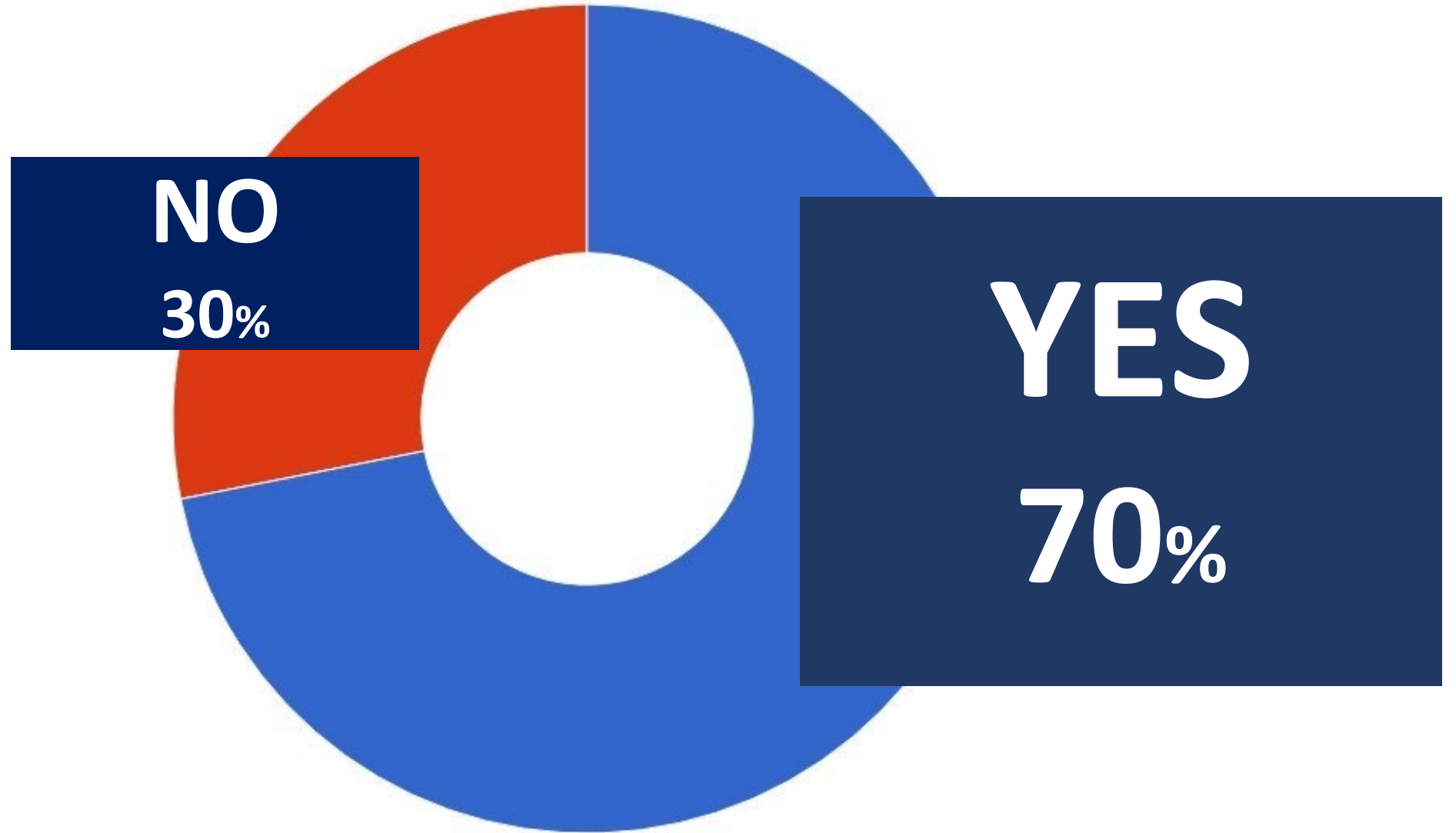
“HOW MANY YEARS IN OPERATION?”



