

Statement of Intention for William Kortsch/RGA Development Consulting

My philosophy is to work closely with clients to determine their needs and goals and then to present workable development alternatives which maximize return on investment. I believe in working within the client's goals and means; but I also feel it is important to look for unexpected ways to achieve and hopefully exceed objectives.

My working philosophy includes arriving at an optimal business solution for the project within a reasonable period of time and, in general, includes the following process:

- First obtain as much information about the proposed project from the client as possible.
- Interview the client to determine the project goals, finances and expectations.
- Communicate with the client on a regular basis to focus the research and analysis the development alternatives are evolving.
- Provide broad recommendations for a development plan, followed by more detailed analyses and additional services if needed by the client. Additional services can include:
 - Site planning/entitlement coordination
 - Consultant coordination
 - Architectural design
 - Construction phase administration
 - Post occupancy analysis

Regardless of the type of project, my goal is to provide a “development blueprint” to either find the best site, achieve the best use or target the appropriate market while maximizing return on the client's investment.

Project Descriptions

Portola Office/Retail Complex; Palm Desert, CA.

I worked with the Owners and the City Government to maximize use of the site, including the abandonment of part of an existing street and redirecting the traffic circulation adjacent to the site. We arrived at a mix use “office/restaurant/retail” development. We prepared cost analyses for feasibility and bank loan purposes, prepared site plans and preliminary architectural design, and completed the entitlement process.

Sun City Palm Desert; Palm Desert, CA.

We assisted with entitlements, created budgets, created a project theme, assisted with community relations, and coordinated the other entitlement, resort and infrastructure consultants such as Golf Course Architect, Civil Engineer, Geologist, Archeologist, Biologist, and Acoustics Consultants. We assisted in navigation of an extensive entitlement process and develop design themes resulting in a very successful project.

List of Clients for Development Consulting Services

- Lennar Communities, Mission Viejo, CA., Project: Cove at La Quinta, La Quinta, CA.
- Del Webb California Corporation, Project: Sun City Palm Desert; Palm Desert, CA.
- City of Palm Springs, CA., Project: Gene Autry Trail Median Islands
- Sonoma Ventures, LLP, Plano, TX, Project: Rancho Mirage Medical Office Building, Rancho Mirage, CA.
- Ashbrook Communities, Carlsbad, CA., Project: Santo Tomas Single Family Residential Community, Rancho Mirage, CA.
- The Tradition Club, La Quinta, CA., Project: The Tradition Club, a Country Club with an 18-hole golf course and homesites.
- Blackhorse Homeowners Association, La Jolla, CA.
- DSL Service Corporation, Downey, CA., Project: Waring Plaza Shopping Center, Palm Desert, CA.

- Gregory & Gregory Development, Palm Desert, CA., Project; The Portola Office/Retail Development, Palm Desert, CA.
- Super 8 Motels/Innworks Projects: The Super 8 Motels, Palm Springs, CA. and Prescott, AZ.
- General Work Type for Development Consulting Services
- Single family residential communities, particularly in the Coachella Valley (Palm Springs, Palm Desert, CA.), and San Diego, CA.
- Golf oriented Resorts and Country Clubs
- Low rise Commercial Developments