



## The "silver lining" in the cloud of the current economy is...

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Marie-Claire Cunningham is an executive vice president at Jones Lang LaSalle. Cunningham is a senior member of Jones Lang LaSalle's corporate account management team in New York. She is the transactions platform lead for the company's work with a major financial institution, providing best practices, reporting and training for the office and retail leasing team. She is also a member of the firm's transactions management advisory committee. Previously, she managed the retail leasing group for the bank's 500 branches in the United States.

Cunningham was named one of the top 50 women in real estate in June 2004 by AREW and Real Estate Weekly. Cunningham received the Irish American Building Society's Award of Honor in Real Estate in May 2006.

Among her career achievements are: Overseeing a major expansion of Roosevelt Field Mall on Long Island-the shopping center is one of the country's top-ranked malls, and selling 4 million s/f of development rights at Colgate Center in Jersey City, N.J. Cunningham is also heading for Jones Lang LaSalle two initiatives for a significant international financial institution: she is leading the company's U.S. retail leasing team in overseeing the client's 500 branches, which total 2.8 million s/f and she is supervising a cross-functional team in developing an opportunity assessment to identify cost-savings options for the client's office and retail portfolio, which totals nearly 10 million s/f.

Cunningham served as president of the Association of Real Estate Women in New York from 2003 to 2004 and was a member of a special committee that evaluated and negotiated AREW's recently unveiled affiliation with Commercial Real Estate Women (CREW). She has also participated as a panelist at Columbia University's Real Estate Roundtable programs and at New York University's Real Estate Institute. Cunningham has been a volunteer with the New York City Ballet since 1993.

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That more firms are realizing the value of partnering with Jones Lang LaSalle. The real estate services company's global reach translates into measurable and significant financial savings for its increasingly international clientele. Jones Lang LaSalle's breadth of services in every region of the globe deliver cost savings, value creation and operational efficiencies.

Marie-Claire Cunningham is an executive vice president at Jones Lang LaSalle, New York, N.Y.

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