



# 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](http://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](http://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](http://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](http://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	<b>\$800,000</b>
Administrative Fee	<b>\$25,000</b>
USCIS Regional Center ID	<b>ID1621754379</b>
Total EB-5 Raise	<b>\$24,000,000</b>
Investment Type	<b>Senior Equity</b>
Investment Term	<b>5 Years</b>
Annual Rate of Return	<b>4.875%</b>
Distribution Frequency	<b>Quarterly</b>
Total Jobs Created	<b>713.1</b>
Total EB-5 Units	<b>30</b>
Use of Funds	<b>Replace Bridge</b>



# Merced Station EB-5 ROI Overview

---

<b>Capital Investment</b>	<b>\$ 800,000</b>					
Annual Rate of Return	4.875%					
	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>	
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	
<b>Total</b>	<b>\$ 39,000</b>	<b>\$ 39,000</b>	<b>\$ 39,000</b>	<b>\$ 39,000</b>	<b>\$ 39,000</b>	
<b>Total Profit</b>	<b>\$ 195,000</b>					
<b>Return of Principal</b>	<b>\$ 800,000</b>					
<b>Total Capital Outflow</b>	<b>\$ 995,000</b>					



# Merced Station Job Creation

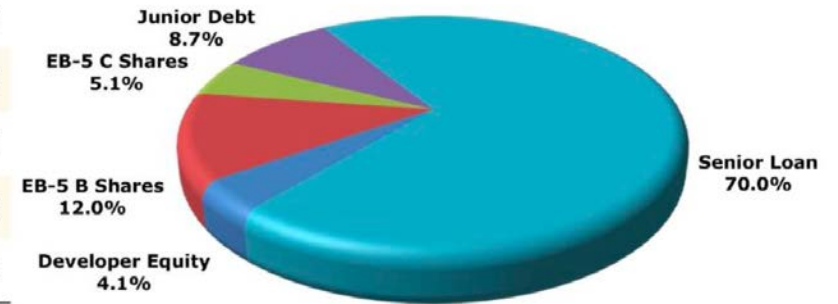
<b>EB-5 Job Creation Details</b>			
<i>Activity (RIMS II)</i>			
	<i>Direct</i>	<i>Indirect/Induced</i>	<i>Total</i>
Residential Structures	305.7	314.0	619.7
Architectural, engineering, and related services	6.4	5.9	12.2
Wholesale Trade	--	10.5	10.5
Real Estate	47.8	22.9	70.7
<b>Total Employment</b>	<b>359.9</b>	<b>353.2</b>	<b>713.1</b>
<p>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.</p>			
		Total EB-5 Investors	<b>62</b>
		Needed Job Creation	<b>620</b>
		Jobs Already Created	<b>713</b>
		Excess Jobs Created	<b>93</b>

# 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.

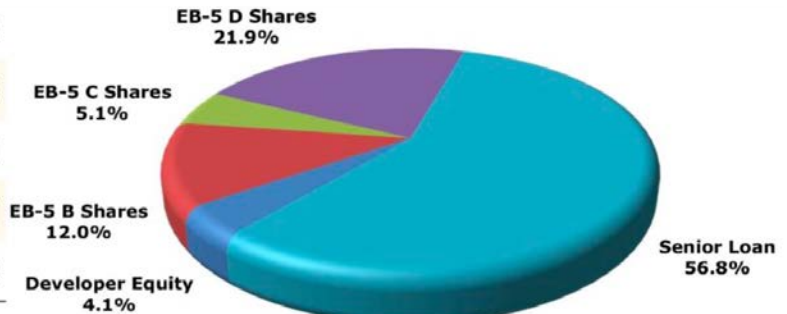
## Current Capital Stack

Developer Equity	\$4,540,000
EB-5 B Shares	\$13,200,000
EB-5 C Shares	\$5,600,000
Junior Debt	\$9,565,428
Senior Loan	\$76,655,300
<b>Total</b>	<b>\$109,560,728</b>



## Capital Stack After New EB-5 Raise

Developer Equity	\$4,540,000
EB-5 B Shares	\$13,200,000
EB-5 C Shares	\$5,600,000
EB-5 D Shares	\$24,000,000
Senior Loan	\$62,230,728
<b>Total</b>	<b>\$109,570,728</b>



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.

