

MAKING WAVES

by Libby Brown

About Libby Brown

Libby Brown is the author of *MAKING WAVES*, a non-fiction account of her life as a seriously successful serial entrepreneur. More than a memoir, *MAKING WAVES* examines the author's lifelong compulsion to court risk, as she recounts with candor and humor some of her more daring adventures.

A child of the conservative South, Libby Brown, nee Robertson, was raised in Wilmington, North Carolina. Graduating with a B.A. in French from the University of North Carolina at Wilmington in 1966, she felt the first prickle of boredom as a high school teacher. When she married Stewart Brown and moved to Richmond, Virginia in 1968, she took a job in the personnel department of a bank, where she plodded through workdays testing typists. After a sabbatical to have two babies in 14 months, she discovered brain-numbing days of full-time domesticity.

In 1975, Libby took a chance and, with her partners, started This End Up Furniture Company, opening its first storefront in Richmond and manufacturing in Raleigh, North Carolina. This End Up began what would become the crate furniture phenomenon in America, and ultimately grew to a nationwide chain of 253 stores, 6 factories, 12 distribution centers and 2,500 employees. When the company was sold in 1985, at 41 years old Libby found the choices for the rest of her life to be gloriously broad.

Eight years of bluewater cruising between the Florida Keys and Venezuela aboard the 70-foot motor yacht *Crossroads* generated pleasure and terror in equal measure. Sated with exploration, she and her husband turned their assets and business acumen to developing a resort and family compound in the Bahamian out-islands.

The Browns bought a 50-acre island of rock and ruined buildings, 75 sea miles from the nearest city, devoid of potable water, power or communications. Three and a half years of extraordinary will, work and wealth went into the little island, the entrenched culture of the tropical island country, and the inscrutable bureaucracy of the Bahamian government. In 2002, Fowl Cay opened for business.

In addition to their home on the island where they live 80 percent of the year, the Browns have a home in Richmond, Virginia. Libby and her husband of 40 years have two grown children and four grandchildren. *MAKING WAVES* is the author's first book.

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The author is available for interviews.
Review copies are available by request.

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