



MERCED STATION EB-5 PRESENTATION

AUGUST 2022

Presented by:

NEW COURSE
ENTERPRISES

This presentation will contain forward looking statements. While management believes all information contained within the presentation to be accurate, actual results may differ materially. This presentation should not be relied upon solely for investment purposes and should not be considered investment advice.



Merced Station Table of Contents



MERCED STATION CORE TEAM OVERVIEW

ADDITIONAL TEAM MEMBERS



EB-5 INVESTMENT HIGHLIGHTS

EB-5 OVERVIEW
RETURN-ON-INVESTMENT
JOB CREATION
CAPITAL STACK



MERCED STATION PROPERTY OVERVIEW

PROPERTY LOCATION
MEDIA AND VIRTUAL TOURS
AMENITIES
FINANCIALS



UNIVERSITY OF CALIFORNIA MERCED

UNPRECEDENTED HOUSING SHORTAGE
ENROLLMENT GROWTH



CITY OF MERCED

Merced Station Core Team Overview



Shamrock Acquisitions LLC (www.Shamrock-Acq.com) is a real estate acquisitions firm formed in 2008. The company acquires physically and financially distressed properties in Michigan, Ohio, Indiana, Florida and California. The firm has two distinct strategies. First, is a long-term “buy and hold” strategy. This encompasses small office buildings, multifamily residential, long-term notes, single family rentals, and retail centers. The second strategy is to purchase, develop, and/or renovate and sell high quality assets at market value. As of April 2022, Shamrock owns approximately \$200 million worth of real estate across the United States and is the Developer of Merced Station.



Peak Campus (www.PeakCampus.com) is a fully integrated student housing real estate management company providing best-in-class property management, development and consulting services. With over 52,000 student housing beds, 96 properties, and \$3 Billion currently under management, in over 65 college markets, Peak is currently the country’s second largest privately-owned, student housing company. Peak Campus serves multiple University of California assets, both on and off-campus. Peak Campus is the manager of Merced Station.

Merced Station Core Team Overview



West + Creek (www.wcbuild.com) is a construction management company and general contracting firm located in California. West + Creek provides industry leading services in the fields of construction, architecture, and construction management. They continue to be committed to their customers and produce on time, on budget projects all over California and specialize in everything from Multifamily, Purpose-Built Student Housing and Large Commercial building projects. West + Creek was the General Contractor for Merced Station and successfully completed construction of the Project in 2022.



New Course Enterprises (www.newcourseenterprises.com) was founded in 2015 and serves as the lead developer on over 8,000,000 SF of real estate, comprised of various communities including mixed-use, apartments, student housing, commercial, hospitality, condominiums, townhomes, single family homes, parks and open space. The total pipeline value is over \$3 billion. New Course also invests in several asset classes, including real estate developments and facilitates investment into the United States through its EB-5 Regional Center (USCIS Regional Center ID ID1621754379). New Course's Regional Center sponsors Merced Station and provides investment advisory services.

Merced Station Additional Team Members



Impact DataSource prepared the Economic Report to substantiate EB-5 job-creation and Targeted Employment Area (TEA) status.



Baker Tilly prepared Merced Station's EB-5 Matter of Ho Business Plan.



Darren Silver & Associates represents Merced Station's EB-5 Fund as its EB-5 immigration counsel.



Clifton Larson Allen provides Merced Station's EB-5 Fund with tax, audit, and advising services.

EB-5 Investment Highlights

- Experienced Development and EB-5 Team, including Approved USCIS Regional Center with 100% approval rate.
- Merced Station qualifies as a TEA Project, only requiring \$800,000 investment
- Investment Offering includes I-526 and I-829 Petition Approval Guarantee
- 35 Families from all around the world have already invested in Merced Station to secure their EB-5 Visa
- Merced Station is self-sustaining and currently generating \$10 million+ in revenue per year, \$3 million+ in cash flow with 95%+ current occupancy
- Merced Station is fully funded and doesn't need any more capital.
- Construction is complete and all EB-5 jobs have already been created, so there's no job-creation risk
- Strong 4.875% annual ROI for EB-5 Investors (\$39,000 per year), distributed in quarterly installments of \$9,750 immediately after investing
- University of California Student Housing is a safe investment with strong long-term demand
- EB-5 Investors can start with \$200,000 down and invest the remaining amount over a 12-month period.