81%

**20 YEARS
OR MORE**

“DO YOU HAVE GENERATIONAL EMPLOYEES?”



OF ALL CONTRIBUTIONS...

**WHAT PERCENTAGE
GOES TO
LOCAL CHARITIES OR
LOCAL CHAPTER OF
NATIONAL CHARITY?**

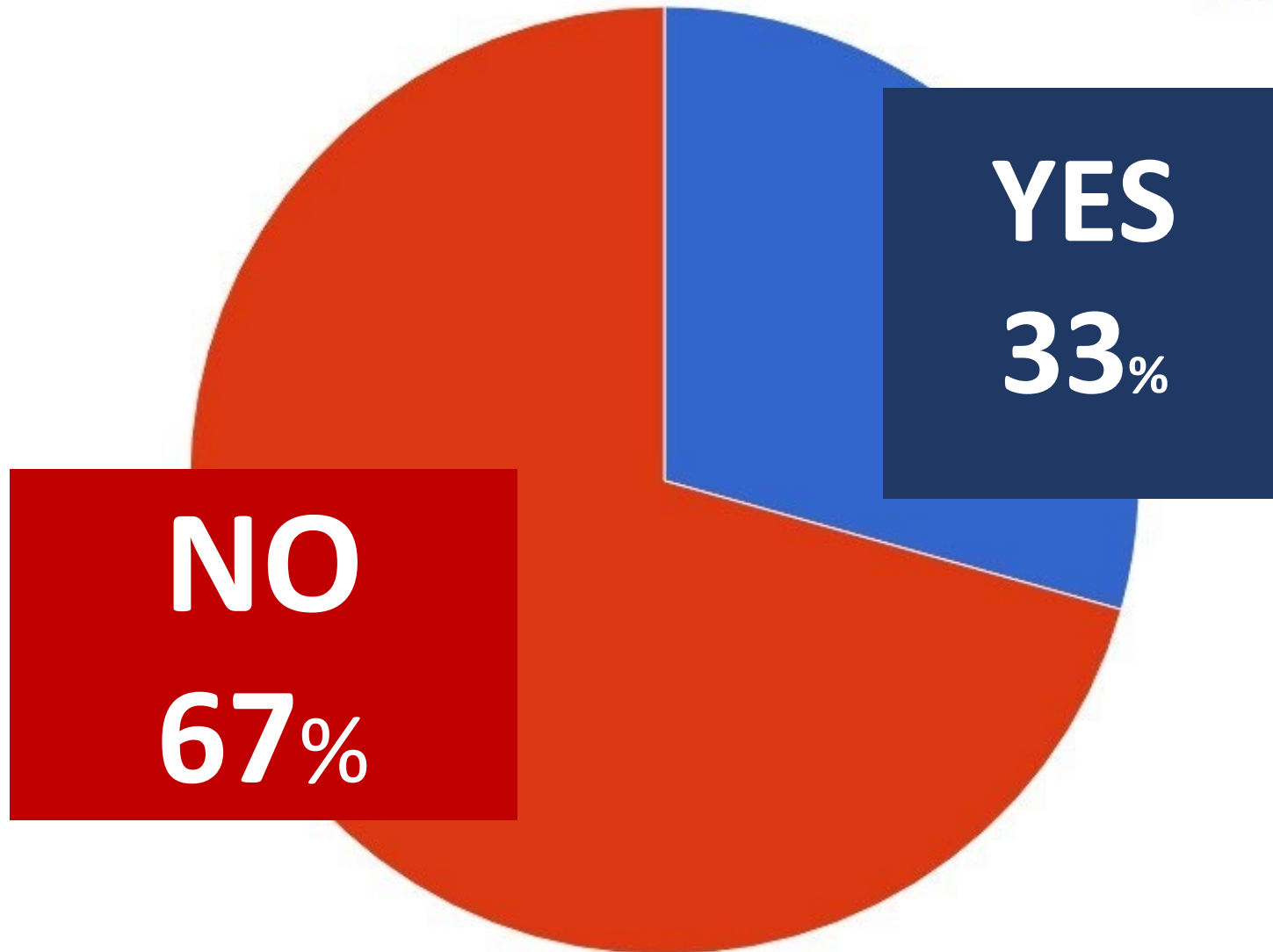
50%

**Local
Charities/Chapter**

49%

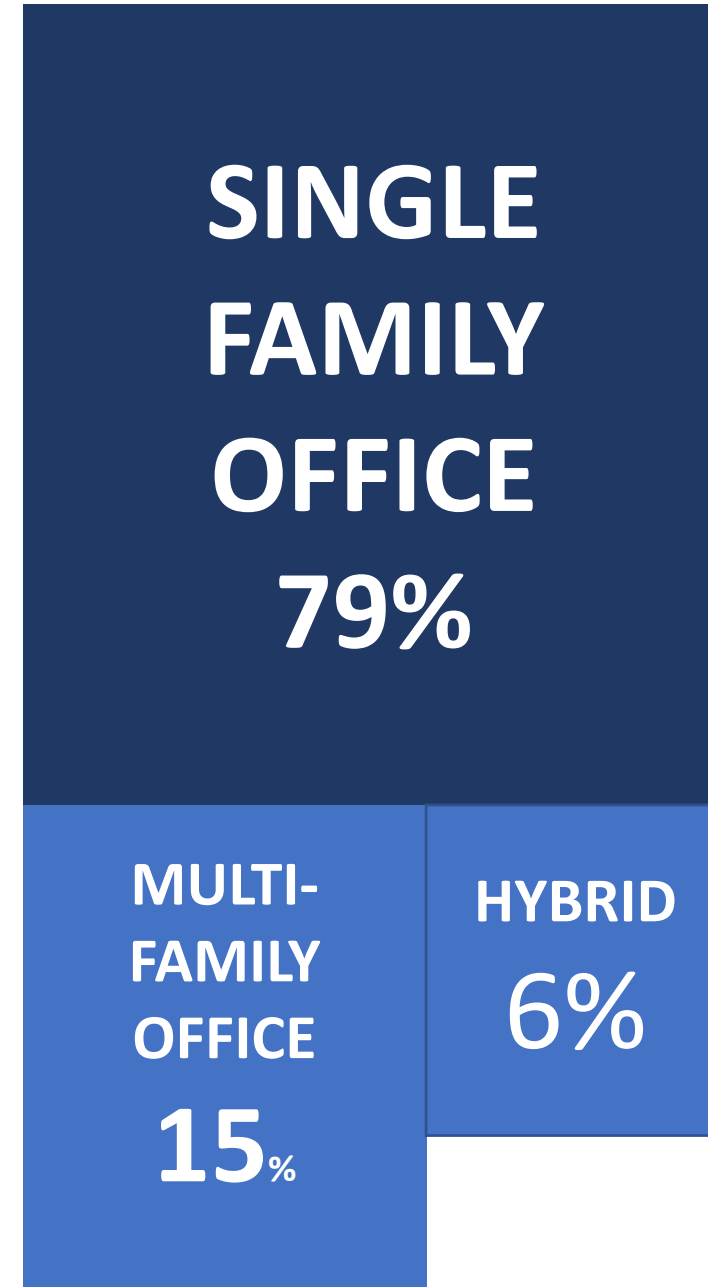
**National
Charities**

“DO YOU HAVE A FAMILY OFFICE?”