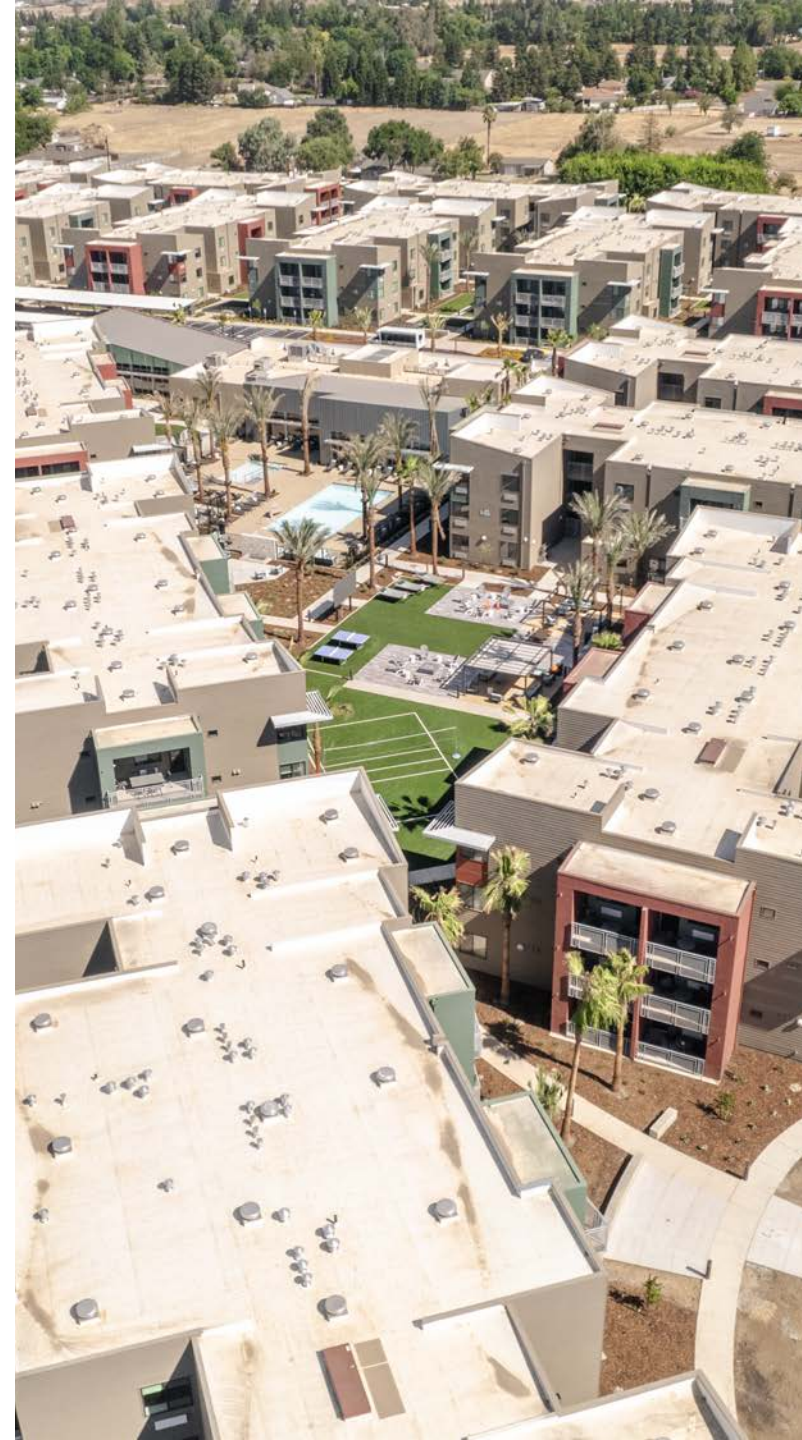


# Merced Station Property Details

**Property Address: 2980 E Yosemite Ave Merced, CA 95340**

## Property Details

<b>Construction Status</b>	<b>COMPLETE</b>
Funding Status	<b>Fully-Funded</b>
Units	<b>270</b>
Beds	<b>885</b>
Years Built	<b>2019 - 2022</b>
Residential NRA (SF)	<b>335,145</b>
Acres	<b>17.25</b>
Average Unit Size (SF)	<b>1,241</b>
Occupancy (as of August 2022)	<b>96%</b>
2022 Revenue	<b>\$10,000,000+</b>