Merced Station EB-5 Overview

New Commercial Enterprise: Merced Station Senior EB-5 Equity Fund, LP		
EB-5 Details		
	Investment Amount	\$800,000
	Administrative Fee	\$25,000
	USCIS Regional Center ID	ID1621754379
	Total EB-5 Raise	\$24,000,000
	Investment Type	Senior Equity
	Investment Term	5 Years
	Annual Rate of Return	4.875%
	Distribution Frequency	Quarterly
	Total Jobs Created	713.1
	Total EB-5 Units	30
	Use of Funds	Replace Bridge



Merced Station EB-5 ROI Overview

Capital Investment	\$ 800,000				
Annual Rate of Return	4.875%				
	Year 1	Year 2	Year 3	Year 4	Year 5
Quarter 1	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750
Quarter 2	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750
Quarter 3	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750
Quarter 4	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750	\$ 9,750
Total	\$ 39,000	\$ 39,000	\$ 39,000	\$ 39,000	\$ 39,000
Total Profit	\$ 195,000				
Return of Principal	\$ 800,000				
Total Capital Outflow	\$ 995,000				

Merced Station Job Creation

EB-5 Job Creation Details			
Activity (RIMS II)			
	Direct	Indirect/Induced	Total
Residential Structures	305.7	314.0	619.7
Architectural, engineering, and related services	6.4	5.9	12.2
Wholesale Trade	--	10.5	10.5
Real Estate	47.8	22.9	70.7
Total Employment	359.9	353.2	713.1
Merced Station utilized “Bridge Financing” to complete the Project in accordance with USCIS’ definition, which allows EB-5 Investors to replace the Bridge Financing and get credit for past Job Creation. This means the EB-5 Investors Job Creation requirement is GUARENTEED to be satisfied immediately upon investing.			
		Total EB-5 Investors	62
		Needed Job Creation	620
		Jobs Already Created	713
		Excess Jobs Created	93

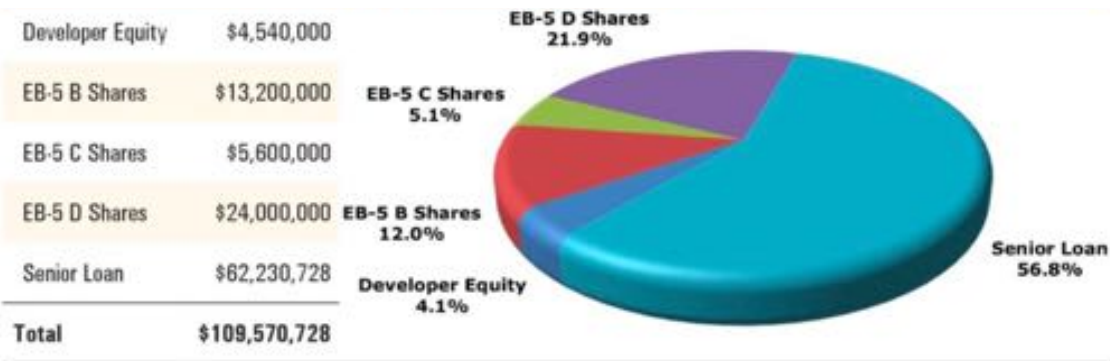
Merced Station Capital Stack Analysis

- Junior Debt to be replaced by EB-5 D Shares
- Portion of Senior Loan to be replaced by D Shares
- Junior Debt and Senior Loan interest rates are greater than D Shares, thereby reducing cost of capital for Project Shareholders upon replacement.
- Both Junior Debt and Senior Loan considered “Bridge Financing” according to USCIS’ definition, which allows EB-5 Investors to replace them and retroactively get credit for Job Creation.
- This is the safest way to complete the EB-5 Job Creation requirements since the EB-5 jobs have already been created.

