

FYI BUSINESS

» NEWS, TRENDS + EVENTS IN TULSA BUSINESS

Lolly Garden opens in Utica Square

To make a dream come true, sometimes you simply have to vocalize it.

A trio of Tulsa women — Kristen O'Connor, Bonnie Laster and Marlow Sipes — were enjoying lunch at a park with their children one day, when one of them mentioned a vacancy in Utica Square, a higher-end midtown mall.

Then Laster, who had earlier lamented at finding clothes for her son, said, "Wouldn't it be great if that space became a children's clothing store?"

It was the defining moment when the women decided to pursue Laster's idea.

Each woman had a career. O'Connor is a national sales manager for International Paper; Marlow is a speech and language pathologist and now a stay-at-home mom; and Laster is a student at OSU working on her doctorate in educational research and statistics.

Sipes said the process took about a year. The trio studied the local market, created a budget and developed a business plan.

"Then, as a sanity check, we showed our business plan to local business people with various areas of expertise..." Sipes said. "When those people validated our business plan ... we approached Utica Square about leasing the space."

Sipes said the group began to work on an operating agreement — which took longer than expected.

"In retrospect, it was time and money well spent," she said. "In fact, if anyone were to ask us for advice about starting a small business, we would recommend they start by writing a rock-solid operating agreement."



The Lolly Garden has opened in Utica Square, and stocks clothing from newborns to size 14. STEPHEN PINGRY/Tulsa World

Sipes said Utica Square is convenient for the trio, and the store filled a void in the mall. The Lolly Garden includes a comfortable and friendly environment for children and parents, like stroller-friendly aisles and a play area.

Clothing lines being offered include Neige, Margory Ellen, Tea, Chatti Patti, Moon Cakes, One Kid, 3 Marthas, Flap-

happy, City Threads and Lola et Moi.

Local vendors featured include Happy First, a children's line by Debbie Vinyard; and Larza Design, which offers creative bag tags and gift enclosures created by artist Laura Sappenfield.

Hours are Monday through Saturday, 10 a.m. to 6 p.m. For more information, call 742-6300, or visit www.tulsaworld.com/lollygarden.

Nonprofit grant workshop July 22

Tulsa Central Library will host the workshop, "Grant Seeking for Nonprofits" from 1:30 to 3:30 p.m. July 22.

The free workshop provides nonprofit managers, employees and volunteers the basic knowledge needed to seek out grant funds. Participants also will learn how to locate grants and grant makers using the Foundation Directory Online, the library's database of foundations, as well as how to search out grants using library resources and the Internet.

Basic computer skills are required. Class size is limited; pre-registration is required by calling 596-7940, or e-mailing jrgreb@tulsalibrary.org.



Celebrating the recent expansion of Jim Norton Toyota are Toby Hynes (left), president of Gulf States Toyota; Jim Norton, dealership owner; Mark St. John, general manager at Jim Norton; and J.C. Fassino, vice president. COURTESY

Jim Norton Toyota grows operations

Jim Norton Toyota recently celebrated the grand opening of its dealership expansion at 9809 S. Memorial Drive in Tulsa.

The dealership sits on 15 acres, and has a total of 76,685 square feet of sales, service and parts capacity, making it the largest Toyota facility in Oklahoma, according to a press release.

A customer waiting area includes a full-service coffee bar and Internet accessibility. The showroom includes a mural that illustrates the history of Toyota, and a 20-foot-tall waterfall flowing into an indoor pond.

The service department features a climate-controlled customer service lane and an Express Lube service area. The dealership's service stall count has increased from 36 to 49.

Owner James C. "Jim" Norton opened Jim Norton Toyota in November 1989. He is a former president of the Oklahoma Auto Dealers Association and has been active on the board of directors of the American International Automotive Dealers Association since 1986.

General manager Mark S. St. John, who joined the team in 1993, helps oversee the company's 236 employees.

Sales departments are open 9 a.m. to 9 p.m. Monday through Friday, and 9 a.m. to 7 p.m. Saturday. The service and parts departments are open from 7 a.m. to 7 p.m. Monday through Friday, and 7:30 a.m. to 5:30 p.m. Saturday.

Open house Monday for beauty salon

A new beauty salon will hold an open house on Monday in Brookside.

The L. Salen, 3511 S. Peoria Ave, employs 17 including hair stylists, nail technicians, a massage therapist and estheticians from the region.

The open house will be held from 6 to 10 p.m., and will feature specials and giveaways for customers.

Normal business hours are 9 a.m. to 6 p.m. Tuesday through Saturday.

Dodd honored with TU service award

S. Douglas Dodd, an attorney with Doerner Saunders Daniel & Anderson LLP, was recently presented with the inaugural W. Thomas Coffman Community Service Award during the University of Tulsa's Law Alumni Gala.

Dodd was likened to Coffman because of his dedication to the legal profession and the University of Tulsa College of Law. Coffman passed away in December.

Dodd has spent more than two decades working to promote public education in Tulsa. He has also been recognized with the Golden Rule Award from the Tulsa County Bar Association and the Dr. Charles H. Best Ward from the American Diabetes Association.



