Twice-Yearly Consignment Store Is Winding Down

By Lucie Brus
Two years after Kayla Sain launched Kids Haven Consignment Store in the economic "slowdown that allows them to stretch their money to get what their kids need," said business owner and operator Kayla Sain.

Sain launched Kids Haven in 2007 when her daughter, Kayla, was a toddler. "I realized how expensive it was to clothe my daughter and buy everything that she needed — and then share outgrown items in six months," Sain said. "I thought, "What if I could do this the right way.'"

After researching consignment sale in other states, Sain decided to lease a large retail space for six weeks, giving her plenty of time to take in consignments and set up a store. Then Sain offered shoppers a 10-day window to make purchases. It's a win-win proposition: allowing families to recycle outgrown and updated items to earn cash, while other families allow families to stretch their money to get what their kids need — and then share outgrown items in six months.

"Every sale gets bigger," she said. "In the first consignment sale in 2007, Kids Haven generated about $200,000 in sales. As the prices drop, so does the sale. After being closed for a few days for organizing and picking up, the store will remain open for 75 percent off during a sale on Feb. 10 and 11 a.m. to 7 p.m. on Sunday, May 3. After that, the store will be donated to local charities and recycled, allowing families to stretch their money to get what their kids need — and then share outgrown items in six months.

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