



Year in Review 2018: Robert DiLeo, Hylan

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Name & Title: Robert DiLeo, CEO

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What was your most notable project, deal, transaction or professional achievement in 2018?

It's been a very exciting year for Hylan so it's hard to pick only one. But right now what comes to mind is the project the Hylan Datacom & Electrical team completed for the Staten Island Amazon Fulfillment Center. It was a very big project for us, as we built and installed the entire electrical system in less than 12 months. Amazon's Staten Island center is massive and occupies 2.4 million s/f. Hylan was responsible for installing the electrical system which included over 5,000 lights, and the building and supplying of all the electrical switchgear. It was an exciting project for a high-profile client, in the heart of where Hylan was founded over 50 years ago. So that I would have to say is one project that I'm quite proud of from this year.

What was the best decision that you made in 2018 and how did it impact your business?

2018 has been a year of significant growth for Hylan, and that success was built on our strategic and aggressive investment and acquisition strategy. This year, we successfully completed the acquisitions of Arturus Telecom, Down Under Construction, Hylan West (formerly a division of Tetra Tech) and Western Utility. These companies, along with Hylan Datacom & Electrical, are now all grouped under the new Hylan corporate brand: Hylan Companies.

These acquisitions expand upon our existing services and bring new talent to an already exceptional team. It's certainly been a learning experience to lead a company through these naturally difficult transitions, but these were important steps to take to grow our brand and reach into other markets across the U.S., in order to provide the best customer service and solutions to our valued clients - both old and new.

What market trend(s) will impact your industry in 2019?

One of the most exciting trends we are focused on are smart city initiatives around the nation. By partnering with private companies and government agencies, Hylan helps prepare cities to achieve goals that are guaranteed to improve transportation, streamline community involvement and communications, and promote a more efficient and environmentally-friendly use of resources. We are actively working to transform existing telecommunications infrastructure to facilitate smart city goals.

What was an unexpected event that occurred in 2018, and how did it impact your career or personal life?

Even though Hylan's acquisitions were very strategic and necessary in practice, it was difficult as the CEO of a company that my own father founded to learn how to let go a bit and trust the new division heads to run with their business. But, I'm happy to report, that because of this talented and innovative staff, I've learned how to delegate more and more, which is certainly an important thing for a growing company.

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