



DEALER OF THE YEAR

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Showroom Design](#)

Franklin Window and Door

In 2012, Franklin Window and Door owner Cori Brown bought a dilapidated circa-1900s building that was originally a car dealership in Franklin, Ind.'s historic district. A highly visible space with lots of storefront windows, the building had potential, she says. It took a year to restore and renovate the space. The crew removed the brick, raised the building's southwest corner 4 inches, gutted the interior and uncovered a pressed metal ceiling. They repurposed barn wood beams from a local barn built in the 1800s. The resulting space has a "rustic and classic feel," Brown says. "It's very different from a typical showroom. There's a whole different ambiance."

Since the opening of Franklin Window and Door, dozens of downtown businesses have gone through similar transformations, undergoing either a complete renovation or a facade facelift and bringing more traffic to the area.



LEADERSHIP

Cori Brown, owner and president

LOCATION

Franklin, Ind.

SALES VOLUME

\$700,000

EMPLOYEES

Eight

PRODUCTS

**Marvin, Hurd, Sun and ProVia;
Emtek hardware; Phantom
retractable screens; Thermo-Tru
doors**

According to Krista Linke, director of community development for the city of Franklin, "What [Cori Brown] did with that building was just amazing. It was one of our worst buildings downtown. They basically rebuilt it and made it historically appropriate. It's a great example of the kind of work we want to see take place."

But it's not just about creating a beautiful building. The 2,500-square-foot showroom's boutique aspect fits the products Franklin Window and Door sells, says Marvin Windows and Doors representative Tim Houz. "It's perfect for the higher-end quality products," he says. "There's a charm and appeal. Everything from the display, to the signage, the carpeting and flooring makes customers feel that they are taken care of and that a large investment with this company is worth it."

Above: The team at Franklin Window and Door. Back row, from left to right: Fay, Sparrow, Toby Cave, Andrew McCloud, Adrian Loveday, Rachel Ford. Front row, left to right: Michael Dalton, owner Cori Brown, Scott Brown.