



# NEWSLETTER

ISSUE 3 | JANUARY 2024

## Welcome Message from CEO

Dear Center Street Capital Advisors Community,

Welcome to the first newsletter of 2024! It's with immense pride and gratitude that I reflect on the incredible journey we embarked on in 2023. We achieved remarkable growth and overcame challenges which ended with record levels across the board.

Quick recap of 2023:

- **FA headcount almost doubled from 10 to 19 and total headcount was the same story, from 15 to 29**
- **NYC opened as our second location** to welcome Jack Wegh, Managing Director and Financial Advisor, whom joined from Morgan Stanley.
- **Boca Raton became our third office to open** and is a design masterpiece, featuring 7200 square feet of custom art, modern furniture, a welcoming "living wall" upon entry and a lounge for team members to unwind in front of a four-TV-wall.

#investedinyou

- **We closed out the year with over \$3.2 Billion in assets** entrusted to us by clients, ranking our 19-month old practice #4 out of 536 in the country on the Wells Fargo Advisors Financial Network (FiNet) platform.

As we step into the New Year, our momentum doesn't just continue; it accelerates. The strategies that served us well in the past year will be building blocks for our future success. With a steadfast commitment to excellence, we're ready to elevate our financial services practice to new heights.

In 2024, expect more innovation, more personalized solutions, and more milestones. Our team is geared up for the challenges ahead, and we're not just keeping pace; we're setting it!

*Thank you for being an integral part of our journey and following along with our story. Here's to another year of growth, collaboration, and achieving financial milestones together!*

Mark Klein  
CEO

### In This Issue...

- Welcome Message
- People, Places & Things
- Q&A with Bryan Drowos
- Year End Celebration
- Bergen County, NJ?
- Closing

# PEOPLE, PLACES & THINGS

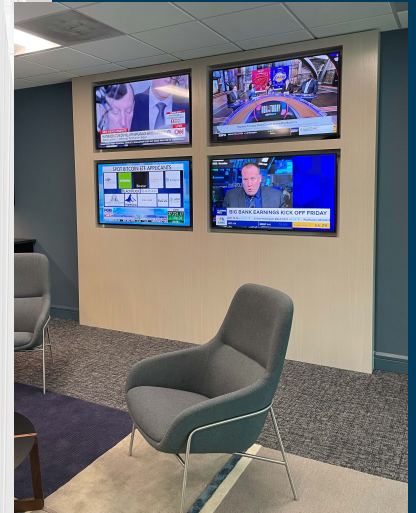
## 7200 SQUARE FOOT OFFICE, BOCA RATON, FLORIDA IS NOW OPEN

Renovations on our brand-new, state-of-the-art, 7200 square foot office in the heart of Boca Raton, Florida is NOW OPEN! This location has it all and has been designed with Florida vibes in mind. Entry to the suite welcomes you with a "living-wall" and brightly lit artwork and furnishings. Choose to meet with clients in either the small conference room or the large one, with room enough to comfortably seat 12-people or meet virtually on the 70" screen.

For our Center Street Capital Advisors (CSCA) team members, a massive and bright office with room for 30 people awaits. Each ergonomic chair is partnered with an electronic stand-up desk upon which a large, curved, 38" monitor is placed for your viewing pleasure. We take care of all your technology needs so you can focus on clients!

Once settled in your office, unwind in the office lounge and enjoy the four-TV wall for your favorite shows, networks and sporting events. Once you are here, all comforts are available at arm's-length!

If you are looking to be part of a practice that offers high-end accommodations for you and your clients to use, look no further than CSCA Boca...and stop by for a visit!



**Justin Taylor**  
Registered Client Associate  
justin.taylor@csc.com  
(973) 475-8107

## EARLY ADDITION TO CENTER STREET IN CHATHAM

As we prepare to expand our practice, we continue to invest in the infrastructure and future of Center Street. With that, we start 2024 off with a new member:

**Justin Taylor** – After a short stint away from Wells Fargo Advisors, Justin joins CSCA as Registered Client Associate to aid in client management and the transition of advisors joining from other firms. Justin is highly organized and efficient with a great deal of experience that will lend itself to a smooth experience for both advisors and their clients.

**You can learn more about Justin by visiting his bio page on [www.CSCA.com](http://www.CSCA.com).**

# Q&A

## with Bryan Drowos

Mark Klein  
CEO



Bryan Drowos  
Partner, Managing Director,  
Drowos Private Wealth



### *DROWOS PRIVATE WEALTH JOINS FORCES WITH CENTER STREET*

In November, Center Street Capital Advisors officially welcomed Drowos Private Wealth (DPW) in Boca Raton. The group is helmed by the incredibly charismatic Bryan Drowos, whom joins as a Partner and Managing Director. We caught up with Bryan for this issue and to learn more about his journey to independence.

**MARK:** Bryan – It's been a busy time for you and your team and welcome to Center Street Capital Advisors – we are truly thrilled to partner with your group. Even though we published your story online at CSCA.com, tell our readers about yourself and Drowos Private Wealth.

**BRYAN:** Thanks, Mark. I'm very lucky to be surrounded by a talented team of Financial Advisors like Ken Nemery, Bob Schramm and Jeffrey Kassower. We would never be able to service our clients in the manner they deserve if not for the indomitable support of Senior Client Associates Susie Goldberg and Cindy Shore. Together, we manage over \$600 million of assets under management (as of 1/2/2024) and operate a high-touch practice based on wealth planning.

