



Big Benefit to Working with a Small Company

Jon Deerfield runs a built to order cabinet and furniture shop called Real Tree Woodworking in East Calais, VT, with a move to a larger space in Duxbury, VT due in February of 2021. In business for more than 12 years, Deerfield focuses on building custom cabinetry, kitchen needs, bathroom vanities, built ins, furniture and custom sized wooden doors for interior and exterior use. “Most of my work is residentially based, with some commercial jobs as well,” said Deerfield. “It comes mostly from word of mouth through other builders. I’m friends with a lot of larger contractors who hire me as a sub-contractor or recommend me to their clients when the need arises.”

Since Real Tree Woodworking is a one-man shop, Deerfield wasn’t affected by the shutdowns during the beginning of the Covid-19 pandemic. “I was busier right off the bat,” said Deerfield. “Some of the work was even due to the shutdown. I redid a room in a public library, and being shut down they were able to do a project they had wanted for a long time. It would have been a much more complicated proposal when the library was open on a daily basis.”

Besides standard social distancing guidelines, Deerfield didn’t have to change much for his workflow due to the pandemic. “Mostly it’s been minimizing contact to whatever degree is possible,” said Deerfield. “It really only effected my business when I’m installing pieces. I try to work when the client doesn’t have to be at the house. For example, I recently met for about 10 minutes, masked, to go over any last details, and then they left so they weren’t in the house while I was installing stuff. I make sure to clean everything as I go so that I leave the space in good standing when I’m done.”

For many clients, there’s a big benefit to working with a small company such as Real Tree Woodworking. “We can build the things that you can’t buy off the shelf and build it the way you want it to be,” said Deerfield. While Real Tree Woodworking is based in central Vermont, Deerfield travels all over New England and New York for clients. “I have clients in Boston, New Rochelle, Albany, Lake George, Long Island, New Hampshire, etc., though the distance that I travel is dependent on the size of the job. Everything is completely built and finished in the shop. It’s then dismantled into pieces and installed in place.”

Deerfield has enjoyed being a member of the Vermont Wood Works Council. “It’s great exposure, and it’s nice being a part of the community network,” said Deerfield. “One or two people have reached out to me after seeing my name on the list. If people are interested in a job call me up or shoot me an email for any jobs going on now or in the future.”