



2017 Year in Review: Christopher Johnson, Hollister Construction Services

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Name & Title: Christopher Johnson, Chief Executive Officer & Founder

Company Name: Hollister Construction Services

Address: 339 Jefferson Road, Parsippany, NJ

What was the best decision you made in 2017 and why?

One of the best decision made in 2017 was our commitment to growth.

In 2017, Hollister reached a scale that allowed us to attract the talent necessary to operate as a business across our seven diverse sectors. We focused on bringing in a market leader for each of the sectors we continue to be active in and build sector specific teams. With a leader in place for each sector, we brought on board other teammates with a high-level of expertise specific to that sector. This has allowed us to provide our clients the guidance and management needed to deliver their projects successfully.

In 2017, we made the commitment to continue our growth, push forward and replicate this model for each of our other sectors. This strategy has allowed us to build teams of market specific experts to deliver an exceptional level of value to our partners and clients.

The decision to build sector specific teams came off a trial we executed in 2016 when we made the commitment to be a leader in the self-storage sector. We accomplished this by attracting and bringing together seasoned and experienced professionals within the self-storage sector, building our first sector specific team. This has allowed us to ultimately deliver over 1.5 million s/f of self-storage projects, making Hollister a market leader in self-storage construction.

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