



March 20, 2011

Q&A: Christopher A. Johnson, Chief Executive Officer, Hollister Construction Services Posted

By Susan Piperato

Christopher A. Johnson, serves as Chief Executive Officer of the Hasbrouck Heights, NJ Office for Hollister Construction Services, a full-service commercial real estate general contractor and construction manager. Hollister has completed LEED projects in New Jersey and New York and has additional offices in Conshohocken, PA and New York, NY, and is committed to building sound relationships and LEED structures.



How would you characterize the state of the New Jersey construction industry?

We are noticing some glimmers of life in the market and we have seen an increase in new opportunities. Last year, we completed construction on 38 projects - a solid number in the current economy - and have a strong lineup of projects in the pipeline for 2011.

What are some current construction trends within the industrial, office, retail, hotel, medical, higher education and banking/financial sectors?

There has been some increase in demand across all the segments. Clients who slowed their development program in 2009 and 2010 are feeling more secure and planning for the future so they are beginning to become more active in 2011. The market remains price driven, with pricing favoring owners.

Is having a LEED AP as part of project team giving Hollister an edge over other construction companies?

Having a LEED AP on projects speaks to our diversity and how well rounded we are as a firm. Diverse skills are always a strength and asset in any industry and with the global focus and mindset on everything "green," it has become a must in our industry. We all live a sustainable life here at Hollister. It goes with our core values of giving back and

that includes giving back to the environment.

You're a New Jersey company with principal involvement; what advantages are there to hiring a firm like Hollister over a national construction company?

For us, everything is about the relationship. We're building a company, not sustaining one. Each relationship is developed through trust and commitment, and that starts at the principal level, and those same ideals are carried with all our teammates. We're excited about making fans out of our customers!

Kieran D. Flanagan, president of the New Jersey Office, and I have been working together since we were 14. We have been successful because of our relationships and the desire to build a relationship prior to building a structure.

We have an edge over the nationals because we know how each individual local municipality operates, so we are often able to help a client fast track approvals and permitting due to those established relationships and experience. Hollister principals visit each project on a weekly basis, while a national contractor cannot commit to a principal of the firm being on site during the project.

We leverage local relationships and local supply chains rather than try to compete on the national level. This has been evident in our geographic growth over the past few years. We opened local offices with local talent as we always want the client to feel that they are our only client. If we remove ourselves from continuing to nurture our relationships, then we will have crumbled the very foundation that we've built Hollister upon.

Hollister has been around for a while and has seen a lot changes in the industry-- including the current recession and the industrial flight from New York City to NJ. To what would you attribute your long-term success? How are you taking advantage of the current situation?

Once again, everything we accomplish is relationship-based and driven. It's not a matter of taking advantage as much as it's about always making the effort to do the right thing at each step in the process. We also align ourselves with professionals on every front - from brokers and attorneys to CPAs, architects and engineers - who see value in having and building a relationship with Hollister.

Hollister Construction Services is a full-service commercial real estate general contractor and construction manager. The company has offices in Hasbrouck Heights, NJ, Conshohocken, PA and New York, NY. Hollister is committed to building sound relationships and structures in the New Jersey and Pennsylvania markets. For more information on Hollister Construction Services, please contact Chris Johnson at 201-393-7500 or visit www.hollistercs.com.