**Strategic Directions. *Rev. 11/26/16.***

* **What is the Global Family Business Institute (GFBI) & its mission.**

The GFBI is a private not-for-profit corporation registered in Canada. The mission of the GFBI is to support and encourage the growth of family businesses globally by providing educational programs based on family business needs found through research. The research and educational programs will be implemented first in Central-Eastern Europe and at the local level and in partnership with their community organizations and educational providers.

* **What is the rationale for creating the GFBI?**

Over the past decade, business has changed dramatically. As a result, family workforce skills and requirements have also changed. There are family business jobs today that didn’t exist 10 years ago such as data analyst, social media manager and app developer. In five more years, there will be new roles with new requirements that don’t exist now. And while this has happened, schools at the secondary and post secondary level have not been training students in these new skills nor in skills for entrepreneurial thinking for family businesses. A specialized community education institute for family business is thus warranted.

* **Why is the GFBI important?**

Globally, family businesses make up between 65 to 85% of all companies, accounting for between 50-60% of all private sector employment and between 40-50% of GDP. Family businesses also play major roles in the strength and dynamism of social and economic development.

Further, family businesses are: generally leaders of their geo-political communities; natural incubators of the local entrepreneurial culture; foster the next generation of entrepreneurs; and most importantly they are stewards of social and economic capital from one generation to the next. However recent global research indicates that today 70% of these family businesses are failing in the succession of the business to the next generation, 12% remain after the 3rd generation and only 3% make it to the fourth generation or longer. The reasons for this failure of major economic drivers must be researched and programs must be put in place to facilitate the sustained growth of family businesses and local economies.

* **What is the Organization:**

**Board of Directors:** Matej Baturic, MA Croatia; Dr. Nenad Bogdonovic, Croatia; Dr. Laurence Hewick, Canada; Dr. Edvard Kobal, Slovenia; Mr. Frank Perrotta, Canada; Dr. Ludvik Toplak, Slovenia; Mr. Jonathan Wellum, MBA, MA, Canada.

**Executive:** President, Dr. Hewick; VP, Matej.Baturic; Secretary, Milena Sokolic; Treasurer, Shane Pegg.

**Sr. Management Team:** Dr. Hewick, Director of Research; Ms. Sandra Zec, Director of Communications; Mr. Matej Baturic, Director of Membership; & Dr. Bogdonovic, Community Relations; Mr. Viktor Busic, Manager of Public Relations

* **What are the Objectives of the GFBI:**

1. To conduct and support research on the characteristics and challenges of family businesses to support local economic and social development. Initially focusing on Central-Eastern Europe and then globally as membership grows.

2. To serve family businesses through the establishment of **Global Family Business** **Institute *‘Support Centers’*** in collaboration with local businesses, education institutions and community associations.

3. To facilitate family businesses, at the ***‘Support Centers’,*** with collaborative educational programs based on researched needs of family business regarding their challenges such as planning business transfer (succession), handling family disputes, expanding to new markets, adopting new technologies, and attracting, training and maintaining skilled workers;

4. Developing a relevant Global Family Business Institute “best practices guide” for family businesses by major geographic region, starting with Central-Eastern Europe. And publishing a semi-annual summary of global research & findings on family business management practices. Further the GFBI may evaluate programs & offer regional and national data around entrepreneurial and family business programs. (a private-public partnership to foster economic & social development)