



More Credit Suisse Equity-Placement Execs Go Solo

Jennifer Aleman Hutter and Elizabeth Weiner, who previously were with Credit Suisse's real estate private fund group, have formed KAP Group to help real estate investment managers line up institutional capital.

Both executives were vice presidents in the Credit Suisse unit, which was led by William N. Thompson, who recently [left with the unit's senior executives and joined Greenhill & Co.](#), giving the boutique investment bank real estate capital-raising capabilities. Thompson had co-founded the Credit Suisse unit while at Donaldson, Lufkin & Jenrette, along with [David Hodes and Doug Weill](#), who last year also formed their own placement firm, Hodes Weill & Associates.

Hutter and Weiner have a combined 20 years of experience in capital raising. Before joining Credit Suisse, the two were with DLJ, which the investment bank acquired. Their firm, which is based in Denver, focuses on helping clients develop marketing materials and customizing strategies for raising capital.

While at Credit Suisse, the two helped 14 clients raise a total of \$8 billion of equity for funds that targeted value-add, opportunistic and debt investments in the United States and abroad.

"We prepare managers at the outset, before the road show, and create a marketing message tailored to the manager's strengths," Hutter said. "Our core objective is to give our clients the best opportunity to raise capital in a highly competitive, supply-constrained investor universe."

Comments? E-mail [Orest Mandzy](#) or call him at (215) 504-2860, Ext. 211.

Copyright ©2010 Commercial Real Estate Direct, a service of FM Financial Publishing LLC. All rights reserved.