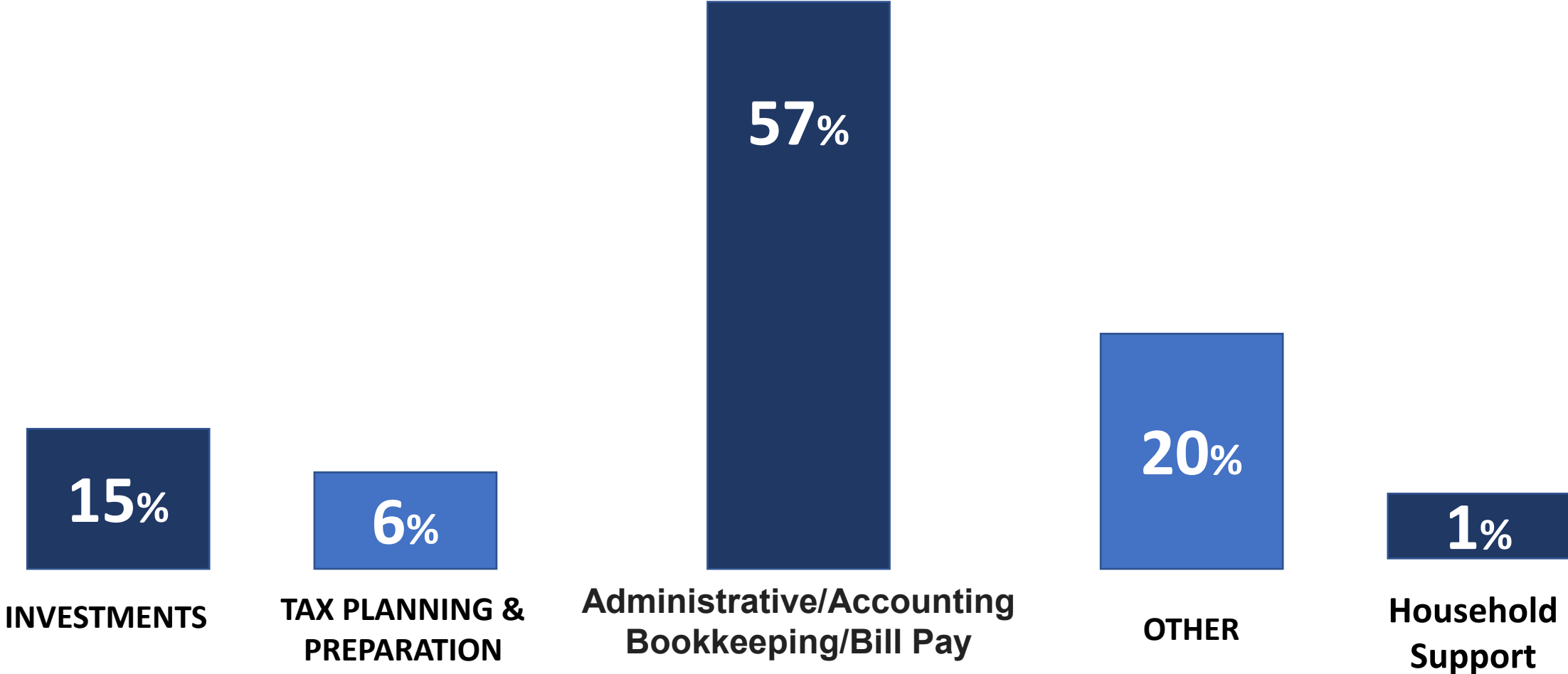


**“DO YOU HAVE A
FAMILY OFFICE?”**

“IF YES, IS IT A...”

