



Center Street
CAPITAL ADVISORS

NEWSLETTER

ISSUE 2 | OCTOBER 2023

Welcome Message from CEO

Greetings to our valued clients, partners, future-partners and friends.

We're thrilled to share our latest quarterly update with you as Center Street Capital Advisors (CSCA) continues to flourish! If our last newsletter left you wondering what we'd be up to next, well, wonder no more, because we've been hard at work growing our team and expanding our presence to better serve our communities and clients.

At CSCA, we've always believed in the power of smart financial decisions (this is why we exist!), and this time, we're not just growing client wealth; we're growing our family. Total headcount now stands at 22...double the 11 when we started in May of last year and on our way to 30 by Thanksgiving! With new faces, fresh perspectives, and a growing network of locations, our commitment to advisor satisfaction and client financial success has never been stronger.

#investedinyou



Speaking about commitment, Barry Sommers, the Senior Executive Vice President and CEO of Wealth & Investment Management at Wells Fargo & Company recently told Bloomberg, "**We really do believe that five years from now the independent channel will be our biggest channel.**" The independent platform is already Wells Fargo's fastest-growing wealth channel and Center Street Capital Advisors has roared onto the scene in a material way.

In this edition, we'll introduce you to our talented team members from New York to New Jersey to Florida. We will talk about our growth plan for Manhattan and also meet Michael Schwarzberg, Regional Managing Director at CSCA with responsibilities throughout the state of Florida. The opportunities Center Street Capital Advisors can provide the right Financial Advisor is unmatched in the industry, in our humble opinion, and we are proud of the partnerships thus far.

Mark Klein
CEO

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PEOPLE, PLACES & THINGS

NEW YORK NOW OPEN

We were busy in July planning for a major launch...In August, we executed a lease to officially launch in the city that never sleeps and planted a flag in New York City at newly reopened Penn 1. Being one of the only Wells Fargo Advisors Financial Network (FiNet) practices in the big apple, **we offer a turnkey solution for the breakaway advisor that wants access to city amenities, a high-end place to meet with clients and an easily reachable location convenient to all modes of public transportation.**

This expansion was made possible with the proud addition of **Jack Wegh**, Managing Director and Senior Financial Advisor, whom moved over from Morgan Stanley in midtown. Jack has been busy and his efforts have paid off. **In just about one month, our transition support team transferred nearly ALL of Jack's clients smoothly and efficiently.**

I believe this is a testament to strong relationships and the laser-focus-effort of our team. We are excited to build on this success and grow our market share in Manhattan with other like-minded people.



Jack Wegh
Managing Director

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Bob Muhleisen

Senior Vice President

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(973) 475-8106

CHATHAM KEEPS ON CHUGGING ALONG

In September, Bob Muhleisen from Short Hills, New Jersey joined Center Street's Chatham location as the latest Senior Vice President. Bob is a careful and meticulous thinker that pours everything he has into his investment thesis and client relationships. When he realized the additional benefits and flexibility he would enjoy, both on behalf of his clients and his family, the choice for Bob to move was clear.



Mery Steckly

Director of Branch Operations

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(973)-475-8148

MAJOR ADDITION TO THE PRACTICE

Lastly, on October 9th, Center Street proudly announced the hiring of Mery Steckly as Director of Branch Operations. With more than 33 years of industry experience managing all aspects of large markets, Mery will be responsible for pre-and-post-affiliation transitions, facilities management, Human Resources and more. Landmark moves like this underscore the opportunity presented by Supported Independence as more people are voting with their feet.

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DELIVERING IN DALLAS

We closed out the month of September in Dallas, Texas at a national conference by Wells Fargo Advisors Financial Network, called IGNITE. The 500 people who attended this annual event met with other independent leaders and advisors, learned about future platform upgrades and shared ideas.

CSCA's Mark Klein was invited to participate in a panel discussion on managing a rapidly growing practice and building an infrastructure of support. "It was a particularly proud moment for Andrew [Wayne] and myself to see Mark on the big stage. He sets a high-bar for hard-work and has poured everything into helping CSCA succeed. The recognition is well-deserved," says Managing Partner/Co-Founder, Gary Wayne.



Mark Klein, CEO of CSCA, participating in a panel discussion at IGNITE in Dallas, Texas.



IN FULL SWING

On October 2nd, CSCA held its First Annual Golf Outing at Crestmont Country Club in West Orange, NJ. Fifty-two golfers from up and down the East Coast and as far away as St. Louis enjoyed an incredibly warm and sunny day...a nice departure from the flood conditions only days prior! Clients, partners, colleagues and friends were all joined by additional guests following the round for dinner and entertainment.

Planning has already begun for next year...

See you there??



FORBES/SHOOK TOP ADVISOR SUMMIT

It wasn't all play in October as Co-Founder and Managing Partner Gary Wayne left the golf outing and went straight to the Forbes/Shook Top Advisor Summit in Las Vegas. Gary was asked to moderate a panel about private credit in high interest rate environments.

Job well done!!



