

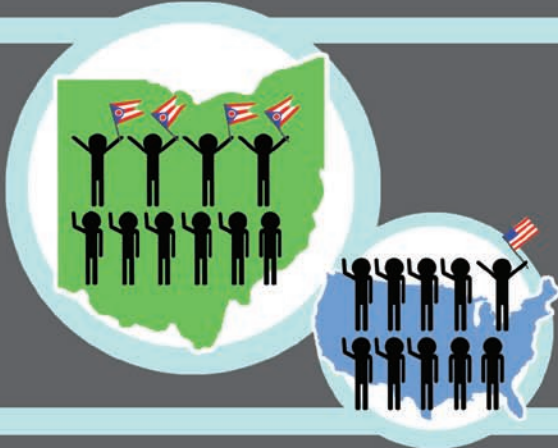
2016 Family Business Economic Outlook Survey

Each year, the Conway Center for Family Business surveys Central Ohio family-owned businesses on issues and topics that matter most to them.

Family businesses continue to drive job creation

Plans to hire in 2016

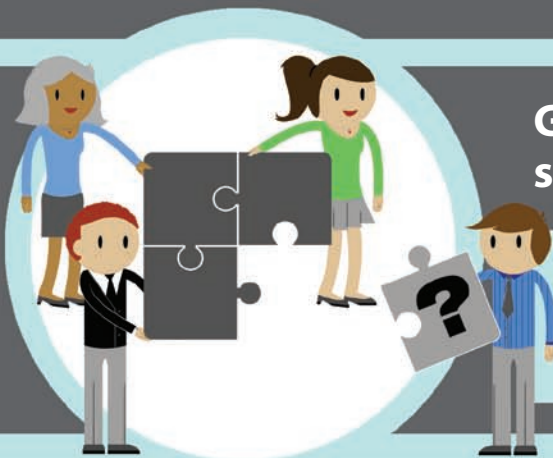
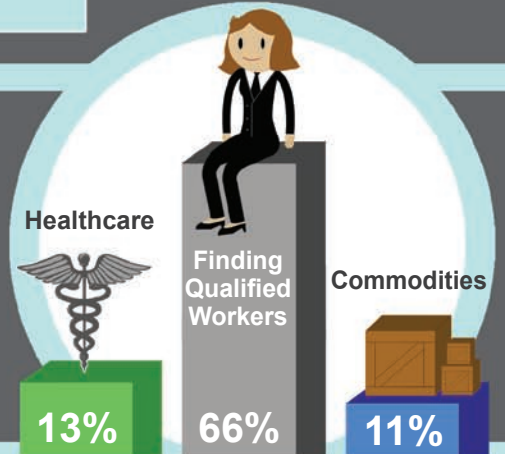
More than **6 in 10** respondents employ **50 or fewer employees**, but **63%** of respondents plan to **hire up to 10 employees** during 2016.



More than **4 in 10** believe things are going **very well** in Central Ohio; **93%** say they're going **somewhat or very well**. Only **1 in 10** believe things are going **very well** in the USA.

Family businesses have a positive outlook on the region

Finding qualified workers continues to be the most significant challenge



Growing numbers of family businesses say finding the "right fit" is a challenge

14% of respondents said **finding employees that embody the values and culture** they've created in their family business is their **biggest hiring challenge**.

2016 Family Business Economic Outlook Survey, continued

The Conway Center for Family Business recognizes that family owned businesses are economic powerhouses locally, nationally, and globally. Statistics show family businesses account for 64% of the U.S. gross domestic product, generate 62% of the country's employment, and spur 78% of all new job creation. Therefore, **each year, the Conway Center surveys our members to gauge the economic climate** – including employment and related challenges – among family businesses in the region.

Our findings show that nearly two-thirds of family businesses planned to increase hiring in 2016, while the scarcity of qualified candidates remains the top concern for businesses looking to fill positions. A growing number of our members said finding

“the right fit” for the culture of their business was their biggest challenge when it came time to hiring.

We use this information – and program surveys – to develop and deliver high quality, relevant educational opportunities for our members. We ask, we listen, we implement.

“Knowledge and experience were the keys for me when I transitioned to second-generation leadership of our family business. The Conway Center’s peer groups and education series continue to equip and inform my personal development in a setting without any high-pressure sales. I am surprised every Central Ohio family business isn’t a member.”
—Steve Harmon, Managing Director, Spartan Logistics

Conway Center Events and Programs benefit family businesses

The Conway Center for Family Business provides educational resources and programs for Central Ohio family-owned businesses, including:

Ten Peer Groups to inspire & help your family business grow

Four Roundtable presentations on topics relevant to family businesses

Social events to connect you to other Central Ohio family business leaders and advisors:

- **Family Business Night at the Columbus Clippers**, June 6
- **Breakfast with Business First**, co-hosted by Ohio Dominican University, June 17
- **Third Annual Conway Center Golf Open**, July 11
- **Family Business Tour & Networking Event at Highlights for Children**, August 11
- **Annual Family Business Awards & Expo**, November 7

For more information or to register for any of these events or programs, contact info@FamilyBusinessCenter.com or call 614-253-4820. To learn more about the Center, visit FamilyBusinessCenter.com.

Morning Educational Series 7:30-9:00 a.m. at Ohio Dominican University

- May 19** Bringing the Next Gen into the Family Business – Are You Ready? Are They?
- Sept. 15** Ricart Automotive - A Family Business Success Story*
- Oct. 20** R-E-S-P-E-C-T: How Do You Gain It as a New Family Business Leader?
- Nov. 17** Practical Governance – The Importance of Advisory Boards and Family Councils
- Dec. 15** Do You Really Know What Your Family Business is Worth? Why You Need a Business Valuation*

*indicates the program is sponsored by **KeyBank** 

Roundtables

- June 10** Optimizing Cash Flow: Overcoming Your Biggest Challenges with Timely Solutions
- Aug. 4** MBE/WBE Certification – Is It Worth It For My Family Business?
- Dec. 2** MBE/WBE Certification – Is It Worth It For My Family Business?

Conway Center Service Providers

Conway Center Service Providers understand the unique needs of family-owned businesses and are trusted partners.

Adept Marketing
adeptmarketing.com

Budros, Ruhlin & Roe, Inc.
b-r-r.com

Columbus Business First
bizjournals.com/columbus

Emens & Wolper Law Firm
emenswolperlaw.com

Fathom
fathomdelivers.com

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taftlaw.com

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