

Entrepreneur profile

## Chris Dolan

365 Main Inc.

San Francisco Business Times - April 20, 2007

**What it does:** Data center owner and developer.

**HQ:** San Francisco.

**Employees:** 30 full-time, 60 contract.

**Founded:** 2002.

**Source of startup capital:** Rockwood Capital.

**Background:** Degree in architecture. Worked for large general contractors. Was director of design and construction for AboveNet construction before founding 365 Main.

**Age:** 34.

**Residence:** Noe Valley, San Francisco.

**Web site:** [www.365main.com](http://www.365main.com)

### Big picture

**Reason for starting business:** I had just completed a data center build in S.F. for AboveNet when (the company) filed for bankruptcy in 2002. I wanted to see the San Francisco asset succeed. We knew we just needed patience and money.

**Most difficult part of decision:** I was supporting my wife and newborn son and, at the time, there were very few believers in the data industry.

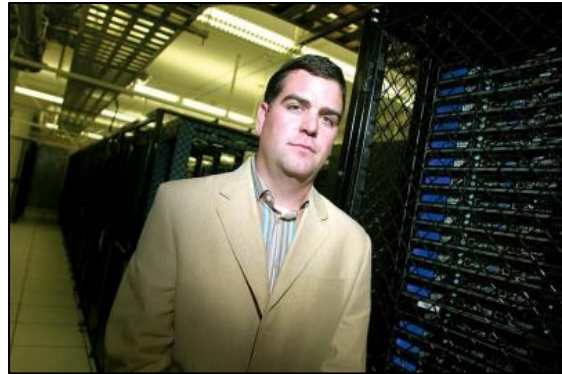
**Biggest plus of ownership:** Controlling my own destiny.

**Biggest drawback:** Less time with family in the early days. It was basically nonstop in the office at 6 a.m. and home at 7 or 8 (p.m.) and back on the computer from 10 (p.m.) to 1 (a.m.).

**Biggest misconception:** The amount of time it takes to get the business up and running.

**Biggest business strength:** Credibility and trust.

**Biggest business weakness:** International presence, that's really a goal for us.



Entrepreneur profile

## Chris Dolan

365 Main Inc.

San Francisco Business Times - April 20, 2007

**Biggest risk:** The expansion of additional data centers outside of San Francisco. It's gone very well.

**Biggest mistake:** In 2002-2003, not buying more of the distressed assets out there that could have enabled us to grow much larger than we are today. (We could have bought them for) pennies on the dollar.

**Smartest move:** Starting 365 Main at the right time and surrounding myself with great talent.

**Biggest worry:** The supply of data centers getting too far ahead of the current demand. We're in a boom situation now and don't want to have happen what happened in 2000 and 2001 (when we had) a glut.

**Top source of inspiration:** My father and my mother. My father for his business and my mother for her five-year battle with cancer, which she lost two years ago.

### Daily routine

**Most challenging task:** Balance between family and work.

**Favorite task:** Customer interaction. Just understanding what their needs and requirements are and how we can best serve them.

**Least favorite task:** Signing off on all the accounts payable.

**Biggest frustration:** For me personally, not enough time in the day.

**Source of support in a business crisis:** My father. He'd be the first phone call.

### Dreams

**Key goal yet to achieve:** International expansion. In Asia, then Europe.

**First move with capital windfall:** We would roll a lot of it into developing more data centers.

**Inducement to sell:** We really haven't thought about a sale. We've been heads-down focused on growth.

Entrepreneur profile

## Chris Dolan

365 Main Inc.

San Francisco Business Times - April 20, 2007

**First choice for new career or venture:** My passion has always been architecture and construction.

### Personals

**Most-admired entrepreneur:** Neil Smith and Ed Kavounas, founders of Rockwood Capital.

**Most interested in meeting:** Warren Buffett.

**Stress reducers:** Weekend margaritas.

**Favorite book:** A book my mother wrote prior to her death. It's my mother's life journey and battle with cancer.

**Favorite film:** "Goodfellas."

**Favorite restaurant:** I go to Garibaldi's. My cousin is the chef there.

**Favorite destination:** Every year we go to my wife's family farm in Sweden. That's an amazing place to unplug.

-- *Emily Fancher*