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BUSINESS

Chapter closes for Texas bookstore

Competition, poor economic climate claims indy

THE ASSOCIATED PRESS

DALLAS — Black Images Book Bazaar, an anchor of the Dallas black community and considered to be Texas' oldest black bookstore, is closing its doors.

Owners of the 30-year-old business in the city's Oak Cliff section said the store will close Saturday. The store has suffered from competition with chain bookstores, Internet sales and a poor economy.

"Unfortunately, it is a travesty," said Dallas County Commissioner John Wiley Price. "It has been an oasis for those of us who have tried to drive the issue of consciousness, accountability and responsibility in the community. It has been one of the staples of the community."

Paul Coates, publisher of Black Classic Press in Baltimore, said the Dallas store is one of fewer than 10 of its kind in the United States.

The store's clientele lamented the loss of a community center that provided a unique platform for black authors and an intellectual resource on everything from religion to politics, finance, fiction and health. The store also carried children's books and hosted events.

"The coverage and the depth in what is contained in that store gives more of a balanced picture of who we are as authors and writers ... more so because we can concentrate on it," said Jim Washington, publisher of The Dallas Weekly, a black newspaper. "We're more than just a section in another bookstore."

Co-owner Emma Rodgers said the origin of the business was her frustration at having trouble finding books that portrayed blacks in a positive light. She wanted to give the books as party favors at her young son's birthday. Her search for 10 books took her to three stores.

With co-owner Ashira Toshiwe, she started a mail-order business in 1977. That expanded into a tent at a weekend flea market in 1984, and then into a permanent retail store two years later.

"We were just on a mission," Toshiwe said.

The owners said they plan to continue selling books on a smaller scale through other outlets, possibly including the Internet. They hope to find a way to continue providing exposure for black authors.

"I guess it's going to have to be a grass-roots movement, kind of like we did before," Rodgers said. "We are going back to square one."

On the Net: Black Images Book Bazaar.

http://www.blackimages.com

PA. CONTRACTOR USED BLACK MAN AS FRONT

Bogus claim of subcontractor brings prison sentence and fine

THE ASSOCIATED PRESS

DOYLESTOWN, Pa. — A Doylestown-area contractor was sentenced to 15 months in jail and fined \$40,000 for falsely claiming to have a black subcontractor in order to land a contract with a transit agency.

Michael Tuho, who ran Tuho Landscaping, was convicted in July of three counts of mail fraud. He was also sentenced to two years of proba-

tion. Federal law requires agencies such as the Southeastern Pennsylvania Transportation Authority to give at least 10 percent of their work to businesses owned by minorities, women or other "socially or economically disadvantaged" people. The jury found that instead of using a real minority subcontractor, Tuho paid a black man for the use of his name.

Assistant U.S. Attorney Jennifer Chun, who had asked for a sentence of 21 months and a fine of \$204,000, called the sentence fair. Defense lawyer William DeStefano said Tuho will likely serve only seven months under current sentencing guidelines. He described the prosecution as overzealous and said he plans to appeal.

"I had to feel like I'm helping people. If I'm not helping people, I'm not living well."

Fitness trainer Chantal Warrington, owner of Divine Body on 7th



PHOTOWADE NASH

Chantal Warrington (right) owner of Divine Body on 7th, helps Tameika Johnson (left) and Coretta Boone sculpt their bodies through exercise and healthy eating. "Being overweight is just a symptom of an underlying issue," Warrington says.

Shape of things to come

Quest for fitness turns into opportunity for entrepreneur

By Erica Singleton
FOR THE CHARLOTTE POST

Chantal Warrington was ready for a change, professionally and personally. She made the decision to put herself first by changing her eating habits and body. In the process, she switched careers.

"I was unhealthy," said Warrington, owner and CEO of Divine Body on 7th. "After the birth of my child I couldn't lose the weight, I didn't know how. I learned how to eat and how to take weight off without killing myself."

But the former New Yorker had trouble finding a personal trainer, which led her to become one.

"I went to several personal trainers who could not contour my body," she said. "I hadn't learned what I needed to do, and I couldn't find a trainer who could train me, so I started training part time."

Warrington began taking nutrition courses to become a nutritionist as well. "What inspired me was part of the naturopathic plan," said Warrington. "I couldn't tell people about food unless I was certified in the state of North Carolina."

As a personal trainer, Warrington shares fitness and diet information with her all female clientele.

"Part of my job is to tell folks how to rid their body of toxins and

weight and get to the weight they want," said Warrington. "Being overweight is just a symptom of an underlying issue." They come in saying they want to look like a celebrity, but they don't understand it's part of a celebrity's job. They have access to trainers, and chefs."

Warrington says clients who come in for a quick fix will be in for a surprise. "You can't come in and buy a package of three sessions," she said. "This is a lifestyle change. Most of the people with me have been here since the beginning."

Many of Warrington's clients call Divine Body on 7th the "Body Boutique," because the space is decorated in mostly pink and has a softer feel about it. Yet, don't let the relaxed surrounding fool you. Warrington is all business.

"People come in, first they say they want to eat what they want to eat and exercise and look the way they want," she said. "First thing they get is a reality check. It doesn't work that way."

Warrington's next step is to implement a meal plan and nutritional plan, as well as discovering a client's Ph balance. "I identify if you are an alkaline or acid person, then we identify what foods you need to stay away from," said Warrington. "What is realistic for this person's body type and make up?"

