

BUSINESS

THURSDAY, JANUARY 21, 1993

12B(F)

SUBURBAN BUSINESS LEADERS

Michael A. Grimaldi of Bloomfield Hills was appointed executive director of General Motors NAO Planning and Corporate Information Management at General Motors.



Michael A. Grimaldi

Named to succeed Grimaldi as finance director-marketing for NAO was Patrick D. Campbell of Rochester Hills who previously was finance director-portfolio management on the NAO Finance Staff.

Aero-Detroit, Inc. in Madison Heights has named Bloomfield Hills resident Ralph L. Miller executive vice president and elected him a director of the company. Miller will also succeed Robert W. Udell as president and chief executive officer at the end of next year.



Ralph L. Miller

Dianna J. Viridin has joined Drake Beam Morin, Inc. (DBM) in Troy, an international human resource management consulting firm, as Vice President. In addition to her consulting responsibilities, Viridin will be involved in DBM's special events and marketing coordination. She had been an account executive in the high-tech industry.



Dianna J. Viridin

To submit materials to this column, please send a brief biographical summary along with a black-and-white photo, if possible, to: Business Edition, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. There is no charge.

Entrepreneur rolls dice on new school for casino dealers

The possibility of casino gambling in Detroit and the expansion of the gaming industry in the rest of country has prompted a local entrepreneur to ready a school for future dealers.

By Doug Funke
STAFF WRITER

Unemployed? Underemployed? Working but looking for a job change? Then Vic Buoncompagno has a business opportunity for you.

Buoncompagno, a Detroit native, is bringing his MGI Casino Dealer School to Livonia. He wants to teach would-be croupiers how to run gaming tables and get jobs in Las Vegas, Atlantic City and on cruise boats plying the Mississippi River.

"So many people are out of work here and the gaming industry now is expanding throughout the country," Buoncompagno said. "There's a shortage of experienced dealers."

The unemployment rate — plus the possibility of legalized gambling coming to this area — drew him home, Buoncompagno said. He spent the last year and a half opening and serving operations directors at a casino owned by the Oneida Indian tribe in Green Bay, Wis.

Buoncompagno said that he and his partner, Robert Zeschak, a Livonia police officer, have pumped more than \$50,000 of their savings into this venture.

In addition to providing dealer classes, Buoncompagno intends to offer seminars to people who want to broaden their gambling horizons before taking trips. He also hopes to supply gaming equipment to casinos and non-profit organizations.

"It's a risk, a real risk," he said. "The potential is there. Where are people going to work in this town when everyone is leaving?"

"I think we can do OK. It won't be anything great the first year at all. Hopefully, we can break even and pay the bills," he said.

Spinoff business

His odds for business success increase tremendously if gambling comes to Detroit, Buoncompagno conceded. But if not, he figures that people are willing to train here and relocate to where the jobs are.

MGI Casino Dealer School has received a state lottery license to sell gaming equipment and is awaiting approval from the state board of education to open a school, Buoncompagno said. He's also talking with area

SEE CASINO, PREVIOUS PAGE



JIM JACOBSEN/STAFF PHOTOGRAPHER

Training dealers: Vic Buoncompagno intends to teach croupier wannabes the finer points of blackjack, craps and roulette.

Inflation whittles surplus

By Daniel Boyce
and Alan Ferrara
SPECIAL WRITERS

Local financial planning experts reviewed the data of the family profiled here and made general recommendations based on the participants' resources and goals. The information is for educational purposes only; references are not intended as discrimination or endorsements by this newspaper or the advisers.

To receive a free financial planning brochure or to obtain a questionnaire to participate in this column, contact the Center for Financial Planning, Dept. 100, 26211 Central Park Blvd., Suite 604, Southfield 48076 or call 948-7900. Names of participants are withheld upon request, and submitted financial information is confidential.

"The end of progress occurs when you stand still and do not do what you've done in the past."

This month's profiled couple, Glen and Joyce Carson, are planning for their retirement in 10-15 years. They are on track toward meeting that goal; yet they still have significant work to do.

Glen, 46, is a bartender at a local hotel. Joyce, 54, is the human resources director at a small office supply firm. He earns \$25,000 per year including tips and plans to work for 16 more years. Joyce's annual salary is \$33,000; she plans to retire in 10 years.

