

# Congress focusing on small business woes

By JERRY RUHL  
News Staff

Congress is considering more money bills addressing the problems of small business than at any time in the recent past, Duane Pearsall said Thursday in Denver.

Pearsall, named national Small Businessman of the Year in 1976, runs Small Business Development Corp. in Denver.

He addressed delegates to the White House Conference on Small Business, who will travel to Washington next month to help set new goals for small business. Pearsall is co-chairman of Colorado's delegation to the national conference.

"The pendulum of awareness is swinging toward small business," Pearsall said. A paperwork study released by the Small Business Administration last month showed the growing concern in Washington over the ways legislation affects small businesses, he said.

The 55 delegates held their last local meeting at the Denver Chamber of Commerce Thursday before attending the meeting in Washington Jan. 13-17.

President Carter established a White House Conference on Small Business in 1978 to examine special problems facing small businesses and how public policy might be changed to deal with them.

The January conference will culminate several months of regional meetings and debates over position papers.

Major topics to be discussed at the conference include: capital formation, minority business development, economic policy and government programs, women in business, government regulations and paperwork, inflation, international

trade, federal procurement, energy, technology and innovation.

The conference is expected to draw more than 2,000 delegates from across the nation.

Politicians in Washington definitely expect the conference to have an impact on how laws are written in the future, Pearsall said.

Specific recommendations that Colorado delegates have discussed include:

—Replacing the present corporate income tax schedule with a more graduated rate scale for the first \$1 million of income.

—Adopting a simplified depreciation system to replace current requirements.

—Elevating the Small Business Administration to a Cabinet level department.

—Developing bank programs to train loan officers to be more responsive to women entrepreneurs.

—Providing a 100 percent tax write-off for energy conservation improvements for small business.

—Hiring advocates to work in federal agencies and to consider the effects of new regulations on small businesses.

Pearsall encouraged delegates to carry on their efforts once the conference is over.

He said that an organization called Washington Presentation has an excellent record of working for small business interests, and a local group called the Mountain States Association may become affiliated with it.

The MSA originally was organized by Chamber of Commerce groups in the region to train new staff members, Pearsall said, but such programs have been superseded by the national Chamber of Commerce.

The association has agreed to change its

charter to become a "grass-roots representative of small business," Pearsall said. It would represent Colorado, Wyoming, Montana, Idaho, Arizona, Nevada and New Mexico.

Walter Jones, an attorney and co-chairman of the Colorado delegation, urged participants to be vocal in their complaints during their stay in Washington.

"There have been suggestions that the conference may go awry if people don't control themselves," Jones said. But he added that lack of agreement may be a good thing.

Delegates to the conference were appointed by President Carter, Colorado's congressional representatives and Gov. Richard Lamm. Others were elected at a small business caucus.

## Market profile

DOW JONES		
	Close	Net Change
30 Industrials	836.09	Up 0.42
20 Transportations	252.78	Off 1.16
15 Utilities	108.73	Up 0.20
65 Stocks	298.98	Off 0.2i
NYSE Index	61.67	Up 0.09
S&P Index	107.67	Up 0.15
Amex Index	238.72	Up 1.40

NYSE		
	Dec. 12	Dec. 13
Number of advances	719	689
Number of declines	781	785
Stocks unchanged	429	438
Composite volume	40,445,340	