Dodd TU

The Tulsa World welcomes briefs about new businesses, relocations and workshops. Briefs about awards are welcome, but they cannot be awards given within the company or from a business affiliate. Submit briefs to: Business FYI Sunday, Tulsa World, P.O. Box 1770, Tulsa, Okla. 74102, or by e-mail to business@tulsaworld.com. Photographs will be considered, and should be identified on the back; e-mailed photos should be in the JPEG format, and also should be identified. Photos cannot be returned.

U.S. cracks down on rich tax evaders

You may not like paying federal taxes, but chances are you're not going to renounce your U.S. citizenship to get out of the obligation.

That's probably wise, especially because a tax bill expected to be signed into law this week contains a provision designed to crack down on the roughly 500 rich people who expatriate themselves each year to avoid U.S. income and estate taxes.

Although the number of people who take that path may be small, the government has been enacting increasingly strong measures to stop the practice over the last dozen years.

For that you can thank billionaire and ex-Floridian Kenneth Dart, said Bill Ahern, a spokesman for the Tax Foundation, a nonpartisan research group based in Washington, D.C.

Dart is one of the heirs to a multibillion-dollar Styrofoam-cup manufacturing business based in Sarasota, Fla.

In 1994, he renounced his citizenship and moved to Belize, a small Central American country known as a tax haven.

Belize promptly sought U.S. permission to open a consulate in Sarasota with Dart as its consul. Foreign diplomats are exempt from U.S. taxes, so the move would have allowed Dart to avoid U.S. taxes while continuing to live here.

The plan earned a "chutpah" award from the late humorist Art Buchwald, but it was rejected by the State Department, which said Belize already was well represented in Florida with a consulate in Miami.

Former President Clinton, who was in office when Dart renounced his citizenship, was so appalled by Dart's action that 10 years later he refused to go to a political fundraiser because it was being held at the Dart mansion, owned and occupied by Dart's wife.

"I don't know what he is up to now," Clinton wrote on his blog in 2005, "but I don't want to go anywhere near this guy."

Dart's tactic also so incensed members of Congress that they passed a law in 1996 aimed at stopping others from doing the same thing.

Under that law, people who paid more than \$124,000 a year in income



Kathy Kristof

Tribune Media Service

tax and had more than \$622,000 in assets when expatriating themselves were required to pay U.S. taxes on worldwide income for at least five years.

In 2004, that was extended to as long as 10 years.

This year Congress again felt the need to tighten the vise on would-be tax exiles. Late last month, the House and Senate overwhelmingly passed the Heroes Earnings Assistance and Relief Tax Act of 2008, which President Bush signed Tuesday.

Under the law, which also gives tax breaks to members of the military, wealthy Americans who renounce their citizenship will be taxed as if they had sold all of their property at fair market value the day before.

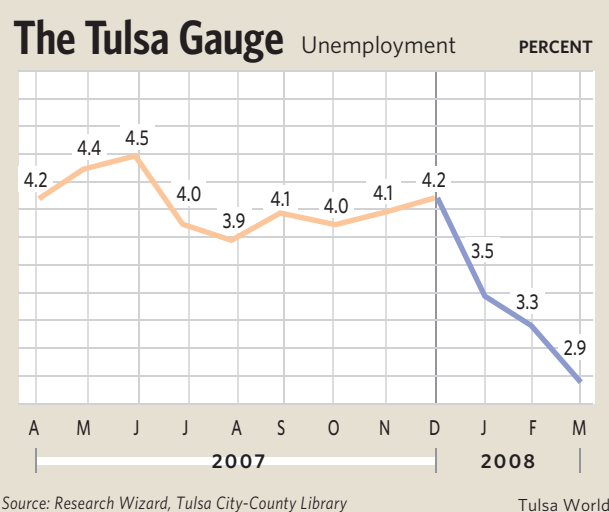
Moreover, if an expatriate tries to leave money to a U.S. citizen, the gift will be taxed at the highest federal gift tax rate, which is 45 percent, said Mark Luscombe, principal tax analyst for CCH Inc., a publisher of tax information based in Riverwoods, Ill.

The law could affect not only U.S. citizens but also foreigners who work in this country for a period of time before going back to their home countries, said Evelyn Capassakis, principal with accounting firm PricewaterhouseCoopers.

Those who worked here for eight of the previous 15 years will get hit with the tax when they give up their green card — or when they leave money to their children who were born in the United States, Capassakis said.

The government estimates that the provision aimed at expatriates will generate \$411 million in extra tax revenue over the next 10 years. That money would offset the cost of the legislation's tax breaks for the military.

Los Angeles Times staff writer Kathy M. Kristof, author of "Taming the Tuition Tiger" and "Investing 101," welcomes your comments and suggestions but regrets that she cannot respond individually to letters or phone calls. Write to Personal Finance, Business Section, Los Angeles Times, 202 W. 1st St. 90012, or e-mail kathy.kristof@latimes.com.



