

December 5, 1980

SUBJECT: Candidate for Administrator, Small Business Administration

In response to requests from a few friends in small business, and after a careful review with my wife, I have allowed my name to be submitted as candidate for the position as SBA Administrator. Both the U.S. Chamber of Commerce and the Council of Small and Independent Business Associations (COSIBA) have submitted my name as one of their recommended candidates. Attached is an abbreviated resume.

I do not need the job.

Since receiving the National Small Business Award in 1976, my cause has been small business, stimulating an awareness of its contribution to the economy, and through public appearances (which have averaged one in every ten days since 1976) to stimulate small businesspersons to react to the need for organization and political involvement.

At the federal level, I have served on many committees, the first of which was under Mr. William Casey which involved a nine-month SBA Task Force study on venture and equity capital. The final report of that Task Force, known as "The Casey Report", became a handbook for legislative action for small business. As one of a few small business representatives on a 100-member Policy Review Committee on Technology and Industrial Innovation in 1979, we were able to call Congressional attention to the fact that the majority of new technology emanates from small business. The report of our Small Business Committee, together with the report of a new SBA High Technology Task Force, became the basis for legislation still in process referred to as The Small Business Innovation Act of 1979.

I have testified many times before the Senate and House Committees as well as the Federal Trade Commission; twice representing the U.S. Chamber; once representing the Casey Report Committee; once representing the Policy Review Committee; and the balance as an independent small business representative.

At the state level, I have been Vice-Chairman of the Colorado Small Business Council since its inception in 1979. At the local level, I have been a member of the Lakewood and Denver Chambers of Commerce Boards of Directors, chairing the Business Development Council of the Lakewood Chamber and a member of the Executive Committee of the Denver Chamber of Commerce.

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Currently, I am serving as President of the reorganized Mountain States Association described in the attached brochure.

There have been many other small business activities ranging from Co-Chairman of the Colorado Delegation to the White House Conference on Small Business, to participating in a variety of SBA conferences, to serving on the SBA District Advisory Committee for the past four years.

It is my opinion that SBA needs an overhaul of its fundamental structure and a review of its objectives. SBA should become less of an institution and more of a facilitator to allow the private small business sector to develop itself.

In general, the SBA should become a small business assistance organization with advocacy as one of its primary functions.

The small business sector is a key to the future economic strength of our country in terms of new technology, productivity, international trade, and our growth in gross national product.

Politically, I have always been Republican; I believe in the need to preserve and enhance our free market system. The future of our country under the Reagan administration looks exciting. It would be a great privilege to be part of that team.

If you agree my qualifications warrant consideration, I would very much appreciate your support. Thank you.

Sincerely yours,

Duane D. Pearsall  
President

DDP:sam  
Enclosures