There are four typical body shapes: pear, square, hourglass, and spoon. Warrington said she bases

each individual training routine on body type and shape.

"Most African-American women fall into an apple shape," she said, "but they'll end up being pears once they start working out."

Warrington found her niche, shaping the bodies of others, as she first did for herself.

"I had to feel like I was helping people. If I'm not helping people, I'm not living well," she said.

In addition to training and nutrition, Warrington has plans to launch a clothing line in winter of 2007 that is geared towards women's sportswear. "Workout wear is not made to fit us well," said Warrington. "They are made for women with no butt and no hips."

Her line, in addition to being flattering to women with curves, won't have the look of traditional workout clothes.

And continuing the women's empowerment theme, Warrington has planned an afternoon of motivational messages, massages, makeovers and a seven-course meal on Jan. 13 at the Doubletree Suites in South Park.

"It's about women having the opportunity to get with other women who are business minded," said Warrington. "This event is about helping women to live dreams and find success despite the odds against them."

For more information log onto www.divinebodyon7th.com or call (888) 310-5760.

Tips for building year-end tax plan

By Angeline Melton
SPECIAL TO THE POST

Along with the Twelve Days of Christmas, take a moment to review these Twelve Tips of Business Year-End Tax Planning. These could save the average business thousands of dollars!

It's important to act quickly - once the bell tolls for the New Year, these opportunities for potential savings may be gone!

1. Accelerate deductions from 2007 into 2006. A business can do this by making payments this year for expenses such as office supplies, repairs, maintenance, and advertising.

2. Consider setting up a qualified retirement plan. It is one of the best ways for businesses to save on taxes. There are many options, so picking the right plan for your business is the key.

3. Reduce or defer year-end income. For cash basis businesses, deferring billing for services until the end of December or January can shift the income into the next year, as the income is reported in the year it is actually received.

4. Accelerate purchase of equipment. If you anticipate business income to be higher in the current year versus next year, it makes sense to accelerate the purchase of equipment and other assets into this year. The benefits of Section 179 depreciation can mean large tax deductions, thus making the tax savings significant.

5. Review fringe benefit plans. A Section 125 "cafeteria" plan can benefit both the employee and employer with pre-tax savings for health and dental insurance, out-of-pocket medical costs, dependent care, and other benefits.

6. Write off bad debts. Businesses that use the accrual basis method of accounting may have uncollectible past-due accounts. These businesses can deduct these bad debts when they become partially or totally worthless.

These accounts should be identified before year-end and the business should keep a detailed record of the debt-collection efforts.

7. Write off old inventory. Review the business inventory for obsolete and un-sellable items. A business may write down inventory below market if in the regular course of business the company has offered the merchandise for sale at below-market prices.

8. Review building depreciation. If your business has purchased or substantially renovated a building in the last 10 years, conduct a Cost Segregation Study. The study analyzes the components of a building or renovation to gain larger depreciation deductions based on shorter depreciation lives.

9. Explore like-kind exchanges. If you are considering replacing old equipment or buildings with newer ones, take advantage of the like-kind exchange rules. Trading assets is one of the best tax shelters available to businesses and investors. The section 1031 like-kind exchange rules are very strict and must be followed exactly.

10. Review your business entity classification. Check to see if your business classification (sole proprietorship, C-corporation, S-corporation) and your accounting method options (cash basis vs. accrual basis) are the most advantageous for your business.

11. Finalize the budget. Compare income and expenses for the current year to the previous year and prepare a budget for the coming year. A budget will help a business reach its goals.

12. See your accountant or tax advisor. There are many ways to save tax dollars and consulting with a tax professional who is experienced and familiar with the latest tax law changes can help you minimize taxes and maximize your bottom line.

Angeline Melton is a certified public accountant in Charlotte.

Chicago Defender executive editor to leave publication

THE ASSOCIATED PRESS

CHICAGO — Roland S. Martin says he is stepping down as executive editor of the Chicago Defender after leading the storied black newspaper through a period of rejuvenation.



Martin

Martin will leave the 101-year-old newspaper when his contract expires in March.

He said Monday that he assessed

the progress the newspaper has made since his arrival in 2004 and realized that the time is right for him to move on.

"The Chicago Defender today is a much better newspaper than when I walked in here ... And anyone who would try to dispute that is a flat out liar," he said in a telephone interview.

While noting the paper returned to profitability under his leadership - turning a \$950,000 loss in 2004 to a \$117,000 profit in 2005 - Martin also acknowledged that circulation

numbers remain flat.

Martin brought life back into the struggling newspaper but also turned its focus away from local coverage, said Hermene Hartman, publisher and chief executive of NDigo, a weekly newspaper that also serves Chicago's black community.

"I think he revitalized it without a doubt," Hartman said. "But he didn't do local."

Martin, a native of Texas who also has worked at the Houston Defender and the Dallas Weekly,

said he plans to remain in the Chicago area, where he'll pursue opportunities in new media and continue hosting a local radio show.

Martin said he helped bring the Defender into the modern age, overseeing the development of the newspaper's Web site, and worked to raise the newspaper's professional standards - including more quality control in the editing process.

"I refused - as a man of faith, as a man of principle - to allow naysayers and negative people to derail positive growth," Martin said.