Current Capital Stack



Capital Stack After New EB-5 Raise



NOTE: Up to \$24,000,000 of EB-5 D Shares will replace junior (bridge) loans and a portion of the senior loan.



Merced Station Property Overview

Merced Station is a 270-unit, 885-bed student-housing development with 6,600 square ft. of retail space currently serving the students of University of California, Merced, one of the most prestigious and fastest growing Universities in the United States.

Sitting less than 2 miles from the south edge of the UC Merced campus, Merced Station is the premier off-campus asset in the market. The property reaps the benefit of being the sole purpose-built student housing development catering to UC Merced. Merced Station offers an added layer of convenience to residents with a private shuttle.

Moreover, the property is located less than 2 miles from the southwest edge of Merced College – a community college boasting over 10,000 undergraduates. Residents have close access to all the necessities including campus, nearby parks, transportation, shopping and dining. The property's location offers monopolized resident demand, and, in turn, substantial annual rent growth and consistent operational sustainability.

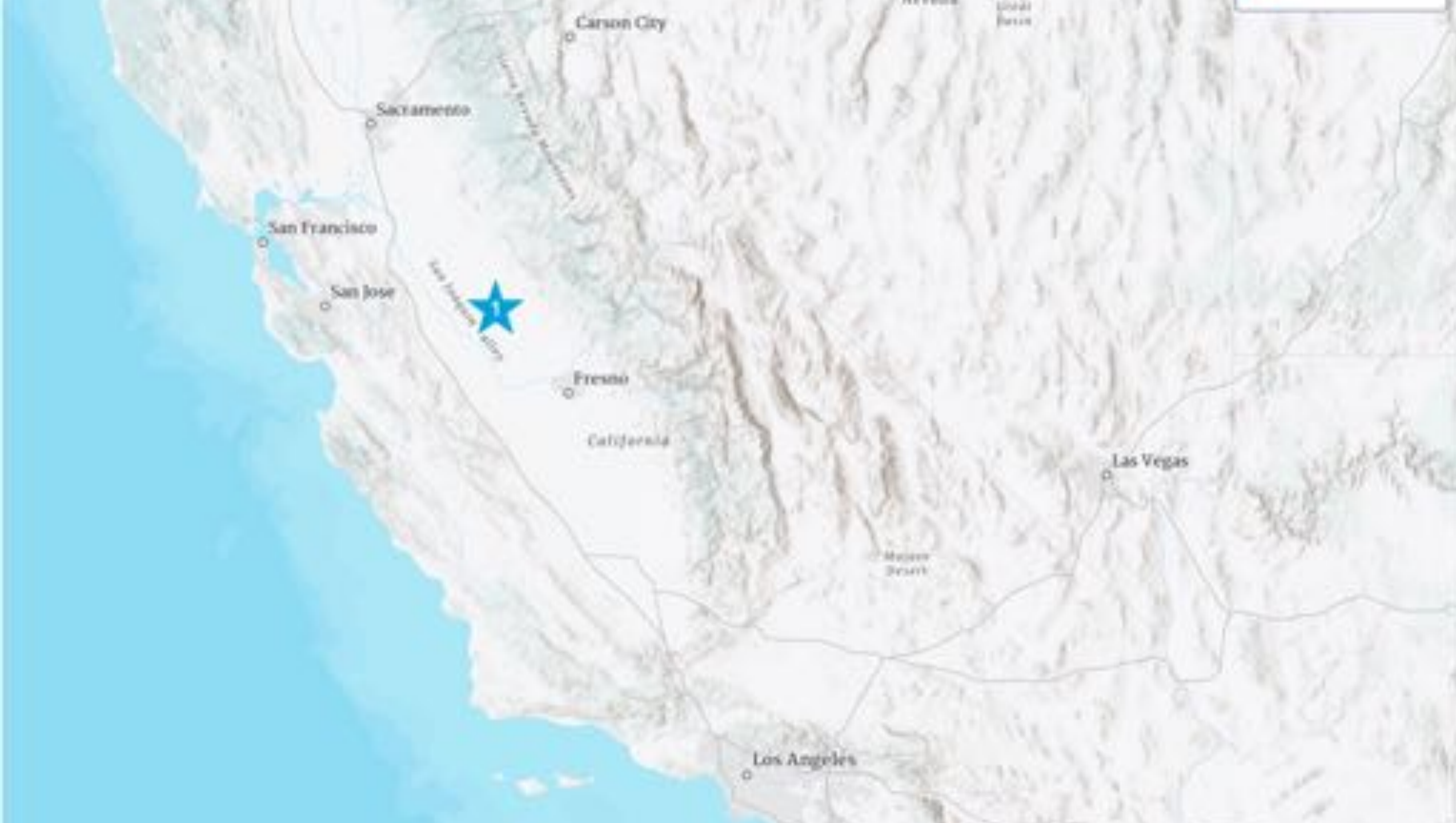
Merced Station Property Details

Property Address: 2980 E Yosemite Ave Merced, CA 95340		
Property Details		
Construction Status	COMPLETE	
Funding Status	Fully-Funded	
Units	270	
Beds	885	
Years Built	2019 - 2022	
Residential NRA (SF)	335,145	
Acres	17.25	
Average Unit Size (SF)	1,241	
Occupancy (as of August 2022)	96%	
2022 Revenue	\$10,000,000+	









UNIVERSITY OF CALIFORNIA
MERCED

Layer 1

- ★ MERCED STATION
- ① UC MERCED
- ② MERCED COLLEGE
- ③ MERCED MALL
- ④ MERCED REGIONAL AIRPORT

MERCED
COLLEGE



MERCED
STATION

MERCED
REGIONAL AIRPORT

Merced Mall
We've got it all!

MERCED
STATION



Merced

FedEx

Merced Municipal
Airport



Merced Station Virtual Tours

