



Case Study

Ridge Reynosa Industrial Park

Project Snapshot

Ridge Property Trust
 Industrial Park
 1.4 million sq ft
 \$65+ million development value

When Ridge Property Trust, a rapidly growing real estate investment trust based in Chicago, decided to venture into Mexico for the first time, one of the first inquiries they made was with TAG International. Due to our long-standing relationship with Ridge, we understood their needs and expectations. Through our work together on this project, TAG played an instrumental role in helping Ridge conceptualize and plan this innovative industrial park in Reynosa, Mexico.

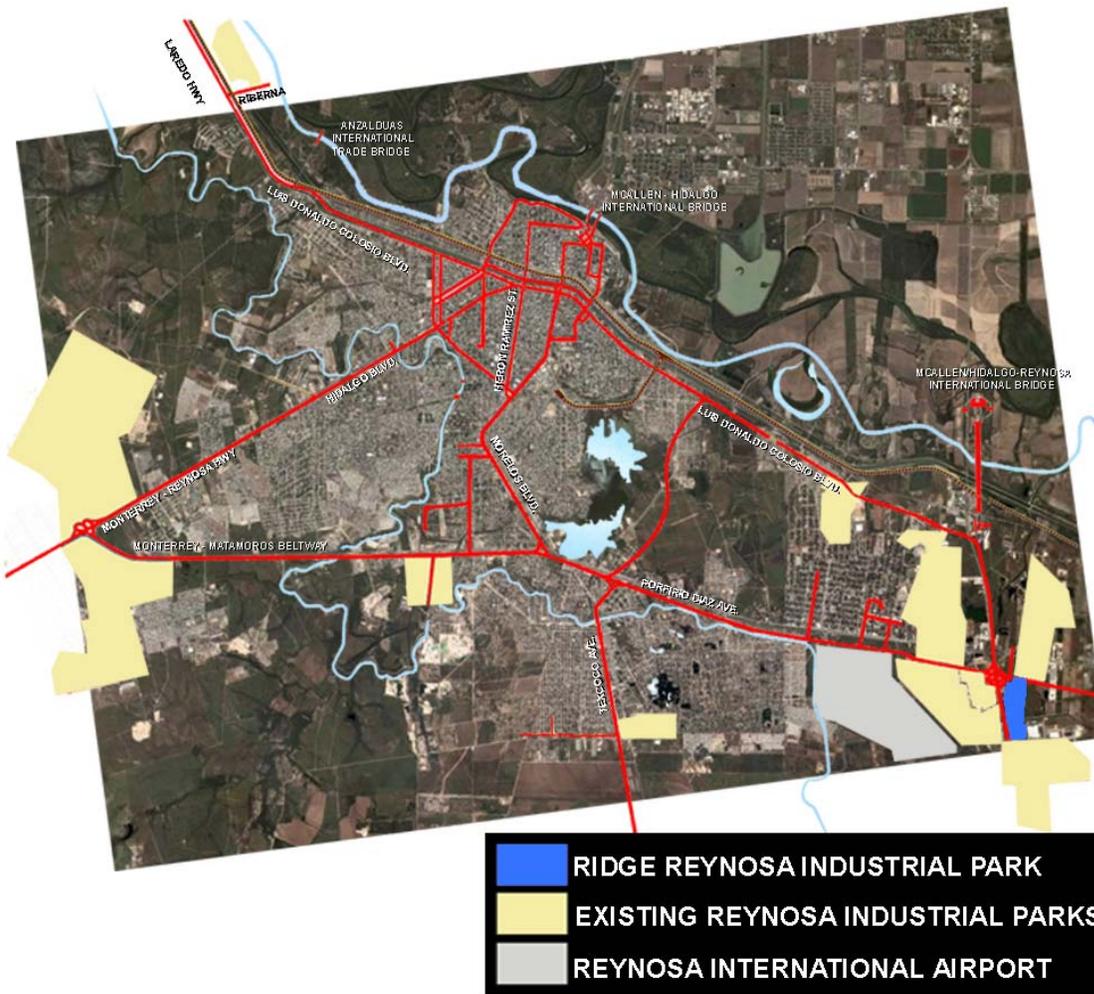
It all begins with strategic thinking.

Combining our extensive knowledge of the building process with an understanding of the Mexico markets that Ridge was targeting, TAG assisted the company in realizing and implementing their overall Mexico investment strategy. Key strategic considerations for the project included identifying the

available market opportunities, determining the type of product to build, defining the cost targets to be anticipated and evaluating suitable building sites.

TAG's unique expertise in these areas, and our specific experience in Mexico, were invaluable to Ridge in defining their land development game plan, which will focus initially on the Reynosa market. After reviewing and assessing a variety of available Reynosa properties, TAG identified a 71-acre tract in a prime location that was not listed for sale, but that 'fit the bill' perfectly.

More>>



The Ridge Reynosa Industrial Park is located 1.5 miles south of the international trade bridge, which links McAllen, Texas with Reynosa, Mexico. The site, at the intersection of two major thoroughfares and surrounded by existing industrial parks, is at the epicenter of Reynosa's maquiladora market.

Ridge Reynosa Industrial Park

The first phase of the project, featuring a 185,000 sf shell building, is currently under construction.

Services provided:

Concept Planning and Strategy
Site Evaluation and Planning
Feasibility/Due Diligence
Architecture and Design
Project Management

"We've been eager to establish a broader investment base in Mexico and this is just our first major step into the market."

Reynosa is the fastest growing city in Mexico and Ridge is looking forward to making a number of deals in the region in the coming year."

- James Martell
Chairman and CEO
Ridge Property Trust

Because of our relationships with the individuals who controlled the land, we facilitated an introduction for Ridge which led to the creation of a joint-venture partnership to develop the land.

It was a fortuitous marriage.

Ridge needed land in the right location, and the land owners needed Ridge's development expertise and capital. TAG collaborated with Ridge to develop a master plan for the property, optimizing the site for 1.4 million square feet of industrial space, to include six Class A buildings designed for light manufacturing and distribution.

TAG is providing a variety of services to Ridge in the implementation of the Reynosa project, including architectural and engineering services, and project and construction management.

Building Potential[®] is key to maximizing value.

By recognizing the potential and putting the parties together, TAG has helped to create over \$65 million in new development value in the Reynosa, Mexico market. In thinking strategically and working to maximize the building potential, we provided the expertise and comprehensive services that Ridge needed to launch their development effort and ensure the early success of this new venture.



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