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## **Jones Lang LaSalle's managing director Berman appointed to lead Healthcare**

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According to Jones Lang LaSalle (JLL), managing director Mindy Berman has been appointed to lead the firm's Healthcare practice within the firm's Americas Capital Markets business. In this role, Berman is charged with the advancement of the firm's client service delivery of healthcare-related capital markets transactions.

"Healthcare real estate has become a prized asset class for investors and developers. On the heels of the recession and with the passage of healthcare reform, growth in medical facilities is expected to be at historically high levels in the coming years to handle the 32 million people who will now have health insurance," said Jay Koster, JLL's Americas Capital Markets president. "By appointing Mindy to lead our Healthcare Capital Markets practice, we are ready to serve our clients' growth in this pivotal sector."

Berman will act as a Capital Markets liaison to the firm's recently expanded Healthcare Solutions practice. JLL's National Healthcare group works with clients throughout the country delivering program management, strategic consulting, financial strategy, and transaction and sustainability advisory services.

Berman has been a Managing Director with the firm's Corporate Capital Markets practice for the past four years. In the past 15 years, she has advised and arranged more than \$3 billion of healthcare industry real estate property for providers and developers involving sale-leasebacks, developer build-to-suits and synthetic leases of acute care hospitals, medical office buildings, outpatient facilities and senior housing and skilled nursing facilities. Her experience with healthcare providers also includes medical equipment financing and unsecured private placements.

Berman is well known for her success in marrying debt and equity investors with needed financing solutions for occupiers in real estate. She earned her B.A. from Brandeis University and her MBA from Boston University.

Joining Berman will be Ken Ferretti, associate. Mr. Ferretti has 8 years of experience in real estate, working for the past three years in the Capital Markets group at Jones Lang LaSalle.

Jones Lang LaSalle Capital Markets is a full-service global provider of capital solutions for real estate investors and occupiers. The firm's in-depth local market and global investor knowledge delivers the best-in-class solutions for its clients – whether a sale, financing, repositioning, advisory or recapitalization execution. In the last three years, Jones Lang LaSalle Capital Markets completed more than \$143 billion transactions globally. The firm's Capital Markets team comprises approximately 1,500 specialists, operating in 180 major markets worldwide.

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 2009 global revenue of \$2.5 billion, Jones Lang LaSalle serves clients in 60 countries from 750 locations worldwide, including 180 corporate offices. The firm is an industry leader in property and corporate facility management services, with a portfolio of approximately 1.6 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 approximately \$40 billion of assets under management.

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