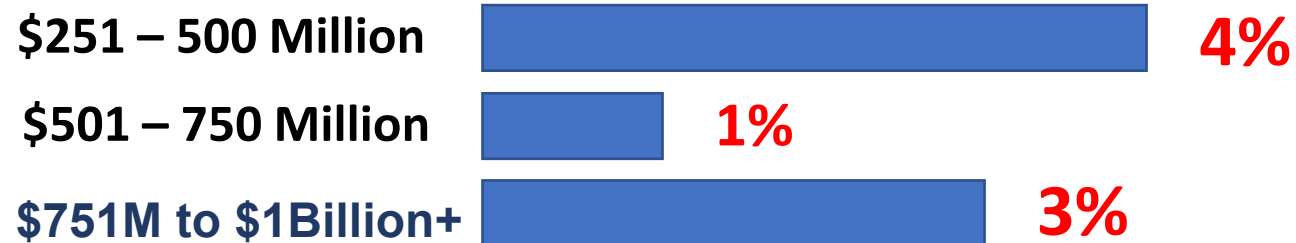
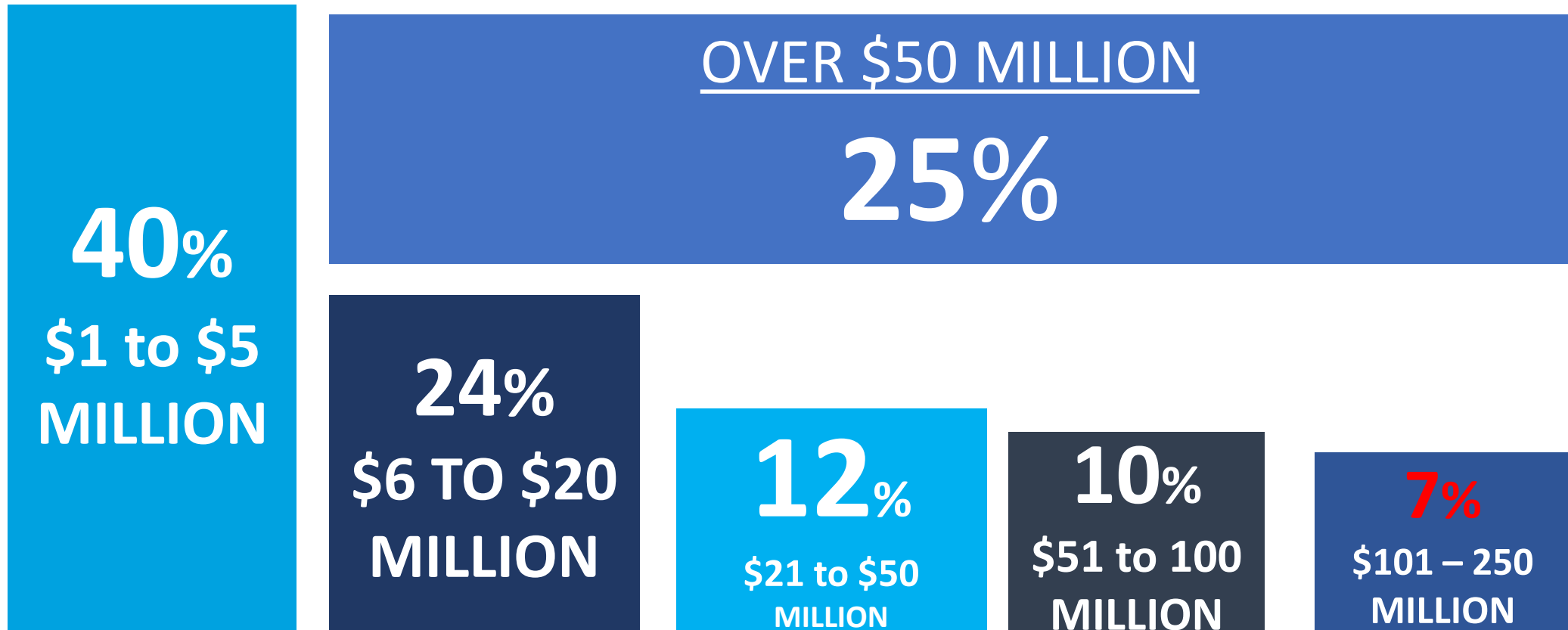


“What is the Major Function Your Family Office Performs?”