Click on picture to be taken to Virtual Tours of Clubhouse and Residence, then click “Virtual Tours”

If experiencing issues, please click Source Link below:

<https://www.apartments.com/merced-station-merced-ca/m5kwjwj/>



Merced Station Media

If experiencing issues viewing the video, please click Source Link below:

<https://vimeo.com/467369262>

Merced Station Community Amenities

Merced Station boasts unparalleled amenities which furthers solidifies its long-term competitive advantage.	
Community Amenity Details	
<ul style="list-style-type: none">• 10GB High Speed Wireless Internet Throughout	<ul style="list-style-type: none">• Fire Pits and Outdoor Seating
<ul style="list-style-type: none">• Free Private Shuttle to and from UC Merced	<ul style="list-style-type: none">• State-of-the-Art Fitness Center
<ul style="list-style-type: none">• Four Levels Completely Secured - All Accessed with One Fob	<ul style="list-style-type: none">• Fenced and Gated Community with Covered Parking Available
<ul style="list-style-type: none">• 3 Pet-Friendly Dog Parks and Wash Station On-Site	<ul style="list-style-type: none">• Electronic Building and Amenity Access Controls
<ul style="list-style-type: none">• Private Conference Rooms in Each Building	<ul style="list-style-type: none">• Community Recycling Program & Valet Trash Each Evening
<ul style="list-style-type: none">• Student Lounge w/ Café	<ul style="list-style-type: none">• 24-Hour On-Site Management and Maintenance
<ul style="list-style-type: none">• Jumbo Outdoor TV and Outdoor Entertainment Area	<ul style="list-style-type: none">• Video Surveillance System
<ul style="list-style-type: none">• Game Room and Clubhouse Study Lounges	<ul style="list-style-type: none">• Designated Bike Storage in Each Building
<ul style="list-style-type: none">• Dual Pools with Tanning Ledge	<ul style="list-style-type: none">• Full Basketball Court & Volleyball Court
<ul style="list-style-type: none">• Three Courtyards with Grilling Areas	







