When private capital meets untapped potential...
1. Developer Experience
2. Investor Capital Gains
3. City willing / ready to participate
MERGE

(VERB)

: to cause to combine, unite, or coalesce
: to blend gradually by stages that blur distinctions

Merge Urban Development Group is a development team focused on real estate development in Qualified Opportunity Zones across the Midwest. Our passion is creating mixed-use developments in the urban core that reflect both a community’s history and its aspirations. Our individual team members bring experience in real estate, economic development, construction, city planning, space making, technology startups, and small business.

Our logo incorporates a crosswalk to reflect both our walkability principles and our desire to encourage people to move around – meet unique individuals – find ways to work together.

Built for People.
We partner with progressive communities to curate, build, and sustain urban areas for people.

**CURATE**
We engage community to refine mixed-use development projects that connect and enhance the area’s existing assets. Every project is unique; designed to reflect the area’s history and its aspirations.

**BUILD**
Our developments are built for long-term ownership. We pay special attention to designs that drive both affordability and environmental sustainability.

**SUSTAIN**
We retain property management and leasing services in-house. This model allows us to enhance both the value and attention we provide our residents and retail tenants.

**BUILT FOR PEOPLE**
Finally, our mission is to create developments for people. We believe walkability is a simple and powerful determinant of public health, safety, affordability, and ultimately economic opportunity.
• Qualified Opportunity Zones
• Midwest cities
• Populations < 150,000
• College towns
• Downtowns with connection to natural resource assets - water, trails
TOWNHOMES

3D CONCEPT
“Cultures and climates differ all over the world, but people are the same. They’ll gather in public if you give them a good place to do it.”

JAN GEHL
Challenges...

- Cost of construction continues to increase
- Investors and developers avoid risks and unknowns
- Oftentimes no comparable construction in 10+ years
- Pace of generational changes in needs/wants in housing
- Inability to attract talent – slowing population growth
<table>
<thead>
<tr>
<th></th>
<th>Madison</th>
<th>&lt; 150,0000</th>
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</thead>
<tbody>
<tr>
<td>Square feet</td>
<td>600</td>
<td>600</td>
</tr>
<tr>
<td>Cost to Build</td>
<td>$ 160.00</td>
<td>$ 150.00</td>
</tr>
<tr>
<td></td>
<td>$ 96,000.00</td>
<td>$ 90,000.00</td>
</tr>
<tr>
<td>Total Rent</td>
<td>$ 1,400.00</td>
<td>$ 875.00</td>
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<tr>
<td>Expenses</td>
<td>$ 490.00</td>
<td>$ 393.75</td>
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<tr>
<td>NOI</td>
<td>$ 910.00</td>
<td>$ 481.25</td>
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<tr>
<td>Cap Rate</td>
<td>0.05</td>
<td>0.075</td>
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<tr>
<td>Value (Monthly)</td>
<td>$ 18,200.00</td>
<td>$ 6,416.67</td>
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<tr>
<td>Value (Annual)</td>
<td>$ 218,400.00</td>
<td>$ 77,000.00</td>
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<tr>
<td>Value to Cost</td>
<td>2.28</td>
<td>0.86</td>
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</tbody>
</table>
• TIF
• New home tax abatement or cash back
• Infrastructure incentives for lot shortages
• Free land
• Public or private partnerships on commercial spaces within mixed-use developments
BRENT DAHLSTROM
brent@mergeurbandevelopment.com

Available for:
• 2019 and beyond development opportunities
• Technical assistance