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Electrical contractors work on the new office space for Latham, Shuker, Eden & Beaudine LLP on the 14th floor of the One Eleven Building.

Proximity to new arena, lower rates attracted Latham

Last spring, attorney Peter Latham asked John Esposito from commercial real estate brokerage Studley Inc. to show him the top Class A downtown office buildings as a possible new location.

**Latham**

Orlando law firm Latham, Shuker, Eden & Beaudine LLP had been at the Bank of America Center building for the past 15 years. But it decided the 14th floor of the One Eleven building was perfect for its new home.

Latham wanted a premier location with a great view and proximity to the core of downtown, and the One Eleven building fit the bill.

But initially, the landlord stayed firm on higher lease rates than the law firm was willing to pay. Thanks to the tenacity of Lincoln Property Co. Vice President and broker Jeff Patterson, whose employer was part owner

of the building, the landlord softened and lowered the rates. Patterson knew the only way to ink good tenants was to offer competitive rents.

Latham, Shuker, Eden & Beaudine last November signed a 10-year lease for the space and started buildout last month.

"With the Magic moving downtown and the courthouse being more electronic so our attorneys are taking fewer trips there, being on the north end of town isn't as attractive as it was 15 years ago," Latham said. "There's not as much going on there as at Church Street and Orange Avenue," with the new Amway Center's opening last fall.

And what stood out at the One Eleven building was the location, the architecture and the view of Lake Eola. "That's also our message as a firm — we're different and creative, and we found compatibility in their style with our style."

— Anjali Fluker