

Henry George Foundation of America  
Center for the Study of Economics  
COMMON GROUND

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Dear fellow members of HGFA, CSE and Common Ground,

This is the time of the year when I generally write a presidential activities report to the members of our three Georgist organizations. We here at HQ are on the eve of our Busy Season, when we go up to Pennsylvania to hunt for some new two-rate cities, and try to get the Existing Seven to shift more of their property tax off buildings onto land - more, that is, than they already have.

We anticipate more difficulties than usual because our enemies are active. Primarily they are the chambers of commerce (who side with us in defense of free enterprise) and the farmer organizations, who work against us behind the scenes. At least it shows that we are finally making an impact. We are important enough to pay some attention to; at least our enemies think so if not yet the general populace. (These groups oppose us because their members, they feel, will get bigger tax bills with a two-rate approach and to hell with long-run considerations). Also, it must be said that Mayor Caliguiri in Pittsburgh is not with us and when his office gets inquiries about the two-rate tax in that city, it gives a chilling or negative response. Nobody said that getting our Bandwagon rolling was going to be easy, but what else is there for us to do and when it does get rolling (because we have convinced the Establishment with our building-permit studies that LVT really does produce surges in new construction), then I fully expect we'll be catapulted onto the front pages. Patience, patience, and much slogging through the hills of Pa.

And elsewhere, also: next week I'll be in Boston where some black activists see LVT as the way to get their moribund neighborhood (Roxbury) moving again. Maybe that'll be our Big Breakthrough, who knows? The week after: Phoenix, then Annapolis fairly soon thereafter.

Meanwhile we keep busy with P.R. - we'll have an editorial running in the new City & State Magazine, and we're starting up our ad campaign again. We're also trying to develop techniques for promoting local membership chapter growth (the Common Ground approach).

So you see that we keep busy here at HQ, don't worry. We have 1 1/2 secretaries here going full steam and we have the prospect of hiring a super-salesman for our Busy Season.

Meanwhile have a nice end-of-year and do at least a small thing or two for the philosophy we hold so dear - for the unemployed and the poor.

Fraternally,

*Steven Cord*