

## Elizabeth L "Beth" Robinson



### Experience

DIRECTOR, CONSERVATION AND LEGACY LANDS, HAWAII LIFE REAL ESTATE SERVICES, LLC — 2018 - PRESENT Leads the firm's efforts as a resource for owners and sellers of legacy properties with conservation values. Develops a larger committed pool of buyers and donors for conservation properties. Works with local communities and Hawai'i non-profit organizations to identify conservation and legacy lands across Hawai'i and define strategies for their protection.

BROKER-IN-CHARGE, BIG ISLAND, HAWAII LIFE REAL ESTATE SERVICES LLC 2015 - 2018

Supervised three Big Island offices and over 40 agents and brokers. Mentored three younger brokers to become effective brokers-in-charge for their respective offices.

REALTOR BROKER, HAWAII LIFE REAL ESTATE SERVICES LLC 2009 - PRESENT REALTOR SALESPERSON, HAWAII PALM PROPERTIES 2008 - 2009

Active listing and salesperson. Focus on resort and second homes in the Kohala Coast Resorts, North Hawaii including Waimea, Hawi and Kapaau, large acreage agricultural and equestrian property.

SALES EXECUTIVE, CENTEX DESTINATION PROPERTIES, 2005 - 2008

Developer sales, luxury oceanfront condominium projects in Waikoloa Beach Resort.

CONSULTANT AND ENTREPRENEUR, 1994 - 2005

Started two businesses: talent management firm BRincar, Inc and executive coaching/consulting firm Execukos, Inc. Designed and facilitated Trinity Church Wall Street - Wall Street Dialogues program. Managing Partner, International Skye - membership organization offering education programs for family offices and high net worth families.

VICE PRESIDENT, JP MORGAN 1983 - 1994

1994 Private Banking. Advised on strategic direction for turnaround.

1992 1993 Latin American Capital Markets. Raised capital for Brazilian companies.

1991 1992 Special Project. Led 12-person interdisciplinary team in cost restructuring project for Systems Development Department, which employed 10% of the firm's headcount.

1990 1991 Strategic Planning. Chosen for 4-person team writing first strategic plan for the firm.

Analyzed potential acquisitions and developed protocol for due diligence.

1989 1990. Corporate Finance Services. Managed and mentored team providing analytical support throughout corporate finance function.

1984 1989. Financial Advisory, Mergers & Acquisitions. Provided advice on strategy and M&A transactions to mining companies worldwide. Largest and most complex transaction was RTZs \$ 4 billion acquisition of British Petroleum's global mining assets.

MOBIL OIL, 1982 -1983

Crude Oil Analyst - NY Headquarters

Project Analysis Manager - Alternative Energies Division, Denver

COLORADO STATE LEGISLATURE, 1976 -1979

Budget Analyst for Joint Budget Committee. Negotiated budgets with senior appointed and elected officials, defended recommendations publicly before legislative committee, interacted with press and lobbyists.

## Education

Ph.D. Mineral Economics, Colorado School of Mines 1983 (Dissertation: The Environmental Policy of the Mining Firm: An Economic Analysis)

B.A. Mathematics, University of Colorado at Boulder 1975

## Current Boards & Organizations

PRESIDENT, KOHALA EQUINE EDUCATION CENTER, INC

Building a multi-purpose arena for North Kohala district.

SECRETARY, NORTH KOHALA AFFORDABLE HOUSING GROUP

Sponsored project of the North Kohala Community Resource Center developing affordable housing alternatives.

SECRETARY, KOHALA COMMUNITY PLAN

Sponsored project of the North Kohala Community Resource Center facilitating a community-led process to plan and fulfill community-defined objectives to keep Kohala, Kohala.

MEMBER, NORTH KOHALA ACCESS GROUP

Implementing the public access and stewardship recommendations of the 2008 North Kohala Community Development Plan.

## Skills

Real estate sales and marketing, including complex conservation purchases, luxury properties, large undeveloped acreage, resort development, and distressed property sales.

Three decades in business as analyst; corporate manager; investment banker; strategic planner; entrepreneur; consultant in organizational development, leadership and management coaching, family business, and appreciate inquiry-based dialogue.

Effective writer and public speaker to large and small groups.

Certified in Equine Guided Education and Equine Assisted Growth and Learning.

Languages: conversational and business Portuguese; conversational Swiss German