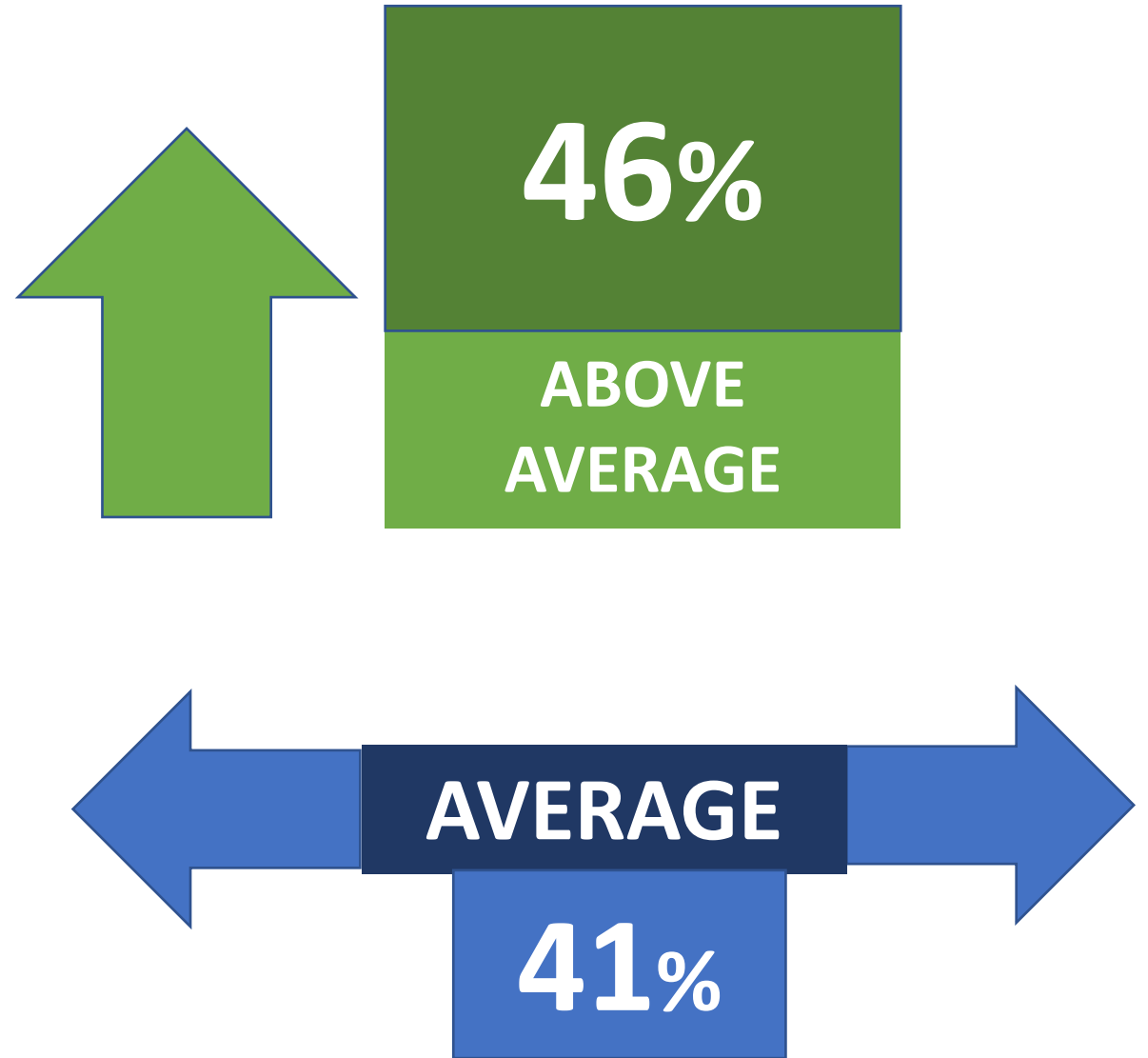


ECONOMIC OVERVIEW

“WHAT WERE GROSS US REVENUES IN 2023?”