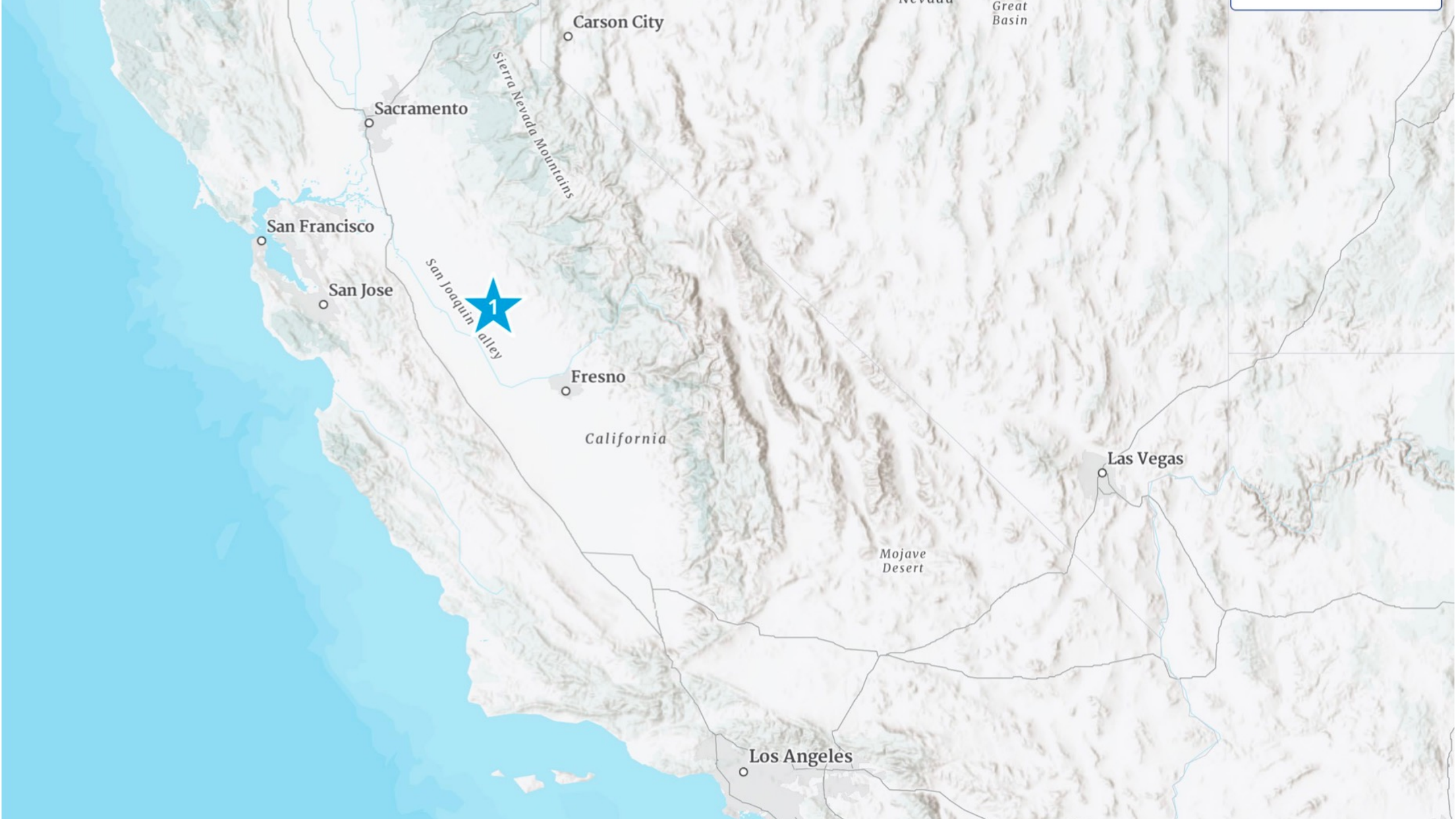






MERCER  
UNIVERSITY





Carson City

Nevada  
Great Basin

Sacramento

Sierra Nevada Mountains

San Francisco

San Jose

San Joaquin Valley

Fresno

California

Mojave Desert

Las Vegas

Los Angeles



UNIVERSITY OF CALIFORNIA  
**MERCED**

2  
University of  
California-  
Merced

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

MERCED COLLEGE

3

MERCED STATION



MERCED REGIONAL AIRPORT

4

Merced Mall  
*We've got it all!*

5

140

E-Childs-Ave

kwy



59

**FIVE GUYS** **jiffy lube** **WINGSTOP**

**Chevron** **Papa Murphy's** **WELLS FARGO** **Raley's** **verizon** **Starbucks**

**SUBWAY** **Great Clips** **FedEx** **DHL**



**7 ELEVEN** **boost mobile** **Starbucks** **76** **CHIPOTLE** **TARGET** **FT** **PANDA EXPRESS** **JCPenney** **BEST BUY** **McDonald's** **LOWE'S**

**Walmart** **Ashley** **BARNES & NOBLE** **CrossFit** **BIG LOTS!** **SUPERCUTS** **Little Caesars** **The UPS Store**

**DOLLAR TREE** **planet fitness** **SEPHORA** **AÉROPOSTALE** **baskin ROBBINS** **SUBWAY**

**HOBBY LOBBY** **PANDA EXPRESS** **verizon** **PETS MART** **Michael's** **ROSS** **JO-ANN** **KOHL'S** **verizon** **McDonald's** **AW** **BURGER KING** **goodwill**

**DEL TACO** **O'Reilly AUTO PARTS** **Jamba Juice** **Applebee's** **FT** **Starbucks** **99c ONLY** **7 ELEVEN** **claire's** **CHASE** **CVS** **DUTCH BROS** **RITE AID** **Tanara BREAD**

**BUICK** **TOYOTA** **GMC** **Jeep** **NISSAN** **HONDA** **HYUNDAI** **KIA** **VW** **Jack** **TACO BELL** **FedEx** **Jack**

**Denny's** **DOLLAR GENERAL** **THE HOME DEPOT** **DODGE** **CHRYSLER** **Ford** **Walgreens** **COSTCO** **Bank of America** **Pollo Loco**

