"Joining forces for a strong Mittelstand.

Der Mittelstand. BVMW
Bundesverband mittelständische Wirtschaft
Unternehmerverband Deutsches e.V.
(Association of the German Mittelstand)
Our mission
To expertly network businesses and the people behind them – for a strong Germany within a strong Europe.

Our values
Our guiding principle is the social market economy. Our commitment is to help shape it.

Our vision
Our aim is to make businesses more competitive, thus securing the future viability of the German Mittelstand.

Committed to Germany
The BVMW is the biggest voluntarily organised and cross-sectoral economic interest group for the German Mittelstand. Through the Mittelstand Alliance, we represent the shared economic, social and sociopolitical interests of 32 industry associations comprising over 900,000 members. This boosts our political leverage. Together, we give the German Mittelstand a clear profile. In this way, we can create the scope for economic activity while maintaining social peace.
Creating networks
Benefit from the many events held by Mittelstand BVMW in Germany and abroad. Whether it’s at a regional or European level, we inform and advise our member organisations and the member associations in the Mittelstand Alliance and initiate an intensive exchange of opinions and experiences.

Shaping the future
Our members represent the entire bandwidth of industries. Together, we form the backbone of the German economy. The BVMW is the German Mittelstand.

Providing inspiration
Mittelstand BVMW is active throughout Germany. We are the central point of contact for policymakers in every region. We bundle economic skills and experience and are an active player in our pluralistic economy. We work with our members to develop the basis for policy decisions. We communicate facts, requirements and stances on politics, society, management, the media and public life.

A strong voice
As part of its Mittelstand Alliance, Mittelstand BVMW represents the interests of over 900,000 members. More than 300 representatives have about 800,000 direct contacts with entrepreneurs annually and organise over 2,000 events every year.
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BVMW IN FIGURES

Over 32 industry associations in the alliance with

300 offices throughout Germany

900,000 members

Over 32 industry associations in the alliance with

800,000 business contacts

2,000 events every year

Represented in over 55 countries
Joining forces for a strong Mittelstand.
What we champion

Education —

The basis for German prosperity lies in education and training. We advocate a turnaround in education policy. In addition to comprehensive schools and inclusion, we also need to boost competition and quality.

Europe —

Putting a focus on a strong identity and shared values in order to further boost the competitiveness of German companies.

Securing the supply of skilled workers —

The coalition parties have started to address the Skilled Workers Immigration Act called for by BVMW in 2018. This is an initial major step in tackling the lack of skilled workers available to the Mittelstand.

Digitisation —

Identifying potential, making the most of opportunities. Universal broadband access is vital if Germany is to keep up with the rest of the digital world. Politicians must make this a reality as quickly as possible.

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Financing

The financing of the Mittelstand by banks and financial institutions is an ongoing topic. The European Commission, Council and Parliament agreed on the Mittelstand clause proposed by BVMW in 2013. The risk weighting for loans to Mittelstand companies was lowered, while the retail limit was increased from €1 million to €1.5 million.

Innovation / R&D

Introducing tax breaks for research. Strengthening projects and establishing an open dialogue regarding new approaches to research.

Law

Employment law, social law, IT law/data privacy, commercial law and deregulation. For 80% of our members, reducing red tape is the most important task to be addressed by politicians. According to estimates by the German Federal Statistical Office, this costs over €40 billion a year.

Location

Improving infrastructure and expanding the charging infrastructure for e-mobility. In addition, we also focus on social security, finance, climate protection, raw materials/resources, the labour market, consumer protection and added value.

Tax

We promote the reduction and simplification of the tax burden. Furthermore, there should be freedom from flat tax on income from capital (Abgeltungssteuer) for investments in research-intensive companies.

Health

Rewarding prevention, ensuring safety in healthcare. No revenue threshold for the reimbursement of innovative medicines.

Energy and resource revolution

Supporting alternative raw materials extraction methods and rewarding energy generation for private use, instead of penalising it. Strengthening the circular economy and using more secondary raw materials. Tax breaks for environmentally friendly activities and adhering to emissions thresholds.
Competition
Reducing red tape, strengthening the start-up culture and autonomy, strengthening the entrepreneurial culture and fast climbers for location-specific added value.

Business security
Digitisation, which is becoming a pressing issue across all sectors, must be organised quickly and straightforwardly while maintaining security. To do this, we need more intelligent concepts for business security. Some topics include operational safety, data privacy, labour protection and workplace safety, IT security, cyber security and general information security.

Network of consultants
For more than 40 years, Mittelstand BVMW advocates for maintaining the competitive strength of small and medium-sized enterprises. An essential part of it is corporate consulting. Therefore, the BVMW has founded the Mittelstand network of consultants. The network helps employers to find qualified consultants.

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Find the right people for the job more quickly with Mittelstand BVMW!

