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JLL appoints Middleton-Pratt to higher education market leader in New England

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As part of JLL's ongoing commitment to provide a strong services platform that connects all business lines across the New England region, the firm announces that Lauren Middleton-Pratt has been named market lead for higher education in New England. She will serve as the in-house expert addressing the unique set of real estate issues facing colleges and universities, and will bring together JLL's local and national real estate specialists to deliver value-added solutions to higher education clients throughout New England.

Most recently Middleton-Pratt developed extensive real estate experience at the Boston Redevelopment Authority (BRA), the city's planning and economic development agency, where she served as project manager. She had primary responsibility for the entitlement of a number of significant projects, including many on the South Boston waterfront.

In her role she worked closely with developers, members of the community, other government officials and advocacy groups concerning every aspect of real estate development. Lauren previously worked in urban planning and event coordination with the City of Newton, the Metropolitan Boston Housing Partnership, the Boston City Council, and the City of San Antonio, TX.

"Lauren has a track record of building effective relationships among many different stakeholders and a talent for solving real estate problems," said Jim Tierney, market director of JLL in New England.

"Her ability to navigate complex regulatory environments, to connect with decision makers and most importantly be a thought leader in real estate issues that face academia will be a great benefit to our New England clients. I am confident that by working closely with all of our market businesses, and with our national higher education practice group, Lauren will fuel the growth of our full service platform into the higher education market. We are excited to have her on our team."

In her position, Middleton-Pratt will work closely with JLL's award-winning, national higher education practice. Together JLL's experts deliver a comprehensive portfolio of services to meet the specific needs of the higher education market: campus planning, construction, energy and sustainability services, financing, lease and sale negotiations, property and facility management, and project and development planning.

"Lauren's varied real estate experiences will allow her to understand the many facets of our client's real estate concerns and needs," said Herman Bulls, chairman of JLL's public institutions group and head of its higher education practice. "Having a lead in the Boston office will allow JLL to further its position as a national leader given the importance of the higher education market in New England."

Middleton-Pratt earned a masters degree in city and regional planning from Boston University. She has a B.A. in public relations and business administration from Xavier University of Louisiana.

JLL is a professional services and investment management firm offering specialized real estate services to clients seeking increased value by owning, occupying and investing in real estate. With

annual fee revenue of \$4 billion and gross revenue of \$4.5 billion, JLL has more than 200 corporate offices, operates in 75 countries and has a global workforce of approximately 53,000. On behalf of its clients, the firm provides management and real estate outsourcing services for a property portfolio of 3 billion s/f, or 280 million square meters, and completed \$99 billion in sales, acquisitions and finance transactions in 2013. Its investment management business, LaSalle Investment Management, has \$53.0 billion of real estate assets under management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated.

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