

## ELISABETH ROBERT

BIO: (May 2017)

Elisabeth Robert (Liz) is owner/CEO of Terry Bicycles. She acquired Terry and moved it from Rochester, New York to Burlington, Vermont in 2009. Terry, founded in 1985, is a designer, manufacturer and direct marketer of bicycle saddles and women's cycling apparel and accessories. Terry sells its products along with products of other popular outdoor brands via catalog and web, curating a cycling lifestyle for the female cycling enthusiast, the recreational rider and commuter. Terry also sells to large retailers such as REI, LLBean, BackCountry, and Vail Resorts, and to independent bike shops in the U.S and Canada.

Previously, Liz was the CEO/CFO of The Vermont Teddy Bear Company, a NASDAQ company she ultimately sold in 2005 to a private equity firm in a "going private" transaction. Under her leadership of 13 years, VTB grew from \$16 million to \$74 million in sales, with the launch of PajamaGram and the acquisition of Calyx Flowers. After a brief stint at Bank Boston right out of college, Liz devoted the early stages of her entrepreneurial career to Vermont businesses in executive management at Vermont Gas Systems, McCarren for Lt. Governor, and AirMouse Remote Controls.

During her career, Liz has been a direct overseer of numerous commercial real estate development projects in Vermont and their financing, including the current headquarters of Vermont Gas and several multi-million dollar projects at Vermont Teddy Bear. In January 2014, Liz formed a real estate investment partnership to purchase 6 multi-family rental properties in Burlington, VT and has since expanded the portfolio to include investments in West Palm Beach, FL and Portland, ME.

Liz serves as Trustee of Middlebury College; she is Chair of Middlebury's Vermont Relations Committee and designated Board member of the Green Mountain Higher Education Consortium. She also is on the Advisory Board of The Skinny Pancake. Previously she was a Director of Central Vermont Public Service Corp (NYSE) where she served on the Finance and Audit Committees as a Designated Financial Expert, Chair of the New England Advisory Council to the Federal Reserve Bank of Boston, and a Trustee of Fletcher Allen Health Care.

Liz received the 2003 Vermont Small Business Administration Person of the Year Award. She was a New England finalist in the 1999 Ernst & Young Entrepreneur of the Year Program. And in 2001, the Honorable Senator Patrick Leahy recorded a tribute to her in the Congressional Record.

Liz earned her Bachelor's Degree Magna Cum Laude and Phi Beta Kappa from Middlebury College in 1978 and her Master's Degree in Business Administration from The University of Vermont in 1984. She lives in Charlotte, Vermont with Zuheros, her Australian Shepherd, has two adult daughters, Catie and Ruthie Hill, both engaged in their own entrepreneurial Vermont ventures, an infant grandson Ethan and another grandchild expected soon.