Professionals for the Mittelstand.

www.mittelstandsjob.de
Events, webinars

Our events and webinars provide inspiration, address topics and promote direct dialogue between our members with high-profile representatives from the world of politics at the regional, national and European level. Over 2,000 events and webinars a year appeal directly to our members and communicate knowledge and solutions to strengthen their competitive edge.

Position papers, studies and reviews

We give the Mittelstand a strong voice in political discourse and decision-making, and highlight consequences and scope for improvement. Our work is supported by a Political Advisory Council made up of leading figures in the political arena and committees of experts. Some areas of discussion include research and development, energy, law, education, Internet and digital life, work and social issues, health and taxation.

Our studies and reviews are used to inspire the development of new pilot projects and services.
We get involved

Within Germany
In direct dialogue with the German government, political parties and administration, we give the Mittelstand a strong voice in Berlin.

Within Europe
With offices in Brussels and our partnership with associations throughout Europe, we are also able to champion the Mittelstand on an international level.

Throughout the world
With offices in over 55 strategic countries and regions, and involvement with a large number of organisations, we represent the interests of the Mittelstand around the world. Furthermore, the BVMW is a leading member of the European umbrella organisation for national associations representing SMEs in Brussels (CEA-PME).

For a strong Germany within a strong Europe.
Represented throughout Germany ...

- **West**: 6 economic regions and 57 representatives
- **North**: 5 economic regions and 32 representatives
- **North-east**: 5 economic regions and 23 representatives
- **South-east**: 7 economic regions and 58 representatives
- **Hesse/Rhineland-Palatinate/Saarland**: 5 economic regions and 50 representatives
- **Baden-Württemberg**: 3 economic regions and 28 representatives
- **Bavaria**: 2 economic regions and 28 representatives

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Active around the world

We live in an increasingly globalised economy. This represents a major opportunity for the German Mittelstand. But if we want to be successful, we must embrace internationalisation. Mittelstand BVMW has a network comprising over 55 strategic countries, covering China, India, Brazil, Mexico, Russia and the Gulf Region, from which we are able to support you in your quest for internationalisation.

We will open doors for you for new business opportunities there, while effectively representing your political interests in places where no-one else speaks out for the Mittelstand.

In doing so, we help you with issues pertaining to the law and taxation, and support you with market access and product launches. The ongoing cultivation of contacts with international business organisations and partner associations, embassies, experts and member companies with expertise in international business rounds off our service for our members.

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Teaming up for a strong Mittelstand.
The Mittelstand Alliance

With 32 partner associations, the Mittelstand Alliance represents the economic and sociopolitical interests of over 900,000 voices within the Mittelstand. This alliance is unique within the German organisational landscape and achieves a new level of leverage. Together, we can give voice to the most pressing issues facing the Mittelstand.

Skilled workers

The dramatic lack of skilled workers made it urgently necessary to pass a law for the regulated immigration of professionals. The Mittelstand has been pushing for a forward-looking ruling here for many years, which is now to be implemented in the form of the Skilled Workers Immigration Act.

Tax

Lowering the tax burden: the high tax burden is putting the competitiveness of the German Mittelstand in jeopardy. Together with its partners, the BVMW is campaigning for a reform of income tax law and the complete removal of the solidarity surcharge. We champion a reduction in the tax burden for both companies and citizens.

Funding and research

The BVMW works with its partners in the Mittelstand Alliance to encourage Germany to make the most of its innovative potential. The tax incentives for research and development within the Mittelstand have now been anchored within the coalition agreement of the 19th legislative period – a major success for innovative companies.
The Young Mittelstand BVMW was founded in October 2016 in order to represent over 3,200 young entrepreneurs from over 100 industries – both throughout Germany and around the world.

The Young Mittelstand promotes straightforward, unbureaucratic and direct access to funding for young, innovative companies. In addition, a Ministry for Digitisation needs to be established with a digital native as Minister in order to put an end to the ineffectual shuttling of responsibility between six different Federal Ministries.

Other topics for the network within the eight working groups are family entrepreneurs and succession, start-ups, international business and partnerships, communication, sustainability and politics.

Regional networks for young entrepreneurs.
The German Economic Senate (BWS) comprises over 280 exceptional entrepreneurs, forming the highest body within the BVMW.

In addition to four Nobel Prize-winners and high-profile individuals from cultural life, the Senate also brings together a number of German and international market leaders. The companies belonging to Senate members represent an annual revenue of around €120 billion and employ around 1.2 million people.

Also in future the BVMW will organize exclusive events for the German Economic Senate, facilitating business dialogue at the very highest level.
Our network

Universities of Dortmund, Berlin, Heilbronn and Munich

Research unit for the Mittelstand economy at the University of Marburg, carbon-neutral automotive engineering

Mises Institute

State representatives for Lower Saxony, Saxony and Baden-Württemberg

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The Mittelstand. BVMW.
Extensive networks.
Efficient incentives.
Effective information.