

Information Management Network



GLOBAL ORGANIZERS OF INSTITUTIONAL  
FINANCE & INVESTMENT CONFERENCES

THE 5<sup>TH</sup> ANNUAL  
BORROWERS' & INVESTORS'  
FORUM ON REAL ESTATE  
MEZZANINE  
LOANS

DECEMBER 1-2, 2005  
THE MILLENNIUM BROADWAY CONFERENCE CENTER  
NEW YORK, NY





# CREATE LIVING URBAN

Money  
Marketing  
Pre-Sales

## Capital Solutions For Real Estate Developers

CenterPoint LLC is recognized as the industry leader in boutique financing for luxury multifamily real estate developers. Through CenterPoint's **Capital Solutions™** and its elite group of preferred vendors, the company brings considerably more talent to the table than other lenders. The result of this is the ability to save developers significantly on their cost of money, thus adding to the developer's bottom line.

CenterPoint's **Project Driven Financing™** program assists developers in various areas of financing, such as Equity, Mezzanine, Construction and Inventory Loans, aggressively marketing its preferred vendors in unison with CenterPoint's **Capital Solutions™** through its policy of Our Money, Our Vendors: Your Project's Success.



[www.centerpointcs.com](http://www.centerpointcs.com)



LAS VEGAS CENTRAL, LAS VEGAS, NV



**Glen S. Weisberg**  
**Senior Managing Director**  
**THE TUCKERMAN GROUP**

Glen S. Weisberg is Senior Managing Director of The Tuckerman Group, an affiliate of State Street Global Advisors. Glen joined the Tuckerman Group in 1998. He heads the Chicago office where he oversees the origination, underwriting and asset management of private market investments nationwide. He is a member of the Tuckerman Investment Committee and Board of Directors.

Prior to joining Tuckerman, Glen was Senior Vice President of Greystone Realty Corporation, where he had responsibility for both acquisitions and asset management. Previously, he managed Hilton International Hotels in New York City and San Juan, Puerto Rico from 1983 to 1988.

He graduated from the School of Hotel Administration at Cornell University and earned his MBA from Columbia University.

**Stephen Zadrick**  
**Founder & CEO**  
**CENTERPOINT LLC**

Stephen Zadrick is Founder and CEO of CenterPoint LLC, a real estate investment company that focuses on providing capital solutions to luxury condominium developers. Steve created and implemented the Project Driven Finance™ model in 1989 in Miami Florida. Steve was recently recognized as one of Builder and Developer Magazine's Who's Who in the Building Industry (Jan 2005), was listed in Florida International Magazine's People edition titled Power Players: 100 A-List Floridians (April 2005) where he was included as an Innovator: People Who Use Originality to Reinvent the Status Quo. In January 2005 Steve was a featured speaker at the annual National Association of Homebuilder's International Builders Show in Orlando FL where his program was rated by the NAHB as one of the Top 5 educational sessions of the hundreds that were presented. In '05/'06 Steve has been asked to speak at the Building Industry Show (November), the International Real Estate Expo (November) and again at the NAHB's International Builder's Show in January, presenting the program "So you want to be a multifamily developer?" Steve was recently asked to serve on the President's Circle of the Board of Experts of IRETO, the International Real Estate Trade Organization ([www.ireto.org](http://www.ireto.org)) and is also a Full Member of the Urban Land Institute ([www.uli.org](http://www.uli.org)), a Member of the International Real Estate Federation ([www.fiabci.com](http://www.fiabci.com)) and the National Association of Home Builders ([www.nahb.org](http://www.nahb.org)). Steve has positioned CenterPoint LLC as a recognized industry leader in boutique financing for luxury high rise real estate developers including equity, mezzanine and late stage financing and investments. Through CenterPoint's Capital Solutions™ and its elite group of preferred vendors, the company brings considerably more talent to the table than other lenders. The result of this is the ability to save developers significantly on their cost of money, thus adding to the developer's bottom line.

Stephen Zadrick is a media expert who has been active in the media/barter business since 1976. In the late-80's he contracted his first real estate title for advertising for one of his personal residences, a condominium at 50th and Collins Avenue in Miami Beach. With this a business model was born.

Steve then went on to become one of the first to organize a substantial corporate real estate trade, a multiple property Real Estate barter media contracts with Citicorp (Bank) Worldwide totaling approximately \$30 million. This transaction, exchanging prime commercial real estate for media for use in funding the companies Visa and MasterCard spot radio and television advertising budgets, was the beginning of an industry trend. In 1992 the first project of this transaction (a property in Washington DC) was featured on the cover of Barter News as "Real Estate: Barter's Newest Venue". In the years following other companies entered the field, such as Cushman & Wakefield, New American Network, Active International and Icon. The companies and many other firms created divisions or affiliated companies to do the same form of transaction.

In 1999 Steve incubated an 'in kind' media-based venture capital fund that closed-out in 2001 following the fall of the tech stock surge. The \$15 million OneTravel.com investment that led to its formation has proven to be a strategic move for the parties involved in the transaction. Steve then went on to personally bankroll yet another new upstart corporate barter company with IGT Services, with whom Steve had worked in a management position in the late-80's. The company officially became known as IGT Corporate Services, where Steve served as co-CEO of the Company. IGT Corporate Services had a list of clients which included Avon, Microsoft, SuperClubs Resorts, Allegro Resorts, Herbalife, Damiani Jewelry and many others. IGT Corporate Services was a new performance-based corporate barter firm where Steve sourced and organized a team of some of the industries top corporate barter professionals. In December 2003 Steve left IGT Corporate Services to form CenterPoint LLC with his sights firmly set to focus and specialize by creating a unique and total solution to financing for the real estate industry which he began developing in 1989.

Steve resides "on the road" between CenterPoint's Miami and Las Vegas offices, his horse ranch in Ocala, Florida and resides at the Trump building in North Miami Beach while in town. Steve's wife Karin is a professional photographer and artist from Europe, where she received her Masters in the Arts. Something you may find interesting about Steve is