



Center Street
CAPITAL ADVISORS

NEWSLETTER

ISSUE 8 | JULY 2025

Welcome Message from CEO

Dear Center Street Capital Advisors Community,

This past spring, my family and I made the pilgrimage to what is arguably one of the most iconic destinations in America: Disney World. If you've been, you know – it's not just a theme park; it's a carefully choreographed experience designed to dazzle all five senses. Everywhere you turn, there's something jaw-dropping: the immersive rides, the cinematic-level visuals, the sheer scale of it all. Even as an adult, I found myself stunned more than once.

And yes – it's expensive. Let's be honest, when a bottle of water starts to feel like a luxury item, you know you're in Disney territory. Yet somehow, it works. The lines are long, the crowds are massive, the prices are eye-watering...and still, everyone is smiling. Why? Because of the magic. Not just the fireworks and the parades, but the way Disney makes you feel – seen, delighted, cared for. It's a culture built with intentionality, where people willingly invest time and money to be part of something joyful and memorable.

That experience resonated with me long after we returned home – because it reflects the same kind of commitment we strive for at Center Street Capital Advisors.

We're building more than a platform. We're creating an environment where advisors and clients feel valued, supported, and proud of where they are. Our focus on culture isn't a tagline – it's the foundation. Whether it's our service model, transition support or our collaborative spirit, everything we do is designed to deliver something that feels a little extraordinary.

Much like Disney, we believe that when you create a place where people genuinely want to be, they don't just stay – they thrive. And while we're not selling churros or FastPasses, we are committed to delivering an experience that feels personal, high-touch, and yes, even a little magical.

Thanks for continuing to follow our story and we appreciate all the support.

Mark Klein

CEO, Center Street Capital Advisors


Mark Klein
CEO

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CENTER STREET CAPITAL ADVISORS

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CONGRATULATIONS TO OUR WINNER'S



Gary Wayne, CFP®
Managing Partner/Co-Founder
Chatham, NJ



Andrew Wayne, CFP®
Managing Partner/Co-Founder
Chatham, NJ



Bryan Drowos, CFP®, CPWA®
Managing Director
Boca Raton, FL

2025 FORBES BEST IN STATE WEALTH ADVISORS: NJ – Gary Wayne & Andrew Wayne; FL – Bryan Drowos

It doesn't get much better than this as we celebrate the achievements of our very own! Please join us in celebrating the accomplishments of: Managing Partners and Co-Founders, Gary Wayne and Andrew Wayne in New Jersey along with Partner and Managing Director Bryan Drowos in Florida. Not only do we believe they epitomize exemplary service to clients, they represent us well and put their hearts and souls into seeing Center Street thrive. Congratulations to these gentlemen on jobs well done.

2025 Forbes Best-In-State Wealth Advisors; Awarded April 2025; Data compiled by SHOOK Research LLC based on the time period from 6/30/23- 6/30/24 (Source: Forbes.com). The Forbes Best-in-State Wealth Advisors 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.

CENTER STREET CELEBRATES 3-YEAR ANNIVERSARY

As we celebrate the 3-year anniversary of Center Street Capital Advisors, we are proud to reflect on what has been a truly remarkable journey. **Since launching as an independent practice in May 2022, we have nearly tripled our assets, increased advisor headcount by 5X and total headcount by more than 4X.** We have quickly become one of the largest practices on the Wells Fargo Advisors Financial Network (FiNet) platform. We believe these milestones are a testament to the vision, grit and shared commitment of our entire team. We feel that the decision to go independent has proven not only to be financially rewarding for everyone involved, but also deeply fulfilling on a personal level. And we're just getting started – our momentum is strong, our goals are ambitious, and we believe the next chapter promises even greater success. **Thank you to EVERYONE that has supported Center Street.**



