

Company Spotlight



Owner Steve Raber sees nothing but good things on the horizon for West Point Woodworking LLC, which makes high-end furniture sold throughout the U.S. and in Canada.

West Point, specializing in dining tables, moved from a 6,000-square-foot facility in Shipshewana to a new, 17,240-square-foot building in 2013. The relocation to the modern \$500,000 facility and the addition of \$324,000 in equipment was made possible in part through incentives offered by local officials.



Owner Steve Raber, right, with son David

"I can't say enough good about what (local officials) have done for us," Raber said. "They saw our need and they saw that we were a company worth having in LaGrange County. They basically went to bat for us. LaGrange County is a wonderful place to conduct a business."

The expansion, Raber said, will eventually lead to the addition of seven employees, raising the number of workers to 18. It will also assist in the company's expected growth into markets overseas.

Beyond supportive local officials, Raber said LaGrange County is ideally located near major highways and possesses a strong workforce of Amish and non-Amish.

The Company File

West Point Woodworking LLC
YearFounded: 1996
Location: Shipshewana
Annual Revenue: \$3.2 million
Employees: 11
Facility Size: 17,240 square feet



A dining table designed and produced by West Point Woodworking is displayed in the company's front lobby.

Deciding LaGrange County Factors:

- Supportive local officials
- Proximity to toll road and interstates
- Strong workforce

"Having the 'English' and the Amish in LaGrange County," he said, "makes us unique in many ways to work together in a diversity of culture that strengthens the workforce. We have a lot of willing and talented people in the local area.

West Point, which is part of a flourishing woodworking industry in LaGrange County, produced 4,725 tables and generated \$3.2 million in revenue in 2013. Raber said he expects revenue in the foreseeable future will increase 20 to 30 percent every year.

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"Based on past years," he said, "the business is in a position to keep growing. We are open to the idea of expanding further as the need arises."

LaGrange County EDC
304 N Townline Rd., Suite 2 | LaGrange, IN 46761
260-499-4994 | www.lagrangecountyedc.com