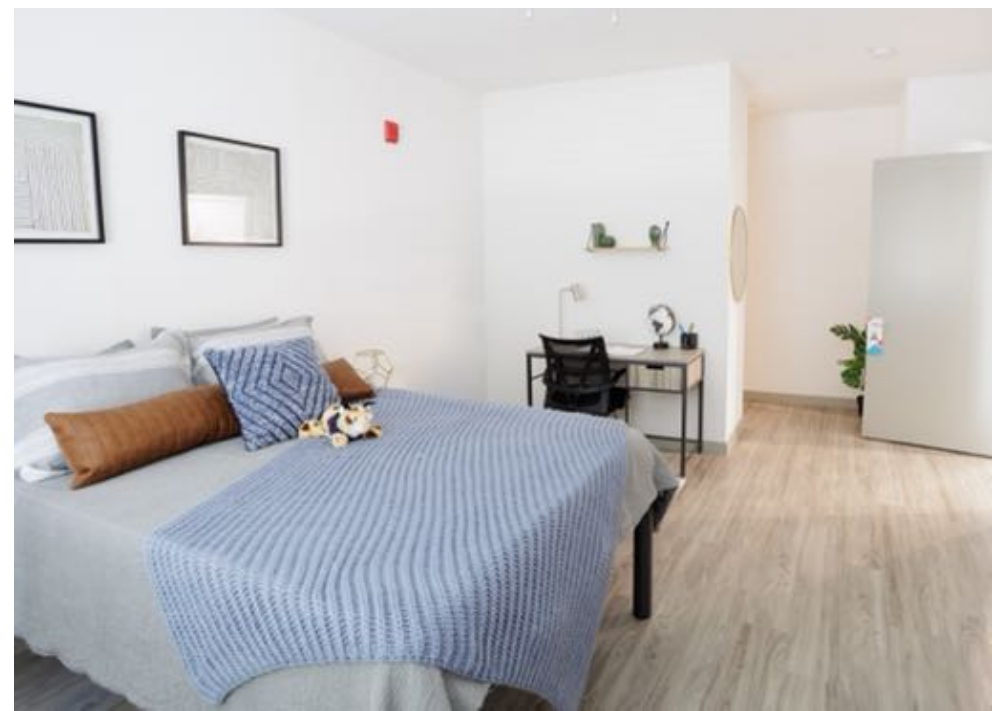


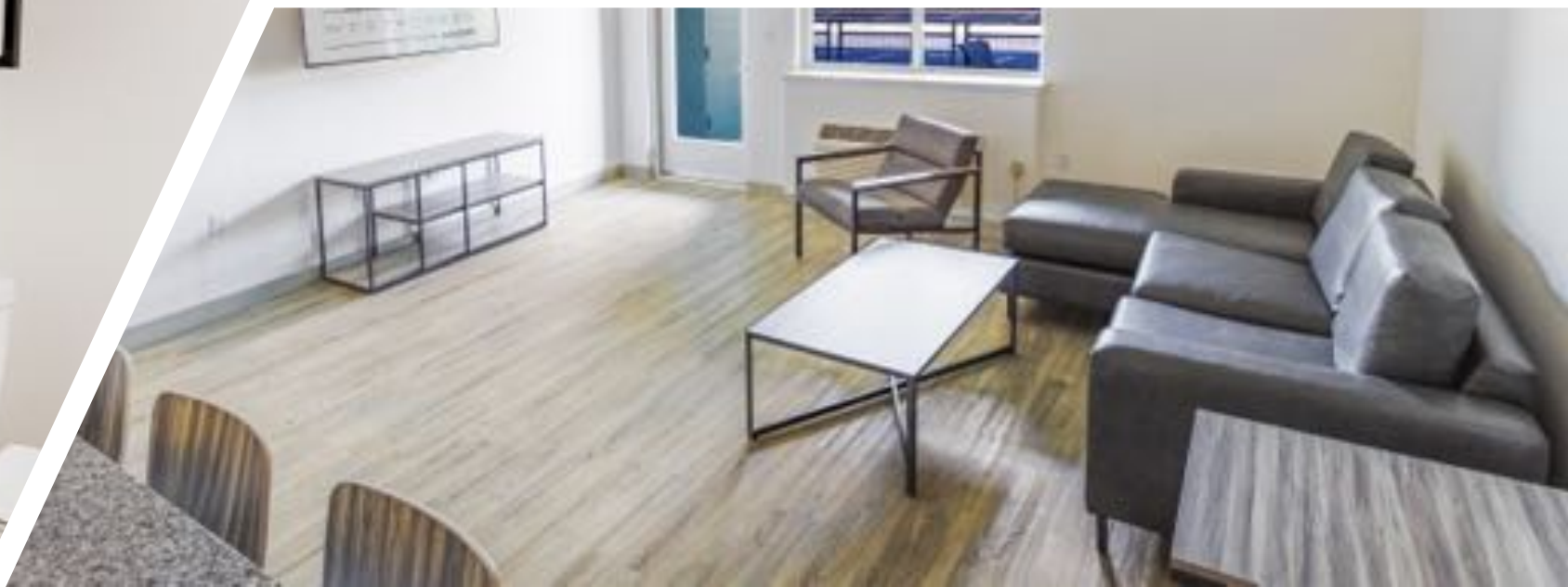


Merced Station Interior Amenities

Merced Station’s units offer larger, private and shared bed options to UC students, all at a price point that is less expensive than on-campus housing.	
Community Interior Details	
• Individually Controlled Temperature for Each Room	• Walk-In Closets for Every Bed
• Large Furnished Balcony in Every Unit	• Hardwood-Style Flooring Throughout
• Large Kitchen Pantries with Island or Peninsula Seating	• 55” Smart TV in Living Room Included
• Floor Plans for 2 through 6 Residents Per Unit	• Individual Contracts
• Private Bedrooms and Private Bathrooms Available	• Quartz Kitchen Countertops
• Shared Rooms with Private Vanity and Closet Available	• Ultra High-Speed Wireless Internet Included
• Roommate Matching	• In-Unit Front Loading Energy Efficient Laundry
• Locking Solid-Core Bedroom Doors	• Courtyard and Pool Views
• 9-Foot Plus Ceilings	• Upgraded Stainless Steel Appliances
• Three Courtyards with Grilling Areas	









Strong Financial Position

It's rare that an EB-5 project is generating cash flow at the time the EB-5 investor invests. Typically, the EB-5 project is under construction and has additional start-up and operational risks, even after construction concludes – not Merced Station.

Merced Station has completed construction, is generating free cash flow, and is fully self-sustaining due to its off-campus student housing monopoly. Merced Station is a fundamentally sound investment that will provide a low-risk route to seamlessly secure EB-5 investors' Green Card, a steady return-on-investment, and prompt return of principal.

