



Property Assessor • Shelby County

4TH FLOOR, 160 N. MAIN STREET, MEMPHIS, TENNESSEE 38103, (901) 576-4200

HAROLD STERLING
Assessor of Property

September 14, 1992

Mr. Steven C. Ethridge
Ethridge & Associates, L.L.C.
751 Walnut Knoll Lane
Cordova, TN 38018-6301

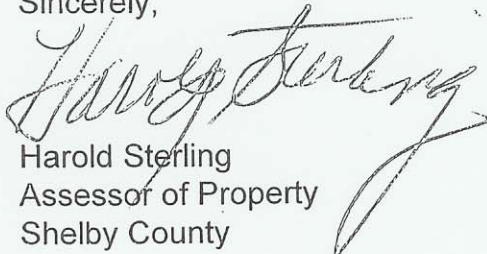
Dear Steve:

It was indeed a fortunate day when Dr. John Bakke recommended you to me to do an initial benchmark poll.

The information and advice that you gleaned out of the data collected resulted in a strategy and victory that few people thought could be done. Your ability to not only collect the data but to also interpret the data resulted in our winning strategy. My victory for Assessor of Property surprised all the pundits and resulted in the largest turnout in any August General Election in the history of Shelby County.

This letter is to express my heartfelt appreciation. I look forward to working with you on all of my future political endeavors.

Sincerely,


Harold Sterling
Assessor of Property
Shelby County

Assessor's Responsibility — By state law, it is the responsibility of the Assessor to locate, identify, and appraise, (at fair market value,) all property subject to ad valorem taxes, maintain property value roll equity and process allowable exemptions. The Assessor has no jurisdiction or responsibility for budgets, tax rates, or amount of taxes paid. These matters are handled by the various taxing authorities performing services, such as the County Government, City Governments, and other taxing districts.