



Built by Newport

Julie Laforce, Owner & President

House Committee on Commerce & Economic Development

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Agenda

- Introduction and History
 - What we do at Built by Newport
 - Our customers and workforce
 - Why Vermont?
 - Challenges we face
 - Questions
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Introduction and History

- Julie Laforce - Organizational & Leadership Development as well as Human Resources.
- Founded in 1963. Owners, Jean Laforce and Albert Forcier, grew the business from a wooden parts manufacturer employing 10 people to a manufacturer of fully assembled, finished products, employing up to 100 people at one point in time.
- David Laforce and Larry Daigneault purchased the business upon their retirement and were instrumental in recognizing and implementing advanced technology to secure our position as a leader in the furniture manufacturing industry.
- Shortly after Larry's retirement, I partnered with my husband, David Laforce, as co-owner in 2015.



What we do

Simply put, we are a hardwood furniture manufacturer specializing in dining chairs, lounge seating, occasional tables, lighting, shelves, desks, various case goods, and wooden furniture components.

We are known for our quality and business style, prioritizing relationships and a values-based company culture that extends to our customers, suppliers, and our work family.



Our Customers and Workforce

We are a business-to-business manufacturing company. Our customers are high-end retailers and designers nationwide who are passionate about American made sustainable furniture.

Our core design principle is no idea is impossible. We bring beautiful, intricate designs to life.

We average between 45 to 50 team members depending on the season ranging from craftspeople who've worked for us for 30+ years to students entering directly from the local career center and area high schools.



**YEARS
ANNIVERSARY**
bringing beautiful, intricate
designs to life



Why Vermont?

Our business was founded here in 1963. Our families were drawn to the area as it was a thriving location filled with opportunity.

It is important to us to become the best place to work in the area - rewarding and meaningful employment in a values-based environment.

In general, Vermonters have a strong work ethic and there's a sense of community that is unique. The hectic nature of metropolitan regions does not apply here.



Challenges we face

- Health insurance – rising cost
- Housing shortage
- Workforce shortages & quality
 - Technology advancements - need for higher skilled employees
 - Sustainability and Environmental Pressures
 - Drug Abuse – Impact on hiring

Our Strategies

- Health and well being as a priority – bringing in resources to support our team, healthy snacks, emphasis on safety and ergonomic improvements
- Competitive wages & benefits, including profit sharing
- Use of advanced technology to make the work safer and more enjoyable
- Authenticity and integrity



Questions?

Julie Laforce

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