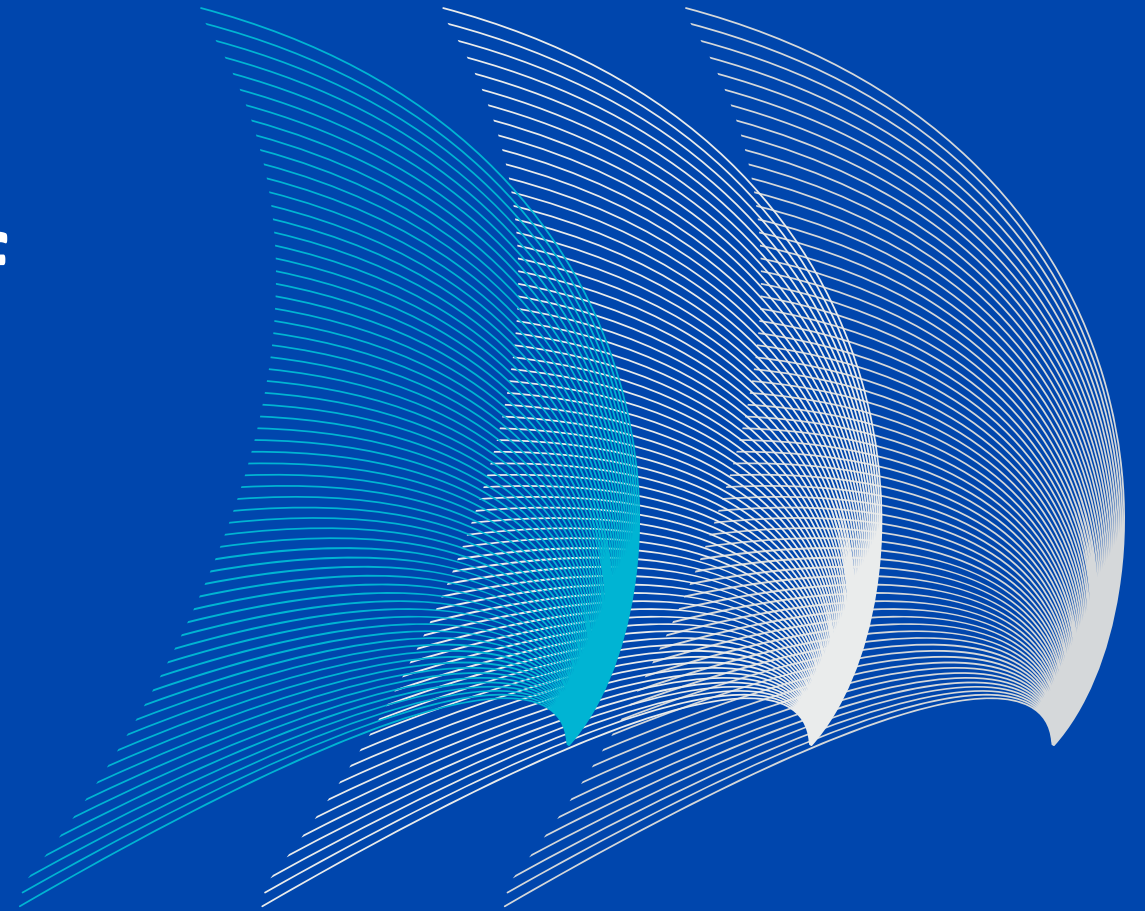


Michigan Association of Mayors Conference

8/9/2023



Today's Purpose

Introduce Common Sail Investment Group, and share relevant development capabilities of Common Sail Development & O'Brien Construction

CommonSail

Investment Group



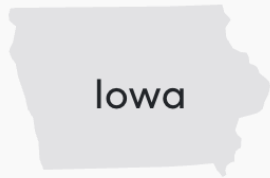
Common Sail Investment Group is a Brighton, Michigan based family of companies serving over 8,000 employees across our brands in the real estate development, senior housing and health care space.



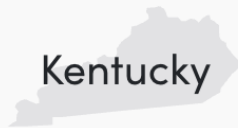
Illinois



Indiana



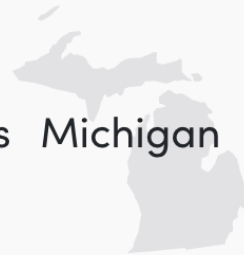
Iowa



Kentucky



Massachusetts



Michigan



Ohio



Tennessee



Wisconsin

Leading The Way By Putting Others First

Real Estate Development and Construction



#1 Name In Multi-Family
Getting complex deals done and
building world-class housing

