

**From:** [laurenm@dlba.org](mailto:laurenm@dlba.org)  
**To:** [Info](#)  
**Subject:** New submission from Board Eligibility Form  
**Date:** Thursday, April 1, 2021 3:00:59 PM

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**Name**

DANIEL DOOROS

**Phone Number**

(562) 882-2411

**Email**

[dan.beachcities@gmail.com](mailto:dan.beachcities@gmail.com)

**Preferred method of contact**

- Text
- Email

**Please check one**

- I own Property (Residential or Commercial) in the Property Based Improvement District (PBID)

**Years as a stakeholder in Downtown Long Beach**

5 years or more

**If you are a property owner, please provide the name and mailing address of your property and a brief description**

321 Daisy Ave, Long Beach 90802

**If you are a property owner please provide your APN**

7278-022-050

**Please provide any other mailing address other than your business or property address.**

833 Terraine Ave  
Long Breach CA 90804

**Have you served on the Board of Directors in the past?**

No

**List any Board or Organization you are affiliated with**

Pacific West Realtor Associate - Greivance committee

**What DLBA Committees would you be interested in serving on?**

- Special Events and Development
- Public Safety
- Economic Development
- Finance

**What would you like to achieve as a director?**

My wife and I have lived in Long Beach since 1986. Id love to help make it better.

**Tell us about yourself by providing a short bio:**

- [Dan-Dooros-Resume-Jan2021.docx](#)

833 TERRAINE AVE • LONG BEACH, CA 90804  
PHONE 562-882-2411 • E-MAIL [DAN.BEACHCITIES@GMAIL.COM](mailto:DAN.BEACHCITIES@GMAIL.COM)

## DANIEL J. DOOROS

### SUMMARY OF QUALIFICATIONS

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Emphasizing an interrelating range of operational, managerial, and financial skills that couples years of directly acquired business/management/administrative know-how with a proven ability to successfully analyze, communicate and coordinate a wide variety of diversified elements from planning and development through diversification and growth. Areas of knowledge and expertise include-

**Administration-** Recruiting, interviewing, hiring and developing key managers and administrative personnel to support business/academic endeavors while fostering an environment conducive to team building; Creating an atmosphere where all staff members understand and believe in the operation's direction, mission and vision. Implementing ongoing advancements in computerized system utilization and applications technology capable of examining, analyzing, compiling, and consolidating operation financials.

**Business Operations-** Establishing strong contacts and direct ties with P3 partners, building contractors, transportation providers, and consultants; Negotiating general liability, fire, group life, medical and workers compensation insurance policies; Formulating, modifying, improving and processing systems to analyze and record keep purchases, sales, inventories, breakeven calculations, advertising expenditures, and payroll/benefits data.

**Financial/Accounting-**Preparing ongoing, start-up and development business plans, budgets, pro-forma administrative/operational expense details and overhead product-cost pricing analyses; Forecasting volume, revenue and profitability through profit & loss statements; Preparing/maintaining daily, periodic and year end accounts; structuring/supervising accounting systems for general ledger entry, general ledger balancing, accounts payable/receivable processing, payroll calculations and disbursement and daily cash receipt tracking.

**Student Development-** Creates, encourages, and fosters a student development environment where student leaders are afforded the opportunity to engage, question and partner with administrators in matters that affect current and future campus policies, physical infrastructure, and social and educational atmospheres.

### PROFESSIONAL EXPERIENCE

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2017-Present

*Real Estate Professional*

Working as an independent agent/contractor generated over \$5 million in gross sales in first 18 months. Established two independent webpages and Facebook presence. Earned the following designations (CPRES) Certified Probate Real Estate Specialist and (SRES) Senior Real Estate Specialist. Initiated the use of several third party customer follow-up applications including: HomeBot, BombBomb, Homesnap, CRMLS matrix and LionDesk Customer relation management program. Persistently Follow up with leads- while keeping top of mind

to clients. Populated a customer relation management (CRM) program with over 1,300 names. Negotiate contract terms, write purchase and listing agreements explaining contracts and escrow process to clients

Chosen to serve on the 2020 Southern California Association of Realtors grievance committee.

