

UNDAUNTED FOR ISRAEL.

Despite the unrest in Israel, two top Atlanta real estate attorneys still plan to visit in November.

The trip is part of an ongoing initiative to foster ties with investors there.

Abe Schear and Philip Skinner, who head up **Arnall Golden Gregory LLP's** real estate group, say they have no plans to cancel their Nov. 9-16 trip.



Schear
Arnall Golden Gregory LLP

The visit is part of an initiative, begun about a year and a half ago, designed to educate Israeli investors, lawyers and brokers about U.S. real estate opportunities, and thus increase business for the Atlanta law firm.



Skinner
Arnall Golden Gregory LLP

The idea came about when Shelly Rabinovitch joined AGG in August 2004. Rabinovitch had practiced in Israel for seven years in the office of Eitan Erez, who at the time was chairman of the annual Israeli Bar Association meeting.



Rabinovitch
Arnall Golden Gregory LLP

In May 2005, Schear attended the gathering in Israel with Rabinovitch and

met investors and financial advisers interested in U.S. real estate.

Schear, Rabinovitch and other members of the firm, including corporate partner Sherman Cohen, have since returned to Israel. The November trip will be Skinner's first.

Thanks to the relationships, Schear said, AGG has placed phone calls introducing U.S. investment opportunities to Middle Eastern businessmen and also set up business meetings for Atlantans when they have traveled to Israel.

"The effort is very critical to our goals of becoming a more relevant real estate group," Schear said.

HILLIS HIRED. Mark Hillis has joined the Atlanta office of **Cushman & Wakefield Inc.** as senior managing director in the capital markets group.

Previously, Hillis was an executive director with **Morgan Stanley Real Estate**, where he was involved with \$10 billion in sales in the last eight years.



Hillis
Cushman & Wakefield Inc.

Cushman & Wakefield's capital markets group provides advisory, transaction and investment management services to real estate investment clients.

— Staff writer Lisa R. Schoolcraft contributed to this column.

Bluffs are buff

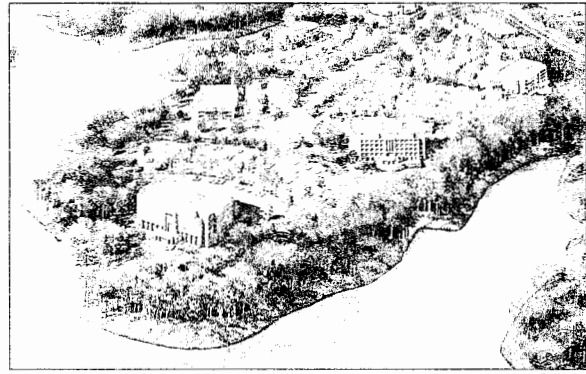
The Cherokee County Commission has purchased a 23.6-acre tract in Canton on which it plans to build a \$23 million county administration and conference center complex.

The commission purchased the land in The Bluffs at Technology Park for about \$2 million from **TPA Realty Services**.

In addition to building a 72,000-square-foot administration and conference center facility under one roof, the site will be prepared to accommodate a 160-room full-service hotel.

A request for proposals for a private company to build and operate the hotel and conference center will be advertised soon.

Cherokee County has hired **The Facility Group Inc.**, based in Smyrna, to design and build the administrative offices and the conference center.



SPECIAL

The scheduled completion date is April 2008.

The 700-acre, mixed-use Bluffs development is at Interstate 575, north of the Riverstone business and retail district.

TPA Realty Services purchased the majority of the land for The Bluffs in February.

Old Mill LLC is developing a 66-acre residential component, which will include single-family homes and condos, and TPA Realty Services is in the planning stages of preparing 50 acres that can be subdivided into 5- and 10-acre sites for office, office space and light industrial use.

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