Senior Housing



**Nobody Loves & Cares For Seniors
Better Than Us**
Operating world-class senior living
communities

Senior Health Care and Wellness



**Guiding Patients & Families Through Their
Health Care Journey**
Providing the health care and wellness
services seniors need

Growing By Meeting Needs

Real Estate Development
and Construction



11,000
multi-family housing
units built or renovated

150+
projects developed
and/or constructed

Senior
Housing



Own and/or operate
105 buildings

10,000+
senior housing units
MI, OH, IN, WI, KY, TN, IL, IA, MA

Senior Health Care
and Wellness

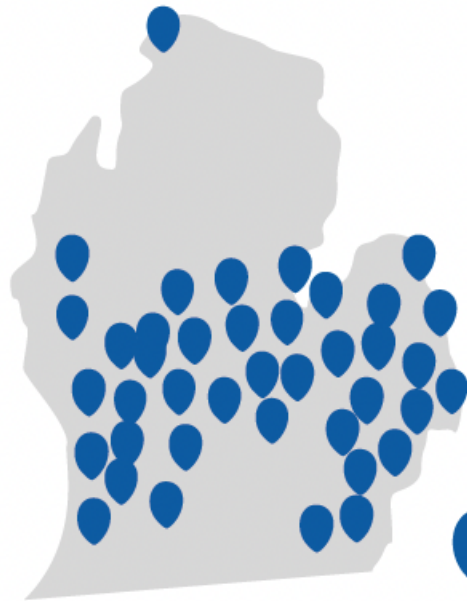


 **5,000+** 
patients and families
cared for each year 

12,000
prescriptions/month being
filled by CorsoCare Pharmacy

Leading The Way From Michigan

Serving Michigan Seniors



40 Communities
3,387 Apartments

Independent Living
1,382

Enhanced Living
491

Assisted Living and Memory Care
1,514

Serving Michigan Employees

Company	Location	Number of Employees
StoryPoint Group Communities	Throughout the state	1,983
Common Sail Investment Group Home Offices	Brighton, MI Grand Rapids, MI	272
Laurus Home Care Home Office	Milford, MI	278
O'Brien Construction Home Office	Troy, MI	59
CorsoCare Home Office	Milford, MI	268
Total Michigan employees:		2,860



We are Purpose Built

We are multi-family development experts building every unit like it's somebody's entire world.



Senior Living
High-end/Luxury
Workforce
Mixed-use
Renovation



Traditional
Renovation
Senior



Alternatives for Girls breaks ground on new \$17M Detroit Center to help at-risk youth

FOX 2
DETROIT



DETROIT

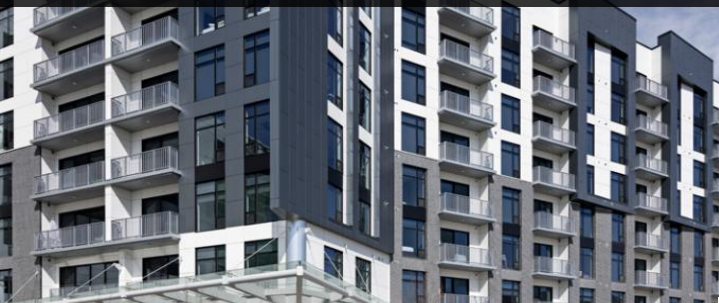
Mariners Inn launches \$24M renovation, expansion for battling addiction



Sarah Rahal
The Detroit News

The Detroit News
SERVING MICHIGAN SINCE 1873

*We're building so much more than housing.
We're building trust, pride and a better world one job at a time.*



How 3 Metro Detroit communities are turning commercial districts into new downtowns

MICAH WALKER | WEDNESDAY, JANUARY 23, 2019



Resilient Neighborhoods: New SW Detroit mixed use development prioritizes affordability