2005 – 2017 University California, Irvine

*Associate Vice Chancellor, Student Affairs*

Directly responsible for Auxiliary Service units which generated revenue in excess of \$138 million dollars annually, employed over 450 full time and 850 part time employees, and had a physical footprint exceeding 1 million square feet. In addition, served the Vice Chancellor, Student Affairs with Administrative and Resource Planning. Units personally responsible for included: Housing, Bookstore, Student Center, Scheduling and Conference Services, Food Service, Child Care Services, Student Government, Student Print Media and the campus shuttle services. Additionally, responsible for analyzing and managing the budget process for the entire Student Affairs department. In this capacity accomplished the following:

- Consolidated Retail, Residential and Student Center dining services into one entity – gaining efficiencies and cost savings. Profitability increased by 50% in one year.
- Established a Student Affairs Office of Information Technology Shared Service center. Continuity of expertise between Student Affairs units was enhanced as were service levels. Security was enhanced by the consolidation of multiple server rooms into one secure climate-controlled server room.
- Successfully created an online web-based performance review program.
- Created the online Time Reporting System (TRS) streamlining time reporting for 200+ service workers and 800+ student workers.
- Successfully in-sourced 164 Food service employees, within a six-month time frame.
- Negotiated a multi-year, multi-venue food contract with Aramark Inc., in which Aramark funded \$5 million in infrastructure improvements to UCI. Once operational, Aramark Inc. paid UCI an 8% commission on gross sales generated in retail dining facilities.
- Lead member of the Student Center Phase IV Building Advisory Committee, and the only Student Affairs representative during the Best and Final Offer (BAFO) phase of contractor negotiations. As a BAFO team member gave input and direction to competing contractors determining best methods to trim over \$8 million in project costs while maintaining essential program requirements. Meet weekly with UCI Design and Construction representatives, PCL Construction representatives and Rossetti Architects. Gave input and direction to construction partners regarding cost, design, and logistic challenges. This \$54 million LEAD Platinum project was completed on time and within budget. It has hosted such dignitaries as Sir Richard Branson, Jane Goodall, Gina Davis, Cornel West and Queen Noor
- Lead the initiative to construct a \$42 million Graduate housing complex consisting of four lead-platinum buildings housing over 400 graduate students and their families.
- Oversaw the construction of a new \$3.5 million childcare facility and a \$1.3 million Infant and Toddler Center.
- Was the lead negotiator for the delivery of 30- purely electric buses built by BYD. Project replaced 34 aging diesel buses. This project helped significantly in UCI's designation as the Sierra's club most green college campus.

- Responsible for the planning, financing construction of the \$140 million, 750 bed Mesa Court housing project. This LEAD Platinum construction project was delivered on time and within budget. It is one of the most innovative and attractive housing complexes on any California college campus.

2001 – 2005      University California, Irvine

*Director of Bookstore Operations and Licensing*

- Responsible for the effective operation and management of the University Bookstore operations and License programs whose combined revenues exceed \$20 million annually.
- Streamlined operational costs in such a way that the UCI Bookstore maintained the highest operational efficiencies of any UC Bookstore.
- Exercises authority, organization, and supervision over all financial and operational activities, including departmental retail pricing, labor cost control, advertising, information management, systems/data refinements, web design and new business planning.
- Directs and controls Bookstore's general accounting, cash management, profit & loss financial analysis, year end reporting, and sales/inventory control.
- Instituted a loss prevention program that not only reduced shrinkage from 2.5% to less than 1% annually, but also utilized civil demand procedures that offset 35% of programs labor costs.
- Maintained active involvement in the University's licensing programs.
- Oversaw the operation of the campus convenience stores, re-establishing the operation as a revenue generating operation, while increasing sales 20%.
- Was asked to manage the Clone Factory, the University's copy shop, which had lost money for four consecutive years. Within the first year, through financial analysis, cost reductions and re-negotiations of copy machine contracts saved the University \$35,000. Operation is currently a University profit center.
- Appointed to UC Irvine's internal audit control committee, which oversees, develops and monitors all procedures pertaining to the loss prevention of University assets.

1991-2001      University California, Irvine

*Associate Director of Bookstore Operations*

- Responsible for financial and operational functions for the University Bookstore. Accounting, Payroll, MIS, Receiving, Customer Service, Marketing and Course Book departments along with the copy shop convenience store, and vending operations directly reported to me.

Returned Bookstore to profitability within one year of hire, by reducing payroll 3%, operational expenses 1% and increasing margin 2%.

1984-1991      A&M Foods Inc, Wilmington, CA

*Vice President of Operations/ Controller*

- Managed, supervised, strengthened and maintained a wide variety of activities in support of the Company's independent wholesale grocery brokerage and retail food store sales/supply operations.
- Personally, assisted Chief Executive Officer in structuring, integrating and operating a diversified dual-entity business with offices in Los Angeles, California; Boca Raton, Florida; Denver, Colorado; and Detroit, Michigan along with retail stores in Wilmington, California.

- Exercised authority and supervision over all financial and operational activities, including product pricing, transportation, labor cost control, information management, new business planning, cash management, and profit-and-loss financial analysis.

## EDUCATION

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1983                      University California, Los Angeles                      Los Angeles, CA  
*Bachelor of Arts – Economics (June 1983)*

Professional and personal references furnished upon request