CENTER STREET ADDS TO LEADERSHIP TEAM

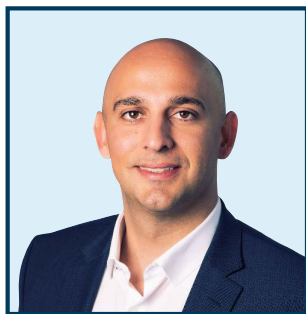
When Gary, Andrew and Mark (CEO) were huddled around a conference table in early 2022, plans were being drawn up for Center Street's infrastructure. We believed early on that our Supported Independence model would be most attractive to advisors coming from the wirehouses as they were the ones most comfortable with the "lights on / lights off" environment we strive to replicate. Now that Center Street is approaching 50 people in total and additional advisor teams are coming onboard in the weeks/months ahead, it was time to add to our leadership team in support of our Advisor partners. In May, we welcomed **Daniel Adler as Director of Compliance and Supervision**. Daniel is a first-line-of defense (and offense) to everyone at Center Street and has responsibilities to help with day-to-day needs. Much of what Daniel does is one-on-one when team members need assistance or have questions of a regulatory, compliance or supervision nature. He has tremendous experience in both operations and supervision making him an invaluable asset to the CSCA team. When an advisor is seeking an independent solution with support, Dan and the Center Street team have you covered.



Daniel Adler
Director of Compliance
and Supervision

TRANSITIONS

This past quarter has seen a continued surge in wirehouse-to-independent transitions, reflecting a broader industry trend toward autonomy and entrepreneurial freedom. According to J.D. Power, over one-third of brokerage advisors are actively exploring new firms, with many breaking away from large wirehouses seeking greater control and alignment with client-centric values. The sheer volume of those departures underscores the dynamism in today's wealth-management landscape.



In a sign of increased competition for top talent, **Wells Fargo Advisors (WFA) recently hired Farhad Firoozi – formerly a West Coast recruiting head at LPL – as its new recruiting lead.** We believe his move from LPL highlights WFA's aggressive push to expand its independent-advisor channel, FiNet, which also supports Center Street Capital Advisors.

In our opinion, these developments (not to mention LPL's record acquisition of Commonwealth Financial) reinforce just how hot the "advisor break-away" trend has become. At Center Street, we believe we're well-positioned to attract top talent.

#investedinyou

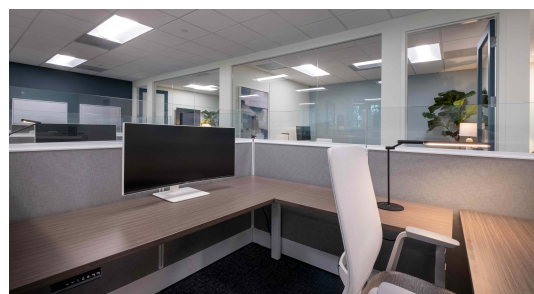
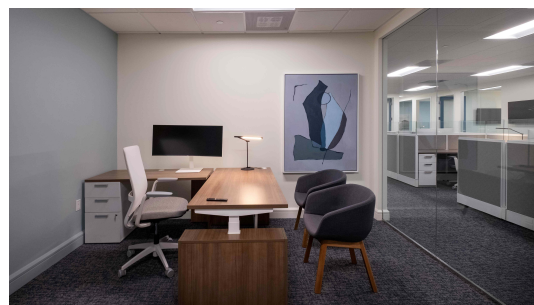




EXPANDED FOOTPRINT IN BOCA RATON, FL

Soon after the official launch of Center Street's HQ in Chatham, NJ in May 2022 – we signed a 3,000 square foot lease in Boca Raton, FL right across the street from the Town Center Mall. While we were working with the architect and designer and began ordering furniture, the advisor demand soared and we outgrew the space before the first hammer was swung.

Luckily, there was additional space available next door and we were able to acquire a total of 7,000 square feet. This space opened for business in November 2023 and has served us well for nearly 18-months. Earlier this year, we had an opportunity to break through a wall and build-out an additional 3,000 square feet. As of this very moment, we now have an additional (and badly needed) 8 offices and 3 support stations – each completely furnished with motorized standing desks, over-sized monitors, trendy artwork and more. The approach we took in scaling the office has been intentional and rewarding. Have a look and see for yourself as we are OPEN FOR BUSINESS!





Chatham, New Jersey



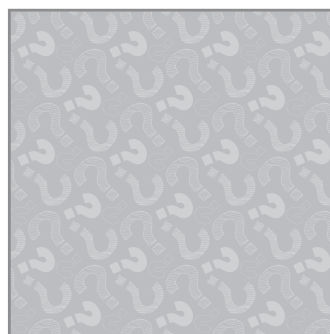
Boca Raton, Florida



Cary, North Carolina



New York, New York



Is your town next?

Interested in learning more about what we are building? Think about this quote and reach out.
We would love to talk...

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"Ambition is the path to success.
Persistence is the vehicle you arrive in."

– Bill Bradley

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