**McDonald's** **SHERWIN WILLIAMS** **SUBWAY** **FAMILY DOLLAR** **boost mobile** **Starbucks**

**Aaron's** **IN-N-OUT BURGER** **AAMCO** **DICKEY'S BARBECUE PIT** **CALIBER COLLISION** **Smart & Final**

**TACO BELL** **POPEYES** **DICKEY'S BARBECUE PIT** **Chevron** **QUALITY INN** **76** **metro** **COURTYARD**

**76** **DUTCH BROS** **Starbucks** **McDonald's** **SUBWAY** **BW** **Best Western** **CVS**

**BURGER KING** **7 ELEVEN** **Chevron** **ARCO** **ampm** **KFC** **Holiday Inn Express** **Hampton**

**NAPA** **CATERPILLAR** **Chevron** **CrossFit** **Wendy's** **Shell** **Little Caesars** **O'Reilly AUTO PARTS**



Belcher Ave

N-Franklin-Rd

Franklin Rd

N-Lake-Rd

Merced

Santa Fe Ave

Thornton Rd

CA-140

Campus Pkwy



# 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>

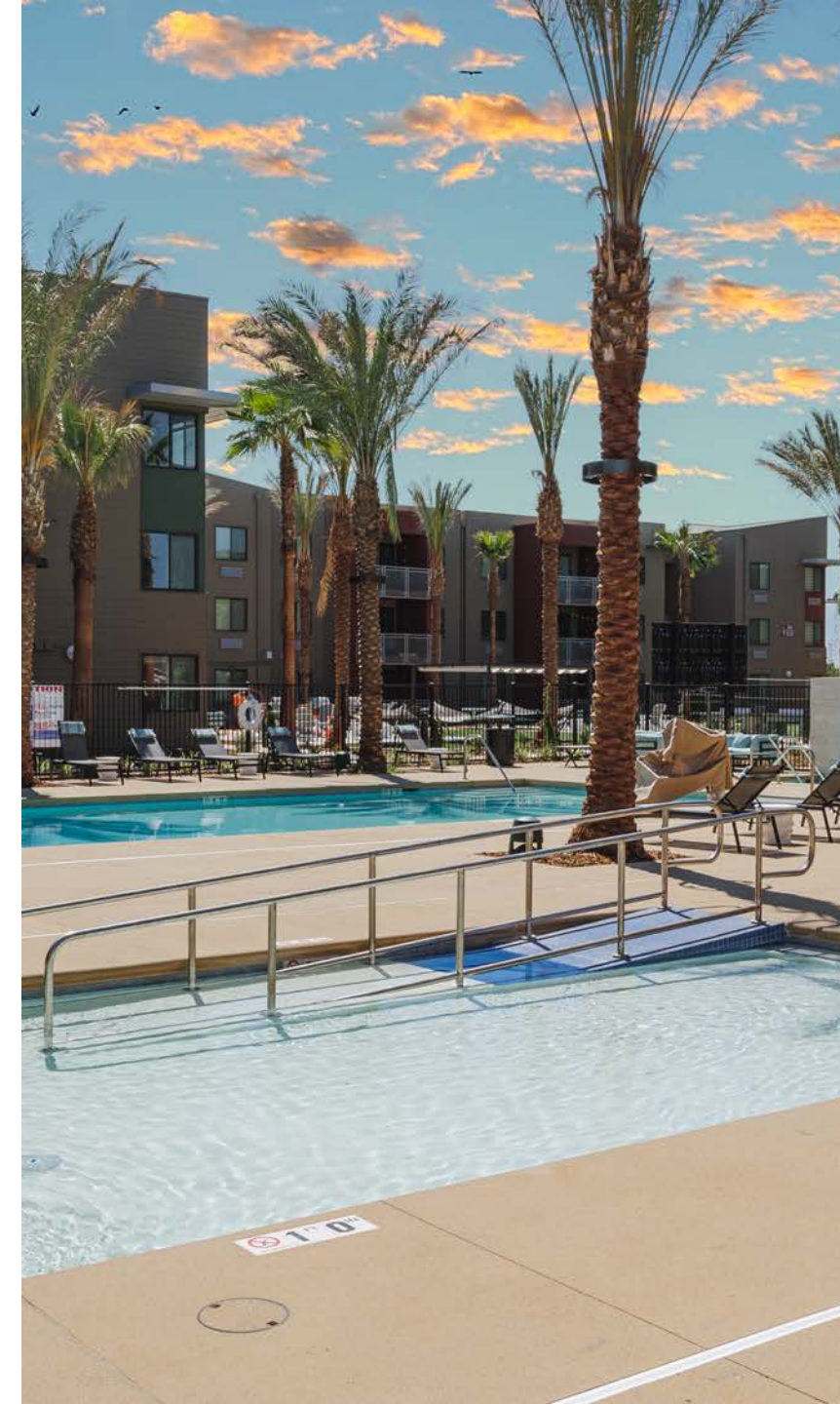


# Merced Station Community Amenities

**Merced Station boasts unparalleled amenities which furthers solidifies its long-term competitive advantage.**

## Community Amenity Details

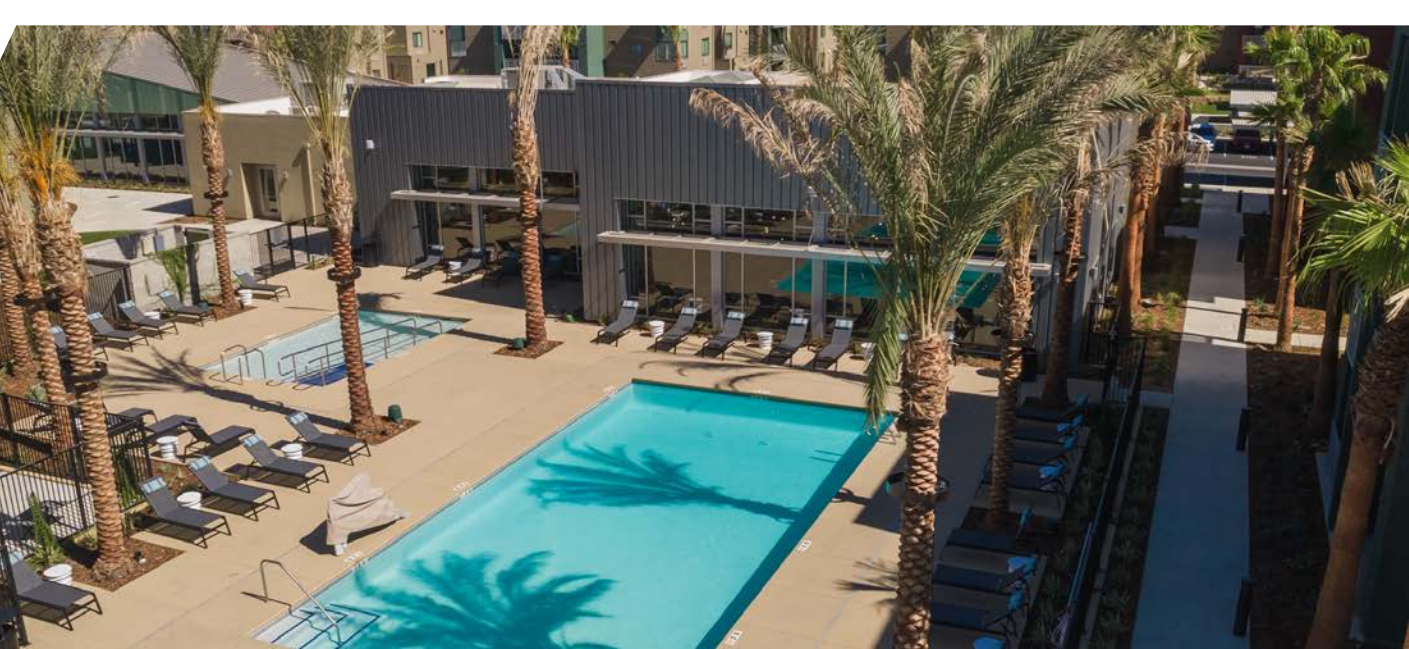
- |  |   |
|--|---|
| • 10GB High Speed Wireless Internet Throughout               | • Fire Pits and Outdoor Seating                             |
| • Free Private Shuttle to and from UC Merced                 | • State-of-the-Art Fitness Center                           |
| • Four Levels Completely Secured - All Accessed with One Fob | • Fenced and Gated Community with Covered Parking Available |
| • 3 Pet-Friendly Dog Parks and Wash Station On-Site          | • Electronic Building and Amenity Access Controls           |
| • Private Conference Rooms in Each Building                  | • Community Recycling Program & Valet Trash Each Evening    |
| • Student Lounge w/ Café                                     | • 24-Hour On-Site Management and Maintenance                |
| • Jumbo Outdoor TV and Outdoor Entertainment Area            | • Video Surveillance System                                 |
| • Game Room and Clubhouse Study Lounges                      | • Designated Bike Storage in Each Building                  |
| • Dual Pools with Tanning Ledge                              | • Full Basketball Court & Volleyball Court                  |
| • Three Courtyards with Grilling Areas                       |   |





















