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## **Fabiano and Ciummei named to lead JLL New England industrial practice group**

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Boston, MA As part of JLL's continued commitment to build a leading brokerage team with complete coverage throughout Greater Boston, they have named Joe Fabiano and Michael Ciummei to lead its New England industrial practice group. Fabiano and Ciummei are veterans of the JLL suburban leasing team, with experience advising tenants and landlords on a wide range of real estate needs. In their new leadership capacity, they will spearhead JLL's efforts concerning industrial, light manufacturing, R&D, logistics, and distribution space throughout N.E. Together they will be responsible for running and growing the industrial brokerage business, working closely with the firm's national industrial group.

Fabiano executed transactions for JLL's clients including: Ingersoll Rand, Smith & Nephew, Samsonite, and Stryker. Ciummei executed transactions with these companies: Coca Cola Bottling Co. of Northern N.E., Loomis Armored, Harris Systems, and Emerson Ecologics.

"We continue to grow market share and place our top talent in key leadership positions," said Managing Director and leader of JLL's Suburban team Matt Daniels. "Joe and Michael's market insight, transaction skills, professionalism, high level of energy, competency, and their ability to leverage our Industrial platform, will ensure that JLL has a strong presence in the industrial sector and across the suburbs."

Fabiano earned a B.A. degree from Assumption College. He is a co-chair of the Italian Home for Children's Emerging Leaders Society. Ciummei holds a B.A. from Bates College. Both are members of the Greater Boston Real Estate Board.

JLL is a leading professional services firm that specializes in real estate and investment management. A Fortune 500 company, JLL helps real estate owners, occupiers and investors achieve their business ambitions. In 2016, JLL had revenue of \$6.8 billion and fee revenue of \$5.8 billion and, on behalf of clients, managed 4.4 billion s/f, and completed sales acquisitions and finance transactions of approximately \$145 billion. At the end of the third quarter of 2017, JLL had nearly 300 corporate offices, operations in over 80 countries and a global workforce of over 80,000. As of June 30, 2017, LaSalle Investment Management had \$59.0 billion of real estate under asset management. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated.

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