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Henry George Foundation of America

580 N. Sixth Street, Indiana, Pa. 15701 • 412-465-7119

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November 1984

Dear Fellow Georgist,

It's November - time for HGFA/CSE's Annual Membership Letter. And we have three Real-World Victories and one Setback to report:

- Washington, Pa. signs on as our sixth Two-Rate city. After much persistence on our part, we finally got this city of 20,000 to tax land at approximately four times the building rate.
- Harrisburg and New Castle, two other two-rate cities, increased their tax rate on land as compared to buildings.
- McKeesport, also a two-rate city, raised its tax rate on buildings slightly; the land tax rate remained unchanged. We have re-doubled our efforts this year with this city's officials.

Three steps forward, one backward - remember those decades when there were no victories, no real-world action to report? Those years are behind us now and we look forward to the future with many real prospects to pursue. We expect that our usual January letter will report another victory or three.

Some Georgists call these victories meager. Compared to the task before us, meager is the word, but do keep in mind that our recent string of Real-World Victories has shifted more than \$220 million off the backs of building owners onto the backs of landowners.

Put another way, every fifty dollars you contributed last year meant that building owners could keep \$750,000 more of what was rightfully theirs! Did you, or did you not, get your money's worth from your contribution? And you can rest assured that your impact will be even greater this year (a \$50 contribution comes to 13.7¢ per day).

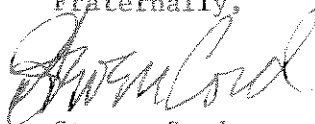
It has been our members who have made these Victories possible with their generous contributions. Without you folks, there would literally be no victories at all - none (0). It takes \$ to send out 5,000 copies of Incentive Taxation and call, visit and write our prospects. Our fee income is growing but it is still inadequate to fund our efforts. Let's put it this way - if you can't visit dozens of city officials, then let us do it for you. Let's be partners in this Great Cause to bring justice to the world.

Justice? Is that too much to expect of our efforts? I think not, because the way for us to win is not in one Grand Crusade - not yet anyway, the people out there aren't ready to hear our message - but Step by Step, city by city, demonstrating that our Idea really works to end poverty and unemployment; then we publicize the studies which prove these successes, then and not till then will our Movement really start to move, spreading beyond our control, being taken over by the other organizations in society, at which time LVT will literally burst into existence everywhere. But the first steps are so excruciatingly slow that the fainthearted will not stay the course. I trust I am not writing to such people.

Some Georgists tell me, "Look how successful the non-LVT free-enterprise advocates are! They publish books, run seminars, issue glossy magazines, produce movies, etc. Why can't we do the same? Even the socialists seem to be more active." True, but maybe it is because the adherents of these other viewpoints support their causes generously, generously. If every reader of this letter gave at least \$50 to our organization then we'd really make waves! Then literally millions of people the world over would hear the Georgist case for the first time and our Bandwagon would start moving more visibly. So let us not cast envious glances elsewhere unless we ourselves are doing all that we can do.

Together we can accomplish much. We have finally, after all these years, developed a winning formula. Let us stay the course. Let us not rest on past laurels. Let us keep up the pressure. We trust you will respond even more generously to this year's Appeal than you have in the past. The world needs our message more than ever before. Please use the return envelope today.

Fraternally,



Steven Cord

SBC:gf
Enclosures

P.S. Contributions to the Center for the Study of Economics are tax-deductible. All members - whether H&FA or CSE - get an unusual Membership Gift and a free subscription to Incentive Taxation.

P.P.S. Over 90% of our members are now living outside Pennsylvania.