**MARK:** You have certainly build an impressive business. More than one year ago, Co-Founders/Managing Partners Andrew Wayne, Gary Wayne and myself were introduced to you at a time of exploration for the next phase of DPW. Independence was gaining momentum in the industry and Wells Fargo Advisors had relaxed their transition options to the Financial Network channel, where CSCA operates. Tell us about your thought process in ultimately deciding on the path you took in November.

**BRYAN:** I had long been interested with independence and the idea of actually owning my business, not just being a W2 employee of a larger

firm. As the leader of my team, it was natural to think I would carry the mantle and launch on our own...and I weighed this option heavily. As I learned more about the details and many, many moving parts, the thought of taking so much time away from my clients, my charitable involvement and my family was a roadblock I could not solve alone. We had many options to choose but what you and the CSCA team have built is exactly what we wanted and the choice was clear. Maintaining ownership of our practice while adding the support and infrastructure of your team simplified the process and made our transition easier. You have already established the different processes, have hired the people and built the foundation. Being able to focus on our clients while enjoying the benefits of independence has been great, and we are just getting started.

**MARK:** You have a great reputation in South Florida and as our Partner, we see an incredible opportunity to grow the CSCA footprint in Boca Raton. How do you see our office growing?

**BRYAN:** While there are several options in the area, we believe we found the one which best combines the opportunity for better economics, ownership, and a full suite of investment products and services our clients expect; not to mention in such a great location with a fresh new office which has been meticulously designed. My most successful friends and colleagues who also operate high-touch and high-net-worth practices understand that independence is clearly the future, and many have already seen our office and heard the story... With so much interest, the real question for you is what happens when this office gets full!?

**MARK:** That is inevitable and will be a good problem to have...looking forward to working and building together.



## FORBES BEST-IN-STATE AWARD

### Drowos Private Wealth Team of Center Street Capital Advisors was named to the Forbes Best-in-State Wealth Management Team list for 2024!

*The Forbes Best-in-State Wealth Management Teams rating algorithm is based on the previous year's industry experience, interviews, compliance records, assets under management, revenue and other criteria by SHOOK Research, LLC. Investment performance is not a criterion. Self-completed survey was used for rating. This rating is not related to the quality of the investment advice and based solely on the disclosed criteria.*



## YEAR-END CELEBRATION

Most of the CSCA Team from New York and New Jersey came together at year-end to celebrate a momentous year of growth and learning.

"I am blown away by what this team has accomplished in a short period of time and humbled by the overall growth of Center Street. While much has been achieved, we are just getting started. On behalf of my brother and Mark, Thank You for taking care of clients and being a part of the Center Street family," said Managing Partner/Co-Founder Gary Wayne during his toast.





# Center Street

CAPITAL ADVISORS

## You may...

- ✓ earn more money
- ✓ keep more money
- ✓ improve client support
- ✓ customize succession plans
- ✓ achieve long term capital gains on a sale

## Are you tired of compensation changes every year?

At Center Street Capital Advisors, we are invested in the success of our advisors and their clients. Having established a strong presence in Chatham, NJ, New York, NY and Boca Raton, FL, we are taking a strategic approach to expanding our Supported Independence footprint.

INDEPENDENCE  
SIMPLIFIED

COMING TO  
BERGEN COUNTY

*With this expansion, we are now looking for a particular advisor or team to anchor an office in Bergen County.*

#sharethegrowth

***There is a reason we're one of the fastest growing practices with Wells Fargo Advisors Financial Network (FiNet)...and we're just getting started.\****

## Interested in joining us?

Call, email or visit our website for information and updates.

**[973.765.6945](tel:973.765.6945) | [Mark.Klein@CSCA.com](mailto:Mark.Klein@CSCA.com) | [www.CSCA.com](http://www.CSCA.com)**

\*Based on AUM and # of FAs as of Dec. 1, 2023.

Investment products and services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN), Member SIPC. Center Street Capital Advisors, LLC is a separate entity from WFAFN.

CENTER STREET CAPITAL ADVISORS  
[www.CSCA.com](http://www.CSCA.com) • 973.765.6945 • Offices in Chatham, NJ, Boca Raton, FL, New York, NY



Chatham, New Jersey



Boca Raton, Florida



New York, New York



Bergen County, NJ?



When I think about what we have done in a short time, I wonder where we would be if Center Street started years earlier. The biggest regret most independent advisors have, is not making the transition sooner.

“ Our most valuable asset is our time. We only have a limited amount of it, and what we waste we can't get back. Use it wisely. ”

– Our friend, Matt Newman

Investment products and services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN), Member SIPC. Center Street Capital Advisors is a separate entity from WFAFN.

19 Center Street, Chatham, NJ 07928  
2385 NW Executive Center Drive, Suite 260, Boca Raton, FL 33431  
250 West 34th Street, Suite 309, New York, NY 10119  
[www.CSCA.com](http://www.CSCA.com) • 973.765.6945



**Center Street**  
CAPITAL ADVISORS

CENTER STREET CAPITAL ADVISORS  
[www.CSCA.com](http://www.CSCA.com) • 973.765.6945 • Offices in Chatham, NJ, Boca Raton, FL, New York, NY