

Henry George Foundation of America

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

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November 1983

Dear Fellow Georgist,

This is the time of year when I make an annual report to our members and I am glad to be able to tell you about another Real-World Victory:

• Pittsburgh moved once again to raise its land tax rate and lower its building tax rate. Without us lobbying, proposing rates and visiting city officials, there would have been no victory at all. If you contributed to HGFA or CSE last year, then you helped make that victory possible. Part of the victory is yours.

There are some negative thinkers who say that was only a small victory - only a slight change in rates with so much more to go. Let them reflect:

• To date, \$161 million in taxes has been shifted off the backs of building owners onto landowners by the efforts of your organization! This comes to over \$3,700 for every dollar contributed by our members!!

• Next year the figure will be much more, in part because we full expect to have more two-rate cities than the current five. Surely the negative thinkers are wrong. The dozen victories we've brought you in the past are truly significant.

Here surely is the way for us to get out of the Wilderness and into the Mainstream. Once our political leaders become acquainted with the construction upsurges which follow the adoption of the land value tax, then we could hope that they will jump on our Bandwagon, the idea will begin to spread, new cities will adopt the Two-Rate Incentive Tax, others will start on the way toward the Single Tax, and then we will be able to form a mass-membership organization, once our idea becomes a media-pushed public idea.

• And we are acquainting the politicians with these construction upsurges - see the enclosure and the Fortune article. Surely we would like to go faster, to skip some of the above steps, but if we want to make an impression in the Real World, we have to go one step at a time.

Our organization has been able to bring you Real-World Victories only because we visit politicians. How many more victories would come our way if we could hire a full-time salesman! The opportunities are out there, more than we can now handle. With your generous support, we can convert them into victories.

This is What Your Contribution Last Year Helped Bring About -

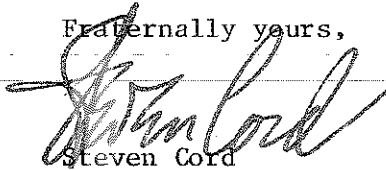
- VICTORY IN PITTSBURGH - Tax on land assessments increased to 15.15%, decreased on buildings to 2.7%
- Defended Pittsburgh's latest building-to-land tax switch when attacked by downtown interests at public hearing (February)
- Near-Victories in Allentown, Butler, Clairton, etc.
- Studies and personal visits to Altoona, Beaver Falls, New York City, York, Greensburg, Hazleton, etc.
- Literally hundreds of letters received requesting advice and information - all answered in full
- Historical marker posted on sidewalk outside Henry George's birthplace
- Twenty-two slide series available to HGFA members when giving speeches
- Contact with FORTUNE magazine writers prior to major article
- Mention in Kiplinger Magazine (11/83)
- Extensive article in FOCUS, Philadelphia's business magazine (May 1983)
- Publication of our quarterly Equal Rights (Frank Nelson is our editor, and we are in our 14th year)
- Publication of our eight-times yearly Incentive Taxation (tenth year)
- Our 6/83 IT reprinted and circulated by the firey Foundation for Freedom and Justice (other articles also reprinted elsewhere)
- Publication of research in the Annual Proceedings of the Academy of Political Science
- Heard on Toronto radio program with Malcolm McCarthy, 5/11/83
- Radio advertising in Pittsburgh (WQED & KQV)
- Series of ads in the Pennsylvania League of Cities Magazine
- Series of ads funded in the South African municipal journal
- Start-up funding for various Incentive Tax Leagues throughout the country
- Support for CGO and Annual Convention
- Newcomb Incentive Awards - 1983 (4)
- Funding of Fred Foldvary's trip to national postal convention - to push for a Henry George stamp
- Visit to St. Louis to testify at state legislative hearing
- Dan Sullivan speech to National Tool and Machine Assn. 9/83

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You know, of course, that each Annual Report to Members always ends with an appeal for you to renew your support for the coming year. We are not such a large organization; I have met most of you. But we have made a real-world difference, and we will continue to do so if we hear from all of you in the near future.

Your generous support, when joined with that of others, will keep our Bandwagon moving. Please use the enclosed return-address envelope today.

Fraternally yours,



Steven Cord

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P.S. We are thinking of adopting a slogan for some of our advertising and for our membership gifts. Please let us know which of the following you like best, and which you don't like:

- ☐ The Earth is the Common Inheritance of All People
- ☐ The Earth is the Birthright of All Mankind
- ☐ The Land Belongs Equally to Us All
- ☐ Tax Reduction for Improvements (T.R.I.)
- ☐ Abolish All Taxes - Collect the Land Rent Instead
- ☐ Tax Land Not Labor

NOTE: All contributors will receive Equal Rights, a membership card, and a nice little memento. Those contributing \$50 or more will receive all of the above plus Incentive Taxation and an Additional Memento.

Mourn not the dead . . .
But rather mourn the apathetic
throng -
The cowed and the meek,
Who see the world's great anguish
and its wrong,
And dare not speak.

- RALPH CHAPLIN