Merced Station Pro Forma Financials

	2022	2023	2024	2025	2026	2027
Revenue						
Rental Income	8,333,075	10,952,254	11,773,673	12,656,698	13,605,951	14,183,173
Leasing Fees	33,617	32,000	32,000	32,000	32,000	32,000
Telcom Income	96,961	47,702	68,690	68,690	68,690	68,690
Utility Income	97,855	265,333	446,460	447,397	448,333	449,270
Fees & Penalty Income	23,188	28,997	29,693	30,441	31,246	31,735
Other Revenue	37,250	89,624	89,400	89,400	96,850	107,280
Total Revenue	8,621,946	11,415,908	12,439,916	13,324,626	14,283,070	14,872,148
Operating Expenses						
Administrative Expense	125,367	125,998	129,989	132,249	135,074	139,126
Payroll	929,019	964,247	965,575	966,903	968,230	969,558
Bad Debt	4,250	3,750	3,500	3,250	3,000	2,750
Management Fees	280,819	372,488	375,490	378,492	381,494	384,495
Advertising & Promotion	105,400	107,340	107,847	108,485	108,993	109,501
Telecommunication Services	40,388	40,523	40,535	40,546	40,558	40,569
Utility Expense	626,566	780,109	802,429	824,566	846,702	868,839
Outside Services	78,059	60,405	60,552	60,700	60,847	60,995
Contract Services	419,928	388,199	388,739	389,278	389,817	390,357
Landscape Contract	10,000	24,300	24,360	24,420	24,480	24,540
Repairs & Maintenance	42,241	55,648	56,269	57,289	58,310	59,330
Turnover & Recoverable Costs	110,860	110,950	110,950	110,950	110,950	110,950
Taxes & Insurance	385,467	1,033,800	1,034,720	1,035,640	1,036,560	1,037,480
Total Operating Expenses	3,158,363	4,067,757	4,100,954	4,132,767	4,165,016	4,198,492
Net Operating Income						
	\$ 5,463,583	\$ 7,348,151	\$ 8,338,962	\$ 9,191,859	\$ 10,118,054	\$ 10,673,656

University of California Merced

The University of California Merced (UC Merced) opened Sept. 5, 2005, as the 10th and newest campus in the University of California system and the first American research university of the 21st century. Situated near Yosemite National Park, the campus significantly expands access to the UC system for students throughout the state, with a special mission to increase college-going rates among students in the San Joaquin Valley. It also serves as a major base of advanced research, a model of sustainable design and construction, and a stimulus to economic growth and diversification throughout the region.

UC Merced offers 25 majors, 25 minors, and 18 graduate programs taught by more than 450 faculty members, along with visiting professors and lecturers from some of the world's top-ranked universities. The list will grow as the young campus expands enrollment and deepens its academic influence.

As of the 2019-20 academic year, UC Merced has more than 8,800 undergraduate and graduate students making up the Bobcat community. Since opening, students have formed 200 clubs and organizations, written their constitution, and created a thriving governing body. They serve internships at companies, nonprofits, and in government, study abroad, contribute to the local community through outreach projects, and pride themselves in having helped build the foundations of this campus.

Just like at other UC campuses, academic research is a critical part of UC Merced's mission. The process of discovery provides our students with a deeper understanding of the world and its cultural, social, natural, and engineered systems, but more, it solves issues and challenges that are critical to the growth, health, and overall well-being of the region, the state, nation, and world.

Their researchers are conducting groundbreaking work in diabetes, cancer, bacterial diseases, antibiotic resistance, solar energy, climate change, water quality and availability, ecology, engineering, archeology, cultures, history, political science, computer science, and much more.