With their two children through school and on their own, the Carsons are turning their focus toward retirement.

"My primary goal is to find out what I will need to save and then follow through on that information," Glen said.

The Carsons sold their home on land contract three years ago when their children became independent. They are living in a Southfield apartment. The land contract has a balloon note payable to them in July 1995, when they intend to buy a condominium.

They are also thinking about buying a retirement home, but they plan to wait until after they retire to make this decision. They will buy only if the cash is available without jeopardizing their standard of living.

The Carsons estimate they will need \$2,500 of monthly income in current dollars at retirement. If inflation is averaging 4 percent, the cost of living will double in 15 years. This means that they will

POSITION		BOTTOM LINE	
ASSETS:			
Cash Equivalents			
Savings and Checking	\$11,600		
Money Market Funds	3,300		
U. S. Savings Bonds	3,000		
Invested Assets			
Municipal Bond Trust	3,200		
Land Contract	24,700		
Stocks	37,500		
IRAs - Stock and Funds	8,000		
IRAs - Ltd. Partnerships	39,800		
401(k) plan (Stock Fund)	30,600		
Collections	6,500		
Subtotal...	12,000		
Personal Use Assets	\$179,600		
Auto	6,000		
Personal Possessions	10,000		
Subtotal...	16,000		
TOTAL ASSETS	\$195,600		
LIABILITIES:			
Mortgage Loan	\$10,000		
Auto Loan	5,000		
Credit Cards	1,600		
TOTAL LIABILITIES	\$16,600		
NET WORTH	\$179,000		

- STRENGTHS:**
- Low debt
 - Regular 401(k) plan savings
 - Good health and auto insurance
 - Two wage earners
 - Comfortable liquid assets
- WEAKNESSES:**
- No pension plans
 - Savings rate needs boost to reach all goals
 - No estate plan in place
 - No renters insurance
 - No planning in past



TAMARA GRAVES/STAFF ARTIST

need about \$5,000 of income by the time Glen reaches age 65.

Lacking pensions

Neither of their employers maintains a pension plan, so they are left with only Social Security and their own savings to provide for their retirement needs. Social Security should provide about half of their monthly income needs, assuming continued cost of living increases in Social Security benefits. This may be an optimistic assumption, given the magnitude of the federal budget problems and possible future caps on entitlement programs. In any case, they must plan to meet at least half of their monthly needs with income from their invested assets.

Excluding the land contract, they have accumulated about \$160,000 in investments. They are adding \$500 per month to their retirement savings. One hundred dollars of each paycheck is placed into U.S. Savings bonds each month; the remainder of the savings is placed into Joyce's 401(k) plan at work.

Given reasonable assumptions, we expect their next egg to grow to

about \$415,000 at this rate by the time Joyce retires in 10 years. Assuming they don't need to draw on this nest egg for the five years that Glen continues working (Joyce will also be drawing Social Security during that time), the amount should grow to about \$600,000 by the time Glen retires.

Inflation's toll

While \$600,000 sounds like a lot of money, remember that in 15 years that amount will not buy what it does today. If inflation averages 4 percent, the \$600,000 will be "worth" only \$300,000 in current (1993) dollars.

Also, inflation will continue to chip away at their purchasing power throughout retirement. So that \$600,000 will not provide them with a huge surplus income. We expect that it will allow them to continue their comfortable, but not lavish, standard of living.

This nest egg does not provide for major future purchases, including such items as a second home in retirement. If this is a high priority, they should increase their savings rate by \$300-\$500 per month. Since they have