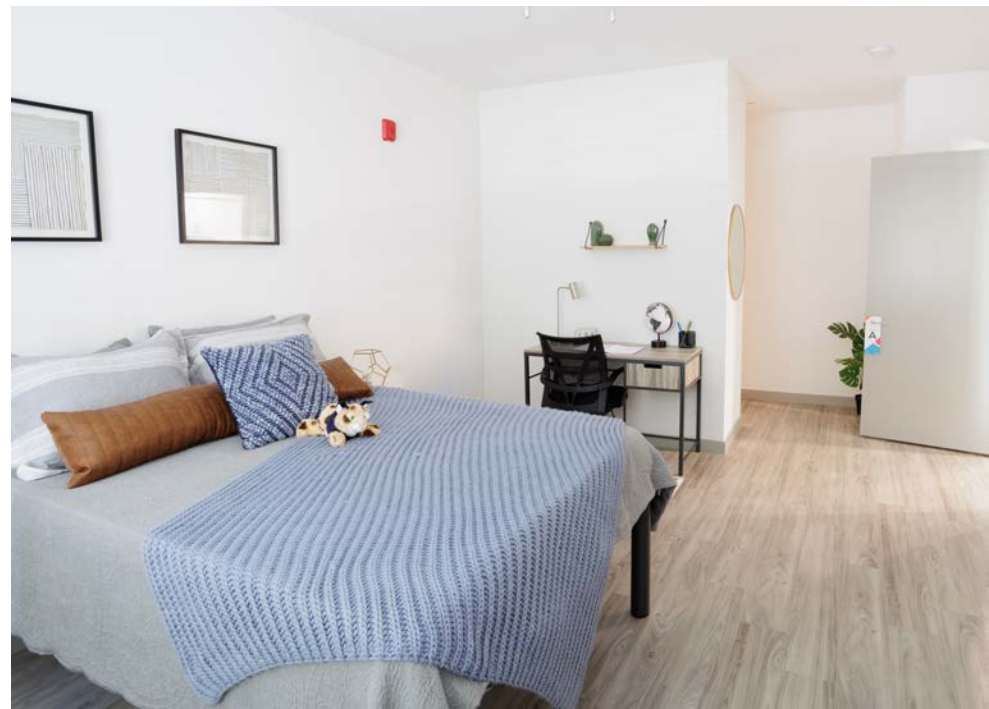
# Merced Station Interior Amenities

**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
<b>Revenue</b>						
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
<b>Total Revenue</b>	<b>8,621,946</b>	<b>11,415,908</b>	<b>12,439,916</b>	<b>13,324,626</b>	<b>14,283,070</b>	<b>14,872,148</b>
<b>Operating Expenses</b>						
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
<b>Total Operating Expenses</b>	<b>3,158,363</b>	<b>4,067,757</b>	<b>4,100,954</b>	<b>4,132,767</b>	<b>4,165,016</b>	<b>4,198,492</b>
<b>Net Operating Income</b>	<b>\$ 5,463,583</b>	<b>\$ 7,348,151</b>	<b>\$ 8,338,962</b>	<b>\$ 9,191,859</b>	<b>\$ 10,118,054</b>	<b>\$ 10,673,656</b>

# 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.



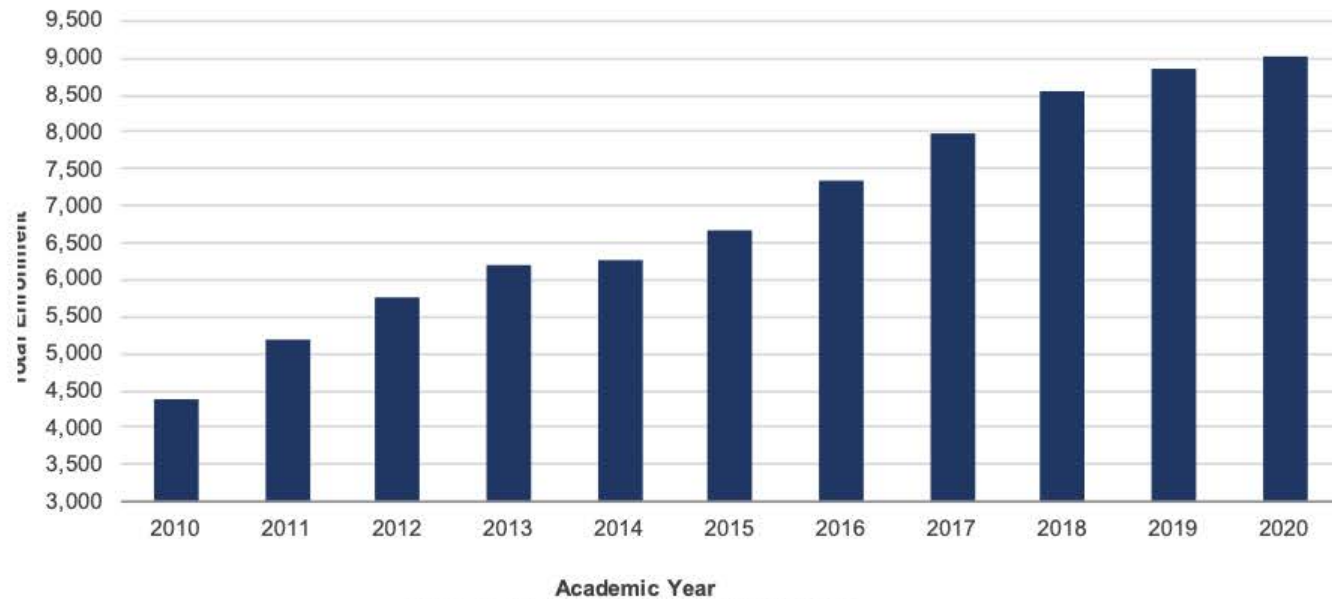


## **Unprecedented Student Housing Shortage**

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



*\*Future Enrollment Statistics Provided by Axiometrics*

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.

# NEW COURSE ENTERPRISES

## Contact Information:

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