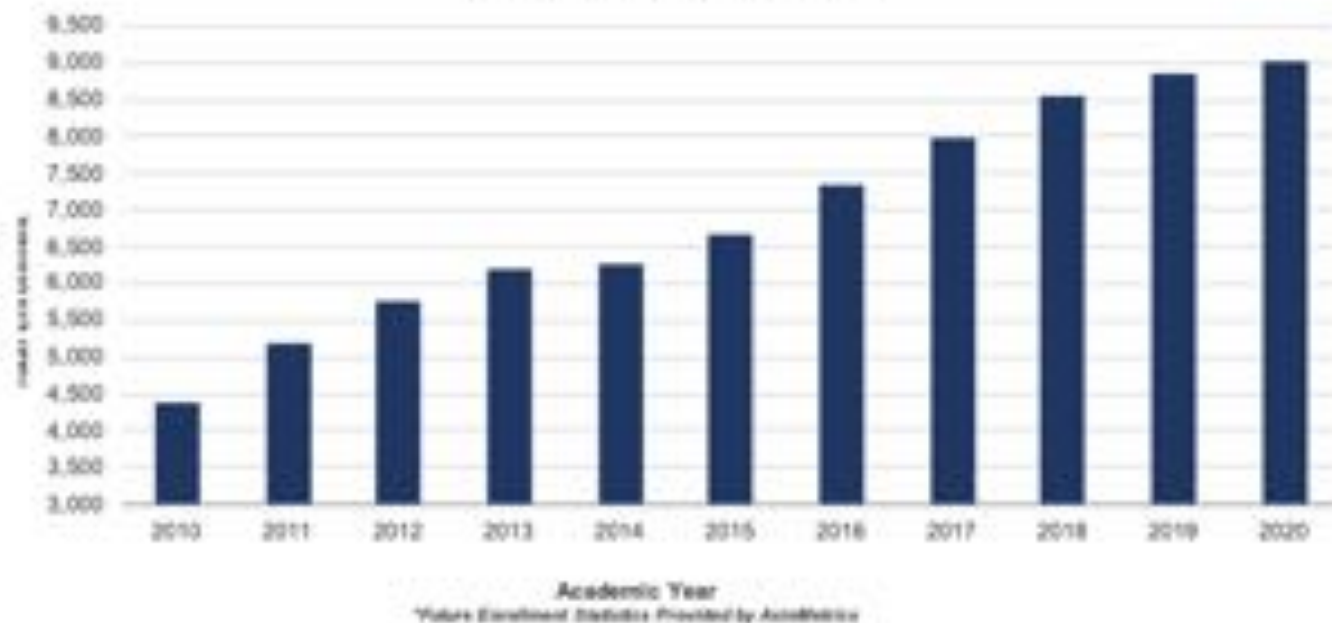


Unprecedented Student Housing Shortage

UC Merced has over 10,000 students attending the University in the Fall of 2022. The University only has 3,600 beds on-campus, leaving a massive deficiency of over 6,000 needed beds. Merced Station's 885-beds only comprise less than 9% of the total demand at UC Merced. This does not include the demand from Merced College.

UC Merced's Long Range Development Plan targets total enrollments of 15,000 students (both undergraduate and graduate) by 2030. In order to achieve the needed student housing, UC Merced and private developers would need to add a staggering 11,000 beds in just 7 years to meet this growth objective. As of August 2022, there were no purpose-built student housing projects under construction on-campus or off-campus.

University of California



UNIVERSITY OF CALIFORNIA
MERCED

City of Merced

Merced is a dynamic community of about 90,971 people. The University of California Merced campus, opened in 2005, provides new educational and economic opportunities, adding to the already-established growth of the region. Merced's population is youthful and diverse. Located in the heart of California's Central Valley.

Merced is the region's hub for education, culture, and business. The community offers abundant shopping, pleasant neighborhoods, and tree-lined streets. Bicycle paths along creeks link major City parks. Merced's housing remains affordable compared to many other California locations. Merced's revitalized downtown is emerging as the entertainment center of the area. Annual events and festivals bring regional and even national recognition. Merced's Valley location southeast of San Francisco provides easy access to the central California coast, Sierra Nevada mountains and national parks, and major cities. Merced has historically been the "Gateway to Yosemite", and residents also enjoy short drives to skiing, beaches, fishing, and other outdoor attractions.

Merced is experiencing and anticipating exponential growth fueled by UC Merced adding 600 students a year target for the next 10 years, adding a medical school and bullet train. Merced Station and UC Merced access will be easy and magnified by Campus Parkway, freeway bypass to UC and terminates at Merced Station. Merced Station value will be enhanced by outlot which will include a Starbucks drive thru, pizza and restaurants.



Contact Information:

- Email: blaughlin@newcourseenterprises.com
- Phone Number: (301) 467-5958
- WhatsApp: +13014675958
- Website: <https://www.newcourseenterprises.com>