

Mark ... about the  
Incentive Tax League of Pennsylvania

Mark ... with ...  
offering ...

Dan Sullivan,  
western regional director  
3243 Parkview Avenue  
Pittsburgh, PA 15213  
(412) 687-LAND

John Kelly,  
% Shearson  
123 SW Adams St  
Peoria IL 61602

Dear Mr. Kelly:

Just a quick note, because this is an exceptionally busy time for us.

I am sending you a rather large packet of info to start you off. I don't usually do this, but you sound exactly like I did when I first ran into this organization

Enclosed are

- 1) the August 1960 Hase and Hume reprint. This is a thorough treatment of the impact of land value tax (LVT) on development from a builders perspective
- 2) Pittsburgh's LVT. This booklet explains exactly what was done in Pittsburgh through 1980
- 3) A reprint of the Fortune article, suitable for executives
- 4) Several back issues of Incentive Taxation, that I thought would appeal to you.
- 5) A copy of the proposal for our current project, which will give you an idea that we mean business and will also explain what I mean by busy.

If you would like to make a contribution for these, you can send it to The Henry George Foundation, which is tax exempt ~~40~~ (501c4) or to the Center for the Study of Economics, which is tax exempt and tax deductible (501c3).

I don't want you to feel obligated, since you didn't order all this, but I know from talking to you that you will want to get involved, so I am taking the liberty of giving you this opportunity.

Anyhow, the address of the above worthy causes is % Steve Card, 880 N. Sixth St, Indiana PA 15701 (412) 465-7119. This is also where you can subscribe to IT.

Locally, you may want to contact Sam and Dorothy Venturilla, 4721 N. Hermitage, Chicago IL 60646. I enclose a copy of a letter I had sent them. They responded with interest, and I am sure they would be glad to hear from you.

Also, you might want to meet the folks at the Public ~~Interest~~ <sup>Revenue Education Council</sup> ~~Research Group~~, particularly Stan Fredericksen, Joe Casey, and Don Killoren. Their address is room 339, 906 Olive St, St. Louis MO 63101. That is a bit far, ~~it~~ but they seem to have a very good organization there.

If you send your name + add. to the Council of Georgist Organizations, they will inform you about next summer's national Henry George Conference, which

I believe will be held in the Poconos this year.  
(Last year it was Santa Barbara.) There you will  
meet 125 or so of the most dedicated land  
taxers. Their address is 5 East 44th St,  
New York NY 10017 They can also put you in touch  
with other people. Mark Sullivan at the School is  
familiar with the Henry George Library, and can  
probably find data that supports something you are  
trying to articulate.

It was great to hear from you, and to  
be the first to welcome you aboard what I  
think will become a great movement.

Sincerely,

Tom Sullivan