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Correspondence with Duane Pearsall

George McKinney, Jr.

Milton Hudson

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November 24, 1980

Mr. Duane Pearsall
President
Small Business Development Corporation
24758 Foothills Drive North
Golden, Colorado 80401

Dear Mr. Pearsall:

On January 28th and 29th, 1981 the Economic Advisory Committee of the American Bankers Association is sponsoring a conference on the future of the financial services industry. A list of the members of our committee is enclosed. The purpose of the conference is to explore the future of the financial services industry so as to assist financial institutions, trade associations, and policy makers in their planning efforts and policy decisions. As Chairman of the committee, I am writing to invite you to attend the conference and participate in a panel on the future financial service needs of businesses and how they will be met.

Enclosed you will find two items which should give you an idea of the scope of the conference: a preliminary program which indicates the names of potential speakers we are in the process of inviting, and an outline of the topics we hope to see covered by the conference.

We are inviting approximately 200 people to participate in the conference. All will be people who are knowledgable in the subject matter and should make substantial contributions to our deliberations. They will include economists and planners at financial institutions, academicians, and high level staff at policy-making institutions. The proceedings of the conference will be published and, we believe, should prove useful to conference participants, financial institution executives, and policy makers.

As you can see from the program the discussions at the conference will be organized around four panel discussions. Three of the panels will be oriented towards the three broad classes of customers of the financial service industry: consumers, businesses, and governments. Each of the panelists will be asked to discuss, from his own perspective, the future financial service needs of these groups, and how they will be met. The fourth panel will present summary results of some special research projects being conducted by the ABA on regulatory standards and bank competition and structure. The research projects cover four areas: the evolution of U.S. banks abroad, the evolution of foreign banks in the U.S., the evolution of non-local competition in banking markets and the regulation of capital ratios in U.S. banking. In each of the projects, the researchers have been asked to describe prospective regulatory policy scenarios, and how bank structure would be likely to evolve under each of them. We would like you to
give a ten or fifteen minute talk on the financial service needs of small businesses and then be prepared to participate in a panel discussion and question and answer period on the financial service needs of business in general. You are, of course, cordially invited to attend all of the functions of the conference. A registration form is enclosed.

I sincerely hope you will be able to accept this invitation. Mike Laub of the ABA staff will call your office in a few days to get your reactions to it. Meanwhile, if you have any questions about the invitation, or our conference, please do not hesitate to give me a call.

Sincerely,

George W. McKinney, Jr.
December 22, 1980

Mr. Duane Pearsall  
President 
Small Business Development Corporation 
24758 Foothills Drive North 
Golden, Colorado  80401

Dear Mr. Pearsall:

Thank you so much for agreeing to speak at our conference on the future of the financial services industry. We feel this program will be particularly significant, as it will provide a thoughtful and imaginative background for subsequent discussion of important competitive issues by academicians, regulators, and members of all facets of the financial industry. We want to provide a creative background of informed conjecture on possible future trends and developments. If we do our job well, we'll get a lot of people to think constructively about these critical issues.

Your specific assignment is to discuss the future financial needs of business with particular attention to the needs of small businesses. How will these needs be met? By whom? How effectively? No figures. Just lay the problems out and talk about them.

You will have approximately ten to fifteen minutes for your remarks. Don't go over; panel chairmen have been instructed to limit comments to not more than fifteen minutes. After the panels are done speaking, we will have questions and discussion. If you have a prepared text in advance of the meeting, I would appreciate receiving a copy from you. This will help us in editing the proceedings which will be published. If you do not have a prepared text, we will use your recorded remarks. We will, of course, give you a chance to edit them.

I am enclosing a few items which may be of interest to you: a copy of the program, a hotel registration form, and some informational background materials which are being distributed to conference participants. If you have any questions about these materials or any other aspect of our conference, please call me or Mike Laub, our committee's staff director.

Sincerely,

George W. McKinney, Jr.

Enclosures
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2) Profit Center - low level personnel
January 8, 1981

Ms. Gerri Davis
Economic Policy & Research
American Bankers Association
1120 Connecticut Avenue, NW
Washington, D.C. 20036

Dear Gerri,

Thank you for your call this morning and making reservations for me at the Washington Hilton, the evening of January 28. In addition to the reservation form, I have enclosed a one-page biography.

A simpler set of credentials would simply be that I started in big business for 7 years, spent the next 25 years in small business, sold a successful company to a major corporation, participated for 1½ years as Division President, and elected to become a self-proclaimed "small business advocate" in 1978.

I appreciated George McKinney's letter of December 22, and will forward an advance outline of my remarks, which have been developing along the exact lines of Mr. McKinney's suggestions.

I look forward to participating in the conference.

Sincerely yours,

Duane D. Pearsall
President

DDP: sam
Enclosure
Mr. Duane Pearsall
President
Small Business Development Corporation
24758 Foothills Drive North
Golden, Colorado 30401

Dear Duane:

It was nice meeting you in Washington at the ABA conference last week.

I'm sure that you can appreciate that not all of the bankers were delighted with a notion of a ceiling for the prime, but your comments certainly added a little zest to the meeting.

I hope our paths will cross again. With cordial best wishes,

Sincerely,

MILTON W. HUDSON
Senior Vice President
February 11, 1981

Mr. Duane D. Pearsall  
President  
Small Business Development  
Corporation  
24758 Foothills Drive, North  
Goldon, CO  80401  

Dear Duane:

I want to thank you again for your presentation at our Conference on the future of the Financial Services Industry. I have heard only favourable comments about the Conference and I feel your participation contributed greatly to that success.

Because of the importance of the subject matter the ABA is making available both cassette tapes and the written proceedings of the Conference. I have enclosed a transcript of your remarks and would appreciate your making any editorial changes you feel are necessary. My staff has already gone over the transcripts and made some minor editorial changes and inserted question marks whenever the typist could not make out a phrase.

To meet our publication schedule, we would like to have any additional corrections back by February 17th. If we have not heard from you by then, we will assume you have no additional corrections. We do not plan to do any editing of the tape.

Thanks again for your valuable contribution.

Sincerely,

Mike

Mike Laub

Enclosures

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P.S. We have received a copy of your written statement.
February 19, 1981

Mr. Duane D. Pearsall
President
Small Business Development Corp.
24758 Foothills Drive North
Golden, Colorado 80401

Dear Duane:

It was good of you to take the time and trouble to participate in the Conference on Competition in the Financial Services Industry, sponsored by the American Bankers Association. Those in attendance felt that the meeting was very successful, and I agree with that judgment. Our objective was to get constructive thinking focused on the issues of competition in providing financial services, within the broadest possible context. It will be interesting to see how some of the issues raised at the meeting will be dealt with in coming months and years.

Your contribution was particularly appreciated. Our most sincere thanks to you.

Yours very truly,