Tulsa PRSA hands out awards

Julie Jones with Rex Public Relations earned "Best of Show" award for the University of Tulsa alumni magazine during the 30th anniversary of the Silver Link Awards, presented June 12 by the Tulsa chapter of the Public Relations Society of America.

Eight Silver Link Awards and 16 Awards of Merit were presented to the Tulsa area's top public relations, marketing and communications professionals to recognize achievement in the public relations field.

Mary Waller, chief operating officer at Waller & Co. Public Relations, was named Public Relations Professional of the Year, the chapter's most prestigious honor.

Amber Remke, marketing specialist for USIS, was named the chapter's Young Professional of the Year.

And Megan Wible, a public relations student at Oklahoma State University, was named as this year's recipient of the Montaz Tjaden Future Young Professional of the Year award.

Also, the chapter has named its lifetime achievement award for Charles "Chuck" D. Schnake, a longtime member, past president and first recipient of the PR Professional of the Year.

The Silver Link Awards were presented to:

Special event/observation — Amber Remke, USIS, 2007 DAC Services transportation advisory board meeting.

Marketing communication — Aimee Mehl, Littlefield, South County Marketing Communications.

Web sites-marketing/external communications — Gretchen Hass-Bethell, Union Public Schools.

Informational brochure — Andrea Myers, Williams Cos. Inc., Williams college recruiting brochure 2007.

Magazine-nonprofit — Julie Jones, Rex Public Relations, TU alumni magazine.

Public relations campaign — Katie Carmichael and Mary Waller, Waller & Co., "Write Stuff" essay contest; and Tamara Hooks, Williams Cos., assessment campaign.

Media relations — Barby Jobe, Seth Spillman, Allison Starke, Lucinda Rojas and Kari Culp, Schnake Turnbo Frank PR, Tulsarama!

Cox offers improved parental controls

Cox Communications is offering the new and improved Cox Security Suite, powered by McAfee, which contains many parental control features that limit what children can access online.

The service is free to all Cox high-speed Internet customers. In addition to anti-virus, anti-spyware and firewall protections, the latest version includes content blocking, keyword filtering, time limits and image analysis.

June is National Internet Safety Month, and Christine Martin, director of communications for Cox Oklahoma, said it is "an excellent time to give your computer a checkup."

"It only takes a few minutes to download and install Cox's free security suite," Martin added.

Organic research topic of workshop

The Lane Ag Center, which studies organic farming, will share the results of its five-year program at a workshop and field day July 10.

The free event, sponsored by the Kerr Center will be held from 2 to 7 p.m. Dr. Jim Shrefler, an OSU Extension horticulturist, and other specialists will offer time for discussion and learning at the center.

The Lane Center is located 10 miles east of Atoka. The registration deadline is July 6. To register, call 647-9123.

GROW:

Rainy weather has been hurting local gardens.

FROM E1

things difficult for residential growers hoping to feed themselves.

"Right now people are very discouraged," said Liz Elliott, master gardener for the Tulsa County Oklahoma Extension Service. "We've had so much rain that everybody's terribly affected."

Demand for fresher, more personal connections to our food supply is strong everywhere, experts say, but supply is a problem. Potential customers are having a harder time finding variety at some farmers markets, while

garden centers are struggling with having enough product to sell.

"Growers didn't grow an outrageous amount this year," said Stan Bunnell, manager at Stringer Nursery, 7203 East 41st St. "I couldn't get enough plants to meet the demand."

Fuel prices don't seem to be headed downward anytime soon, which means food costs likely won't be decreasing, either. If so, Ward and others expect their industry to continue benefiting from the desire for cheaper, safer and more personal ways of growing food.

"We're gearing up for a bigger year next year," the Southwood manager said. "We're also expecting a big run soon for those who will be planting in the fall."

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BUSINESS CALENDAR

Monday

Engineers' Society of Tulsa, 11:00 a.m., Tulsa Air & Space Museum, 3624 N. 74th East Ave. Topic: "Tour of Tulsa Air & Space Museum." Meet in main lobby; lunch follows at Evelyn's Restaurant. Information: 286-8260 or duane_huetter@yahoo.com.

Oklahoma Tourism and Recreation Department, 10 a.m., Chisolm Trail Expo Center, 111 W. Purdue Ave., Enid. Topic: "Two-day Grant Writing Workshop." Speaker: Melyn Johnson, who has 14 years of experience working with grants. Cost: \$55 (includes two lunches). Information: call (405) 613-8553, or e-mail melyn@travelok.com.

Thursday

Oklahoma Business Ethics Consortium, 11:30 a.m. to 1 p.m., Tulsa Marriott Southern Hills, 1902 E. 71st St. Topic: "Inside Community: The Dynamics of Behavior." Speaker: Clifton Taubert, author. Cost: \$20 members; \$25 nonmembers. Information or registration: 671-8212, e-mail warrenokla@cox.net, or visit www.tulsaworld.com/okethics.

Information for this listing should be submitted to: Business Calendar, Tulsa World, P.O. Box 1770, Tulsa, Okla. 74102, or fax: 581-8353, or e-mail: business@tulsaworld.com. Items must be received by 5 p.m. Wednesday for inclusion in the following Sunday's calendar.