SUNSHINE STATE OF MIND

As great as the summer was, September was record-breaking! **Progress in our renovation of a 7200 square foot office in Boca Raton, Florida allowed us to bring over Financial Advisors Michael Schwarzberg and Adam Greenbaum along with Senior Client Associate Lauri Jablo.** This win represents more than just another successful transition...Schwarzberg joins as

Regional Managing Director in Florida and will have responsibilities to expand Center Street's footprint in Boca and beyond. In this capacity, he will report to CEO Mark Klein and together will identify advisors seeking a simplified solution for independence. Learn more about why he made the move in this newsletter's Q&A.

MEET THE BOCA TEAM



Adam Greenbaum
Senior Vice President



Lauri Jablo
Senior Client Associate
Assistant Vice President

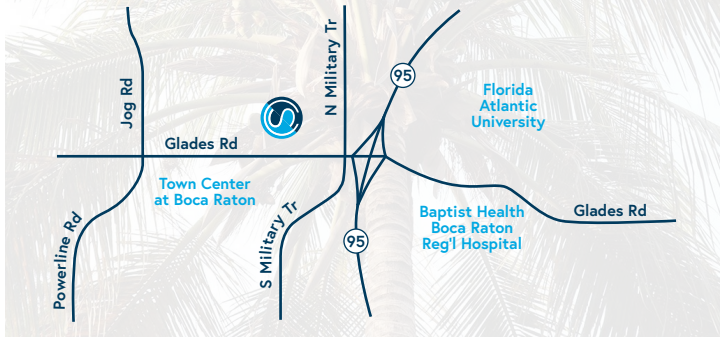


Michael Schwarzberg
Regional Managing Director

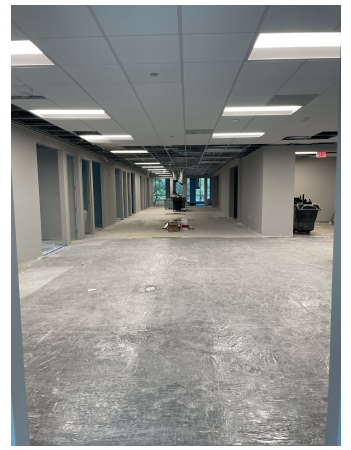
GRAND OPENING COMING SOON

Peninsula Executive Center II
2385 NW Executive Center Drive
Suite 260, Boca Raton, Florida 33431

Located in the heart of the financial center of Boca Raton and adjacent to the Town Center Mall. Walking distance to top local restaurants and nightlife.



CONSTRUCTION PROGRESS IN BOCA



Q&A

with Michael Schwarzberg

Mark Klein
CEO



Michael Schwarzberg
Regional Managing Director



We caught up with Michael Schwarzberg, Regional Managing Director of Florida for CSCA.

MARK: Michael – Welcome to your first official Center Street sit-down and a chance to tell the public your story. Please, give us some background on who you are and how you got into the business.

MICHAEL: I can take you back to 7th grade when my school visited a local branch of a large brokerage firm to learn about markets. I caught the bug early and it became an obsession for me in college. At the time, I felt an accounting degree would serve me well in analyzing corporate balance sheets. After a brief stint working for a Big 8 account firm, where I had obtained my CPA (no longer active), I shifted completely into personal financial planning and entered the brokerage world.

MARK: And you shifted again into branch management, where we got to know each other. Why?

MICHAEL: It was always something I wanted to do because I enjoyed playing the role of coach. In fact, I had a second college degree in management. When I joined Wells Fargo Advisors, my children were grown and I had time to devote to clients as well as helping other team members develop. In particular, the idea that I could affect a local branch culture and grow that office with other people like me was very appealing, and fun!

MARK: So not only did you have fun, but you had great success in the Boca Raton branch. Tell us more.

MICHAEL: The most fun I had in the role was with

recruiting. It's a chance to attract talent and get to hear stories from other advisors. The more you do that, the more you realize that people are simple...they want to be appreciated, fairly compensated, not nickel-and-dimed, have access to good technology and services and be part of a positive culture.

MARK: And now you bring that positive culture, positive attitude and positive momentum to Center Street as Regional Managing Director in the Sunshine State.

MICHAEL: And I couldn't be more excited. The stars had begun to line up and when Wells Fargo & Company underscored their commitment to independence, the path became clear. There is renewed energy and vigor in FiNet and it comes at a time where advisors want greater flexibility, autonomy, ownership, improved economics and a culture that has long left the branch system. They are voting with their feet and that's why I believe this is the fastest growing platform in the system. My enthusiasm to be part of Center Street and expand our footprint across Florida is overwhelming. I honestly haven't been this excited in many years and it's a good feeling.

MARK: We feel the same and have had a significant uptick in interest with the announcement of your transition. Partnering with managers, recruiting firms and other advisors will no doubt lead to greater success and I'm humbled to have you on the team.



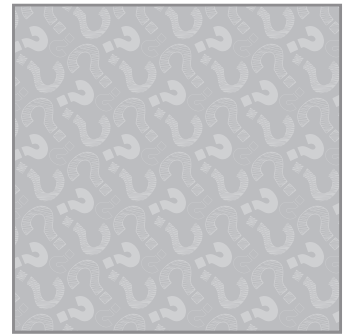
Chatham, New Jersey



Boca Raton, Florida



New York, New York



Where will we go next?

“

Plan for the future. People who stay in the present will be in the past."

– Abraham Lincoln

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