

Small Business Development Corp.

DUANE D. PEARSALL
President

February 27, 1981

Mr. Dave Tomlinson, President
AMWEST
131 North 200 West
Salt Lake City, UT 84103

Dear Dave,

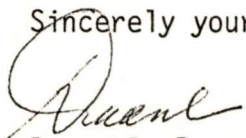
First, Dave, let me say how pleased I am with your election to the presidency of the National Unity Council. Your energy, dedication, and personal stature are exactly what is needed to bring these independent small business personalities to speak with a similar voice.

Second purpose is to thank you and Glenn for your personal support of my candidacy for SBA Administrator. Although sometimes we don't want to acknowledge political realities, the fact that the top three candidates were Zapata, Santos, and Cardenas says loud and clear that the Administration has used the SBA to balance its ethnic appointment. Unfortunately, it will be perceived as a big negative in the small business community, regardless of the personal abilities of Mr. Cardenas.

As a blessing in disguise, perhaps, it may spur many of us to renew our efforts on behalf of small business, recognizing the pro-business Administration may indeed not be pro-small business.

The third purpose of this letter is to express my personal regard for you and Glenn and the work of the Utah Small Business Council. We were all very impressed with Greg Jarrard at our last board meeting. It is my hope that relations will continue to improve between you and the Salt Lake Chamber of Commerce so we might realize the potential synergism of our cooperative efforts.

Sincerely yours,



Duane D. Pearsall
President



Glenn - thanks so much!

DDP:sam

cc: Glenn Lewis, Executive Director