



## Lauri Union

### **Biography**

Lauri is a veteran of the building products manufacturing industry. In 1992, Lauri took over Union Corrugating Company, a family business manufacturing metal building products. At that time, Union Corrugating was a \$9MM revenue business on the verge of bankruptcy. During her 14 years as President and CEO of the company, Lauri turned the business around from an underperforming minor industry player to an industry leader in customer service and product quality.

Lauri's objective was to create the best performing company in the industry. A critical part of that plan was to foster a company culture of honesty and fairness as a foundation for building the best employee team in the industry. With that vision, Lauri and her team built the business to over \$110MM in revenue and with EBITDA margins substantially above industry norms. In 2004, Lauri sold Union Corrugating to a private equity firm, remained as CEO until 2006, and currently sits on the Board of the company.

Lauri began her career at Bain and Company, management consultants, where she worked with numerous Fortune 500 companies. She received a BA in Economics, Magna Cum Laude, from Princeton University as well an MBA from Harvard Business School.

Lauri lives in Brookline, MA with her husband and four children. She is currently a Managing Director at White Oak Investment Partners. Lauri is active in her local community of Brookline, MA as an elected member of Brookline Town Meeting. She is currently directing a pro-bono strategy project for Solomon Schechter Day School of Greater Boston. You can read more about Lauri Union in the book "How She Does It", by Margaret Heffernan and in two Union Corrugating cases published by the Harvard Business School.