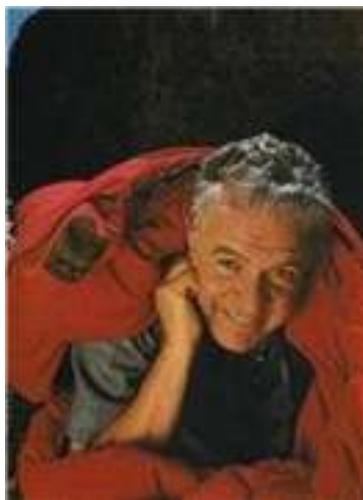


Stephen W. Crisafulli

February 13, 1940 - October 18 2018



Stephen W. Crisafulli, age 78, passed away peacefully on October 18, 2018. He was born in Manhasset, NY on February 13, 1940 to his parents, William Stephen & Mary (Camileri) Crisafulli. Steve attended St Mary's Elementary School in his hometown and then went on to Chaminade High School in Mineola, NY. He earned a BA at Dartmouth College in 1961 and an MBA from the Amos Tuck School of Business in 1962. While at business school, Steve married Nancy Gay Hill and together they had two children, William Stephen and Pamela Ann. In 2001, Steve married Debbie Bender and they remained loving partners until his passing.

His professional career could best be described as entrepreneurial. After a brief stint on Wall Street as a stock broker and working for the telephone company, he escaped the big city for the countryside he grew to love while a student at Dartmouth College. In 1964, after having earlier toured Profile Sportswear near Dartmouth while in college, Steve and his partner Fred Bedford borrowed the purchase price on the assets of the business (what would become to be known as a "leveraged buyout") and acquired Profile Sportswear, in West Lebanon, NH.

Slalom Ski Wear, which began as BF Moore Company in 1891, manufactured work clothes and had contracts with the US Army. In 1920, it changed its name to Slalom Ski Wear, the first ski wear company in the country. In 1971, Slalom was purchased by Steve, Al Diem, and Frank Hamilton, grandson of founder BF Moore's nephew Porter Moore. In 1972, the three partners helped Bogner of Germany expand into the US by starting Bogner of America nearby the Slalom factory in Newport, VT.

In 1979, Steve was named US Small Business Administration Small Business Person of the Year for the State of Vermont, recognized for growing Slalom from 25 employees in 1971 to 210 in 1979, with a payroll over \$2.2M.

In the 1980's, Steve was nominated by the Governor of VT to be a member of the board of the Vermont Industrial Development Authority (VIDA, now know as VEDA), which was focused on helping small businesses in Vermont grow and prosper. He was a longtime board member of the

Snowsports Industries of America and was an early supporter of allowing snowboards to share the slopes with skiers. In 1989 he was elected Chairman of the SIA.

The Robert Bruce Company bought Slalom in 1985, with the three partners continuing to run the company. Two years later, they bought the company back to prevent Robert Bruce from closing it, preserving 250 local jobs. Over the years, the company was expanded with the purchase of SeaGear in 1975, Alpine Designs in 1981, and Defini Sportswear in 1989.

Meanwhile, Marmot Mountain Ltd was producing the highest quality outdoor clothing, but the company struggled to turn a profit and deliver product to retailers reliably. Steve's involvement with Marmot began in 1990, when Wall Street investment firm Spear, Leeds & Kellogg briefly owned the company and brought him in as its chairman. Working from his home in Vermont, Steve stayed in the background. His first big decision was to move Marmot's headquarters from Colorado to Santa Rosa, California and transfer production to trusted manufacturing partners in Asia he had worked with for many years. In April, 1991, Steve moved to California and took over as President. The company was purchased by Odyssey International, who continued to acquire brands, but in 1993 Odyssey was forced into bankruptcy. To save Marmot, Steve led an employee buyout and employees invested \$3.5M to rescue the company out of Odyssey's bankruptcy. Just one year later, Marmot finally turned a profit and those employees received their first return on their investment. In 2004, Marmot was acquired by K2, Inc, and shortly after that Steve retired.

Steve spent his retirement at his home in Santa Rosa, CA and summering at his beloved cottage on the shores of Lake Memphremagog back in Newport, VT, He loved sailing, skiing, and most of all playing golf with his buddies in the Twilight League at Newport Country Club. A frequent visitor to Napa and Sonoma wineries, he dabbled in winemaking himself. He greatly enjoyed the golf & social gatherings at Santa Rosa Country Club, and spent time in his second home in Hawaii.

Published in Newport Daily Express on Nov. 8, 2018