



Meet the ICSC Member: William McCollum

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William McCollum is a real estate executive with more than 40 years of experience and extensive knowledge of the property markets throughout the U. S. with an emphasis on the retail sector. He has worked in all aspects of the shopping center business including site research, development (including entitlement processes and securing major anchors), acquisitions, dispositions and retailer expansion strategies. McCollum has worked for developers (New England Development and General Growth Properties), an advisory firm (The O'Connor Group), and a retail company (Batus Retail Group—owners of Saks Fifth Avenue, Marshall Fields and Kohl's—where he was responsible for expansion strategies). Most recently, he was the chief investment officer of Berkshire Development and, prior to Berkshire, he was an independent consultant for major public and private firms considering investment in or development of shopping centers. He is a member of the ULI, a council counselor, past chair of the CRC-Silver council and is a member of the ICSC where he was twice chair of the ICSC Research Conference and past chair of the Research Task Force. He has been on many panels at both organizations. He is a graduate of Ohio Wesleyan University and attended graduate school at American University.

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