



Chairman
South Carolina

john.folsom@colliers.com
Main: +1 803 254 2300
Direct: +1 803 401 4265
Fax: +1 803 252 5989
colliers.com

1301 Gervais Street
Suite 600
Columbia, SC 29201

John W. Folsom, MBA

Area of Expertise

I am the Chairman of Colliers | South Carolina (CISC) after having served as the President & CEO of the company for over 30 years.

CISC is the largest commercial real estate firm in South Carolina with sales and leasing transactions exceeding \$859 million in 2024. Our Real Estate Management Services (REMS) portfolio reached a record of 26 million square feet in 2024. LCK, CISC's project management partner, managed over \$1 billion in projects in 2024.

CISC's senior management team has established a solid foundation from which our Colliers and LCK staff can grow and enjoy success in their careers. I strongly believe our platform is unparalleled in the commercial real estate industry and has played a huge role not only in the success of our company, but most importantly, the accomplishments of our professionals and our clients.

Professional Accomplishments

I am humbled to have received several recognitions over the years, including:

- United Way of the Midlands' "Humanitarian of the Year"
- Greater Columbia Chamber of Commerce's "Ambassador of the Year"
- South Carolina Biz "The 50 Most Influential People in Columbia"
- SC Biz's Business Hall of Fame
- Transitions "Volunteer of the Year" Award
- Central South Carolina Association of Realtors "Meritorious Service" Award
- Washington and Lee University's "Distinguished Alumni" Award
- Honorary Member of ODK, Washington and Lee University
- Colliers International's "Tom Richardson" Award
- In 2008, an award in my name was created by the South Carolina Independent Schools Association to recognize volunteer leadership.

Business and educational background

I hold an undergraduate degree in Economics from Washington and Lee University and graduated from the University of South Carolina with a Masters of Business Administration in 1974. Prior to joining

Colliers in 1993, I was the President and CEO of South Carolina Federal, a publicly traded statewide bank holding company.

Community Involvement

Community is one of Colliers' core values and thus I am actively engaged in leadership roles in numerous community and statewide organizations, many of which are focused on enhancing the economic and business environment in the Midlands region of South Carolina and across the state. Current positions include:

- Commissioner, Richland/Lexington Airport Commission
- Midlands Business Leadership Group (MBLG); Former Chair and current member of the Executive Committee
- Founding board member and treasurer of Salute from the Shore
- Board member of the Jackson Companies of Myrtle Beach, SC
- Board member of the Certified Development Corporation (CDC)

Former organizations, boards and chair positions include:

- Continental American Insurance Company (acquired by Aflac)
- Providence Hospital (now MUSC Midlands)
- Founding board member of Transitions Homeless Service Center
- Chair of the MBLG, 2017-2021
- Served on the "Cost of Doing Business" and the "Business Friendly" Task Forces for MBLG and Columbia Chamber
- South Carolina Independent Colleges and Universities
- South Carolina Independent Schools Association
- Washington and Lee University: Member of the Board of Trustees, President of National Alumni Association, Co-Chair of the Midlands Alumni Admissions Program, President of the Palmetto Alumni Chapter
- Hammond School
- South Carolina Chamber of Commerce
- Greater Columbia Chamber of Commerce
- United Way of the Midlands
- Young Presidents Organization (YPO)
- Chair of Shandon United Methodist Church, Board of Trustees

Education and Qualifications

Washington and Lee University,
BA, 1973

University of South Carolina,
MBA, 1974

Specializations

Executive Leadership

Client Relations

Business Development

Affiliations and Memberships

SCRA – South Carolina
REALTORS® Association

CCRA – Central Carolina
REALTORS® Association

NAR – National Association of
REALTORS®