DAVID SANDS | TUESDAY, APRIL 11, 2023



DETROIT

New affordable housing, health care center opens for LGBTQ+ youth in Detroit



Hannah Mackay
The Detroit News

The Detroit News
SERVING MICHIGAN SINCE 1873

Development & Construction By The Numbers

Real Estate Development



Construction



Labor & Procurement



11,000+

multifamily housing units
built or renovated

150+

projects developed and/or
constructed

\$4 billion+

In real estate developed and
owned

Completed over

\$2.7 billion

in capital market transactions

61 years

of experience

116

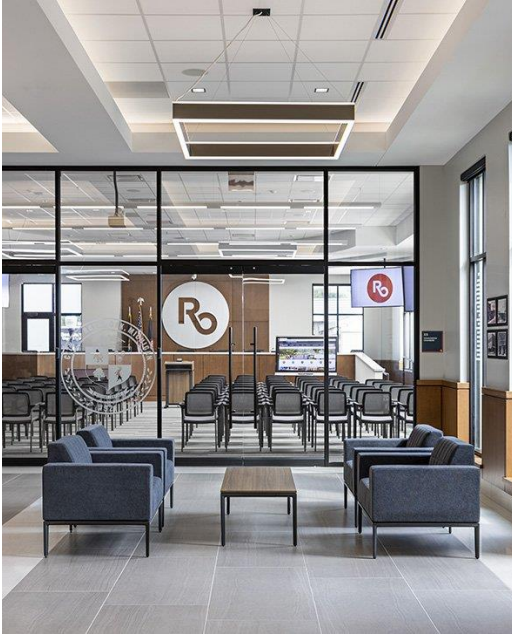
LIHTC/HUD projects

7,534

LIHTC/HUD units

Royal Oak City Center Royal Oak, MI

Construction Type: New Construction
Sq. Footage: 42,000 SF



Innovative Solutions & Cost-Effective Methods for Municipal Projects

ZEN APARTMENTS

Troy, MI

Construction Type: New Construction

Total SF: 389,870

of Units: 286

Retail SF: N/A

Total Development Cost: \$54,340,000

Year Completed: 2021

Owner: Unicorp National Developments

Architect: Krieger Klatt Architects

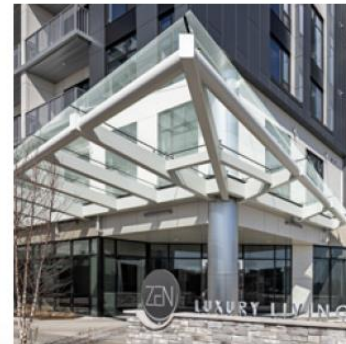
Financing: Private

The building was designed to look like a sports car.
We helped a demanding project run like one too.

Not only does this building look like a sports car, but we made this tough project run like one, too, delivering it on-time and on-budget. We provided pre-construction services and served as construction manager for a premier, class-A, multifamily development with high-end amenities and common area space.

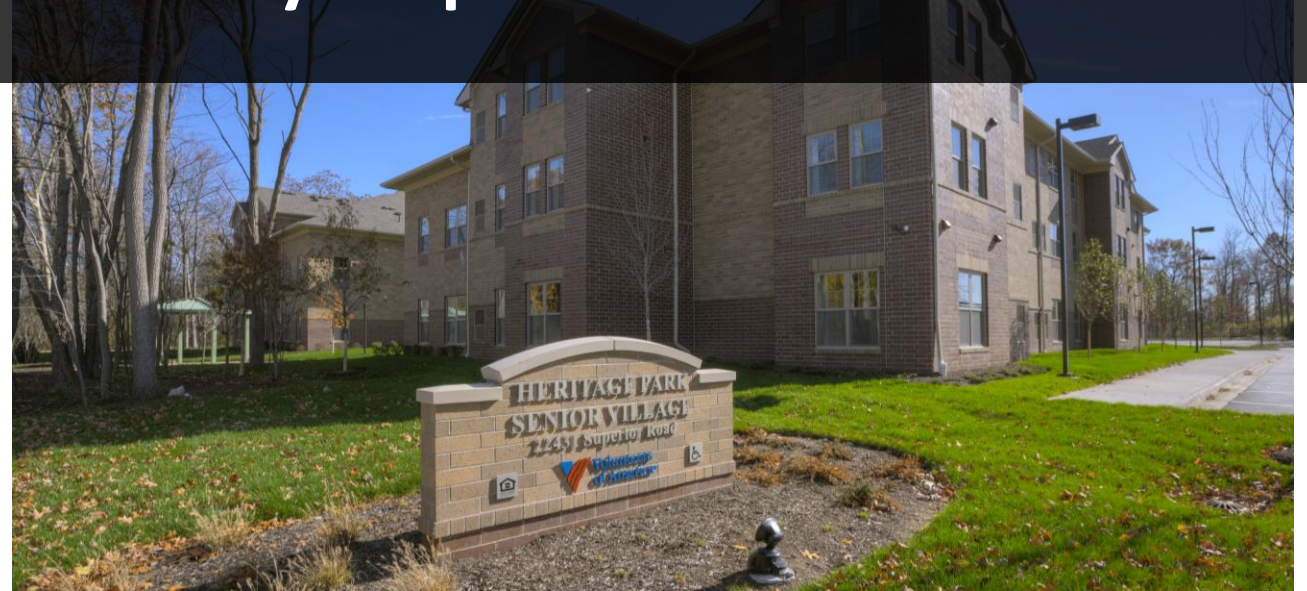


Transforming Commercial Property Into Live/Work/Play Spaces





Building Housing That Keeps Aging Populations In The Communities They Helped Build





O'BRIEN

Q & A