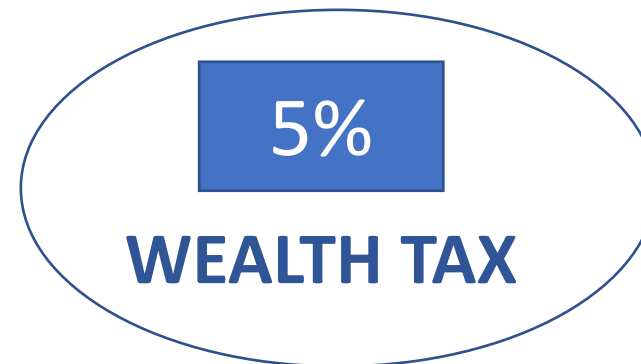
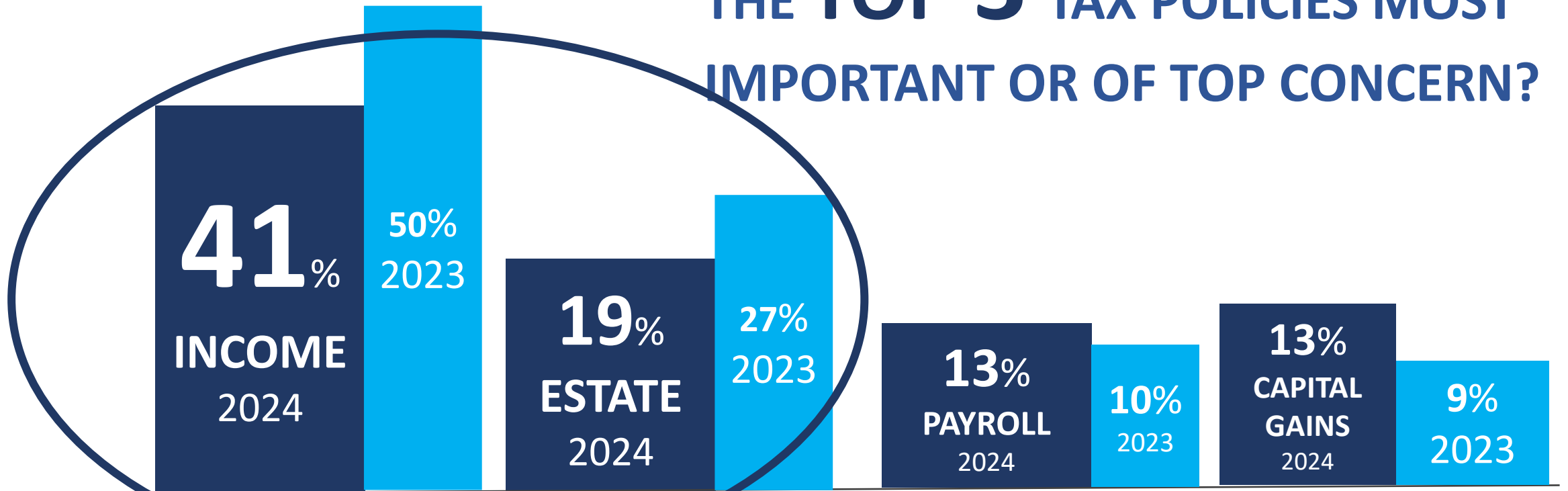


**“HOW WOULD YOU MEASURE
SALARY AND BENEFITS
YOU PAY
YOUR EMPLOYEES AS
COMPARED TO YOUR NON-
FAMILY COMPETITION?”**



POLICY OVERVIEW

THE TOP 3 TAX POLICIES MOST IMPORTANT OR OF TOP CONCERN?



2023

TOP ECONOMIC PUBLIC POLICY PRIORITIES?

REDUCE INCOME TAXES

19%

REDUCE/ELIMINATE ESTATE TAXES

18%

SIMPLIFY TAX CODE

17%

REDUCE FEDERAL BUDGET/DEBT

16%

REDUCE REGULATIONS

14%

FEDERAL TRADE/INFLATION POLICIES

11%

REDUCE CAPITAL GAINS TAX

5%

2024

TOP ECONOMIC PUBLIC POLICY PRIORITIES?

REDUCE FEDERAL BUDGET/DEBT

30%

REDUCE INCOME TAXES

23%

REDUCE REGULATION

16%

REDUCE/ELIMINATE ESTATE TAXES

13%

REDUCE CAPITAL GAINS TAX

6%

PREVENT WEALTH TAX

6%

R&D EXPENSING

4%

Eliminate Like Kind Exchanges

2%

“IF YOU PAID LESS IN TAXES, WOULD YOU...?”

“Invest More In My Business...”

52%

30%

“Make Distributions to Owners...”

8%

“Contribute More to My Community...”

7%

“I’d Do Nothing...”

2%