

Phil Saunders

Chairman of Griffith Energy

Chairman of Genesee Regional Bank

About Phil

● Education

- Never completed high school
- Doctorate of Commercial Science from Paul Smiths College

● Work Experience

- Water-ski manufacturing
- Worked at and then partially owned his father's truck stop
- Started a truck stop on a lonely stretch of highway in Virginia
- Real estate

Griffith Energy

- Upstate NY
- Full-service energy company
 - Quality heating oils, diesel fuels, propane, gasoline and natural gas

Genesee Regional Bank

- ◉ Serves Rochester businesses
- ◉ Sits on the board of directors along with Steven Sauer



Back row, L to R: J. LiDestri, A. Cotroneo, E. Futerman, R. Billitier, D. Gullace, S. Sauer. Front row, L to R: J. Holahan, M. Paroda, P. Saunders, P. Pecora, D. Hogan, D. Tesson.

Phil's Story

- Turning point → “I started thinking about how to make myself financially viable. My first little project was to make water skis” (Schuster 146).
- “...approach the challenge that business offers and find the weak point” (Schuster 148).

Continued

- ◉ Father was an abusive drunk
- ◉ Mother was also a drunk
 - Began to shoulder responsibility of raising his siblings
- ◉ Married high school girlfriend after impregnating her
- ◉ Worked his way into college
- ◉ Worked for his father as relationship bettered

“How you spend your time is more important than how you spend your money. Money mistakes can be corrected, but time is gone forever.”

~David Norris

Steven Sauer



About Steven

- Education
 - State University of New York College at Geneseo
 - Member of the hockey team
 - Rochester Institute of Technology
- Past Jobs
 - *CEO & Owner at Business Methods*
 - President at GMP Leasing
 - Relationship Manager, AVP at Fleet Bank

Toshiba Business Solutions

- Founded in 1999
 - Headquartered in Irvine, California, Toshiba America Business Solutions (TABS)
- Nationwide
- Manage printing and supplies

Steven's Story

- Turning point → "...the regimen that he imposed upon himself in order to win his first job out of college in the manage training program at Chase Manhattan Bank" (Schuster 140).
- "My religion was work"

Continued

- Snow plow business in high school
- Injury in hockey forced him to look around
- Pulled BMI out of bankruptcy
 - President at 29
- Bought the company at 36
- Sold BMI to TABS in 2004

“The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will.”

~Vincent Lombardi