

Windy Corner, Inc. Rawlins, Wyoming

Kathy Conway kept busy as a stay at home mom and making alterations for two clothing stores, friends, and others in the community, but dreamed of having a business. She started a small cottage industry with hand crafted items on her front porch and maintained it for about three years, but continued to want to expand her business. Today, Kathy's home décor and gift shop, Windy Corner, has been in business for 13 years and she reflects on her success.



Kathy had a close friend in a business similar to the one she wanted to start. The friend was willing to mentor her and did so by going to market with Kathy and talking about ideas for the store. The willingness to ask for help when necessary is a strength that has benefited Kathy throughout her years in business and she, in turn, is willing to mentor others. She, along with her husband, attended



Fast Track and NxLevel courses sponsored by the Small Business Development Center and the Carbon County Economic Development Corporation. Through these courses she was able to get a good understanding of the direction she needed to go and get the necessary tools to build a good business plan. The knowledge and skills these classes exposed have been helpful throughout her business years.

In the beginning she rented a small store and continued making hand crafted items, which made up about one-third of her inventory. Ten years ago, the building she's in today came up for sale and the business moved to larger quarters. The Rawlins Downtown Development Authority stabilized the building, but Kathy and her husband, Barney, with help from a friend, renovated the building and made the necessary improvements to make it a viable retail outlet.

Not afraid to work long hours, she is always working on merchandizing, decorating, floral arranging and general store management. She also keeps abreast of new trends, and what the people of Rawlins want.



Kathy attended school at Weber State University, in Ogden, Utah, and worked retail at a large department store for about seven years. During that time she married Barney Conway. His work in finance brought them to Rawlins over 30 years ago. Both Conways love the area and have close ties with the community.

Kathy makes many contributions to the community but, feels her biggest contribution is maintaining Windy Corner and keeping it a viable and positive business in Rawlins.

Windy Corner is successful because Kathy loves her business and it shows. "I'm proud to be an asset to the community and to have a business that makes people happy."

For more information on Windy Corner, you can find the home décor gift shop at 310 West Cedar, Rawlins, Wyoming, 82301, telephone and fax number 307-328-2197 or email at w.corner@hotmail.com