

# A Word With You

**J**IM DOWNEY's Steak House in New York is a favorite rendezvous for theatrical people. The origin of this successful restaurant is narrated on the back of the menu as follows:

"Jim Downey, the owner of this establishment, first came to this country as a poor Irish immigrant boy. It was early in his life that he decided upon two things: First of all, he set becoming a restaurant owner as his goal in life. Secondly, he assured himself that if he was to become a success he would have to work day and night, constantly and industriously. He set out in life keeping these goals in mind. As a young man he worked as a waiter, busboy, cook, bartender, even as a cashier and steward in bars and restaurants. Some days he worked twenty hours, others he went without sleep at all. One morning, after years of backbreaking toil, he sat down and counted the rewards of his labor. He had saved thirty-four dollars and sixty-three cents. He went right down to Belmont, stuck it all on a hundred and fifty to one shot. The horse won and this is how he got enough money to buy the establishment you're sitting in today."

This story seems only to prove that the formula for success is hard work *plus* something else—like marrying the boss's daughter, or buying a piece of land in the path of a growing city.

But I would like to eke out of it a moral pertaining to our own Henry

George School work.

Note that Jim Downey decided upon a goal for himself and then worked hard at it. He did manage to save a little money—which he might not have done without his determination. Winning at the races, it is true, can happen to anyone (except thee and me), but a less dedicated person could easily have blown his winnings on a spree.

In our efforts to promote the philosophy of Henry George, we could compare ourselves to Jim Downey—and who knows what opportunities may be lurking around the corner? As a matter of fact, the growth of the Henry George School has been accompanied by a series of opportunities and seemingly chance coincidences which opened up greater avenues of growth.

On the racetrack of world affairs what dark horse might not throw a huge opportunity our way? After all, the economic mistakes being made everywhere are narrowing down the range of possibilities. The untried Georgist philosophy may be noticed sooner than we dare hope.

Just imagine a hundred and fifty to one shot parlaying our hundred thousand graduates to ten and a half million! It's worth the twenty hours a day. It's worth the thirty-four dollars and sixty-three cents.

—Robert Clancy

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The Henry George News, published monthly by the Henry George School of Social Science, 50 E. 69th Street, New York 21, N.Y., supports the following principle:

The community, by its presence and activity, gives value to land, therefore the income from land values (rent of land) belongs to the community and not to the landowners. Labor and capital, by their combined efforts, produce the goods of the community—known as wealth. This wealth belongs to the producers. Justice requires that the government, representing the community, collect the rent of land for community purposes and abolish the taxation of wealth.

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