See INFLATION, PREVIOUS PAGE

GET TO KNOW ANY OF THE OVER 100 MICHIGAN, INDIANA, OHIO, & ILLINOIS OFFICE PROS

EVERY DAY LOW PRICES

<p>AVERY SAVE UP TO 50% EVERY DAY! Aligner Standard Indexes 5 Tab set for ring binders. OP-AVE-PT18-Colored OP-AVE-PT13-4C-Clear</p> <p>49¢ ea.</p> <p>8 Tab set for ring binders. OP-AVE-PT12-B Colored OP-AVE-PT13-4C-Clear</p> <p>75¢ ea.</p>	<p>C-Line SAVE 36% EVERY DAY! C-Line Top Open Sheet Protectors Heavy duty. 50 per box. OP-CL-2015-Clear OP-CL-2018-Matte</p> <p>\$6.99 ea.</p>	<p>Cardinal SAVE UP TO 63% EVERY DAY! Cardinal 1" Economy Binders Front and back pockets. For size 8-1/2" x 11". Available in black, blue, red, gray, & maroon. OP-CAD-0022X</p> <p>\$1.25 ea.</p>	
<p>WILLAMETTE INDUSTRIES, INC. SAVE UP TO 46% EVERY DAY! Willamette Computer Paper 2700 ct., 20W OP-WI-861027 8-1/2x11, White</p> <p>\$19.99 ea.</p>	<p>Faber-Castell SAVE 84% EVERY DAY! Faber-Castell American Ball Point Pens Black, red, and blue. OP-FAB-318X-Black OP-FAB-318X-Blue</p> <p>89¢ ea.</p>	<p>HUNT SAVE 67% EVERY DAY! Hunt Full Strip Stapler OP-HUN-7201-Black OP-HUN-7202-Blue</p> <p>\$4.89 ea.</p>	
<p>PILOT SAVE 38% EVERY DAY! Pilot Spooler Pen Available in yellow, pink, blue, green, purple, & orange. OP-PL-4301X</p> <p>55¢ ea.</p>	<p>ELDON-RUBBERMAID SAVE 40% EVERY DAY! Eldon Letter Desk Tray Trays are 2-1/2" apart when stacked. Available in beige, black, burgundy, gray, putty, smoke, red, & blue. OP-ELD-1600-X1</p> <p>\$1.49 ea.</p>	<p>HON SAVE 46% EVERY DAY! Hon 25" Deep File Cabinet Full suspension. With thumb latch. Available in black, putty, sand, & gray. OP-HON-612-X 2 Drawers Letter</p> <p>\$99.00 ea.</p>	
<p>BRIGHTON OFFICE & ART 2245 Michigan Ave. Phone 226-2718 • FAX 226-6525</p>	<p>DEARBORN AREA AUDETTE OFFICE EQUIPMENT 2345 Michigan Ave. Phone 665-4811 • FAX 665-0057</p>	<p>PLYMOUTH AREA AUDETTE OFFICE EQUIPMENT 1025 W. Ann Arbor Road Phone 435-4510 • FAX 435-7508</p>	<p>TROY AREA INNOVATIVE OFFICE EQUIP. 1837 Throckmold Street Phone 244-2910 • FAX 244-2915</p>
<p>DETROIT METRO AREA ARROW OFFICE SUPPLY 3005 Grand River Ave. Phone 272-8700 • FAX 272-0122</p>	<p>LIVONIA AREA REDFORD OFFICE PRODUCTS 2015 John St. Phone 822-4050 • FAX 822-2470</p>	<p>PLYMOUTH OFFICE SUPPLY 600 W. Ann Arbor Rd. Ph 800-724-6233 • FAX 433-9008</p>	<p>WARREN AREA LAWRENCE OFFICE SUPPLY 26208 Hoover Road Phone 755-3830 • FAX 756-2253</p>
<p>MCMILLAN BROS., INC. Crescent Center Building Phone 875-3378 • Ph 875-3315</p>	<p>NADSON HEIGHTS AREA MADSON-TROY OFFICE SUPPLY 2015 John St. Phone 885-4210 • FAX 885-0560</p>	<p>KELLY'S OFFICE MACHINES 622 E. Washington Phone 547-3120 • FAX 547-3681</p>	<p>SPRINGFIELD AREA HARVEY'S OFFICE WORLD 4400 Dixie Highway Phone 873-1248 • FAX 873-0720</p>
<p>YATES OFFICE SUPPLY 11225 W. 6 Mile • Ph 652-2441 FAX 652-2441 • Ph 652-1100</p>	<p>THOMAS OFFICE PRODUCTS 2010 W. Auburn Rd. Phone 853-0111 • FAX 853-7078</p>	<p>HOMESTOWN OFFICE SUPPLY 214 E. Chicago Blvd. Phone 423-4130 • FAX 423-6460</p>	<p>DO NOT PAY MORE!</p>