



CELEBRATING
55 YEARS

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Jones Lang LaSalle reaches goal of 1,000 energy and sustainability accredited pros worldwide; 68 in Massachusetts

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Jones Lang LaSalle finished 2011 with 1,075 professionals accredited with LEED and other energy and sustainability designations, exceeding its publicly stated goal to reach 1,000 accredited professionals by the end of 2012. This includes 68 accredited professionals in New England of which 61 are in Mass.

"Sustainability is now important to every service we provide. Our professionals use their sustainability expertise to advise our clients and to deliver superior operating results, even at properties that are not on a path to certification," said Dan Probst, chairman of energy and sustainability services at Jones Lang LaSalle. "Sustainability accreditation verifies that we understand the strategies for managing energy, water and other aspects of sustainable development and operations."

The global commercial real estate services firm employed about 650 sustainability accredited professionals in May 2011, when the goal to "Accredit 1K" was announced internally. It was initially thought that adding 350 accredited staff in eight months would not be feasible.

"We initially planned to reach 1,000 accredited professionals by the end of 2012, but the response from our business leaders and on-site professionals around the world, based on rising client demand, was so strong, we had to move quickly," said Lauralee Martin, Chief Operating and Financial Officer at Jones Lang LaSalle. "We increased the classes at our Sustainability University, and our professionals showed real drive in studying for and passing difficult tests while continuing to perform their regular responsibilities."

Jones Lang LaSalle professionals have been instrumental in securing energy and sustainability certifications at more than 200 buildings and commercial interiors around the world. The firm has installed or advised on 1,400 MW of wind and biomass energy projects, and in 2010 saved clients \$128 million in energy costs, avoiding 563,000 metric tons of greenhouse gas emissions.

"The 'Accredit 1K' initiative expanded the reach of Jones Lang LaSalle's sustainability accredited professionals to 29 countries across the firm's three geographic regions:

Asia Pacific - Australia, China, Hong Kong, India, Japan, Korea, New Zealand, Singapore, Taiwan and Vietnam

Europe, the Middle East and Africa - Croatia, England, France, Germany, Hungary, Ireland, the Netherlands, Poland, Russia, Scotland, Spain, Sweden, Turkey and the United Arab Emirates

Americas - Argentina, Brazil, Canada, Mexico and the United States

A majority of accreditations are for Leadership in Energy and Environmental Design (LEED), including LEED Accredited Professionals as well as the new LEED Green Associate designation. Other energy and sustainability professional accreditations held by Jones Lang LaSalle

professionals include:

AIEMA - Associate for the Institute of Environmental Management and Assessment (UK/worldwide)

BREEAM - Building Research Establishment Environmental Assessment Method (UK)

CBCP -- Certified Building Commissioning Professional (US/worldwide)

CEM -- Certified Energy Manager (US/worldwide)

DCEP -- Data Center Energy Practitioner (US)

Green Globes / Go Green Plus -- (US/Canada)

GMM - Green Mark Manager (Singapore)

Green Star -- (Australia)

NABERS -- National Australian Built Environment Rating System (Australia)

About Jones Lang LaSalle

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2010 global revenue of more than \$2.9 billion, Jones Lang LaSalle serves clients in 60 countries from more than 1,000 locations worldwide, including 185 corporate offices. The firm is an industry leader in property and corporate facility management services, with a portfolio of approximately 1.8 billion square feet worldwide.

LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse in real estate with more than \$47.9 billion of assets under management. For further information, please visit our website, www.joneslanglasalle.com.

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