



**JERRY P. DYER**  
MAYOR

**NOTIFICATION OF APPOINTMENT BY MAYOR  
TO BOARD OR COMMISSION**

TO: City Council

THROUGH: Todd Stermer, City Clerk

BY: Jerry P. Dyer, Mayor

\_\_\_\_\_ Reappointment

  X   New Appointment

Name of person replaced: Aric Olson

Name: Douglas Dart

Address:



Phone:



Appointed to: Fresno Regional Workforce Development Board

Term: Through 11/1/2024

## Application Form

### Profile

#### Which Boards would you like to apply for?

Fresno Reg ona Workforce Deve opment Board: Subm tted

Douglas

irs Name

K

Middle nial

Dart

Las Name

[Redacted]

mail Address

[Redacted]

Home Address

Fresno

City

CA

State

[Redacted]

Postal Code

#### What district do you live in? \*

☒ District 3

Mobile:

Primary Phone

Business:

Alternate Phone

#### Briefly explain why are you interested in serving on this board or commission?

I want to g ve back to my commun ty and I be eve th s board f ts best w th my exper ence. I fee that I can he p bus nesses, new and ex st ng, w th nformat on, gu dance, and resources that I have found and deve oped over 40 years of bus ness.

## Educational background, Schools Attended, Degrees and Certifications

• 21 Years as a licensed full time Realtor/Broker • 38 Years as a licensed California Contractor with Construction Organization Ownership • 16 years of distressed property experience • Manages and re-balances income property portfolios for over 200 investors by maintaining the highest returns using decades of experience and utilizing the latest tools, products, programs, and technologies available. • Manages and schedules 7 nightly rental properties in California and Tennessee • Owns and manages 11 doors for monthly rent and lease in Fresno • Member Fresno MLS, the California Regional MLS, California Association of Realtors, and the National Association of Realtors • 5 Star REO Conference Certification • Expert knowledge in REO Market including BPO's, evictions, occupancy certifications, trash out, listings and sales. • Certified through Equator and RES.NET operating systems • Superior knowledge of investment purchases for profit, foreclosure process and current market conditions. • Scheduling and performing prospecting to ensure a high level of real estate leads. • Managing listings to ensure ultimate communication resulting in the highest possible returns • Extensive knowledge working with "flip" investors in acquisition, remodeling, and sales strategies • Successful knowledge of the short sale process. • Proven Ability to Work Well with a Variety of Management and Customers • Integrated Quality Processes and Process Improvement strategies to drive quality among real estate team members and schedule performance. • Excellent Interpersonal Relationship Building and Negotiation Skills with Customers, Sub-contractors, Real Estate Agents, bank negotiators and asset managers, vendors, and employees. • Vast experience managing a construction company with annual sales of \$7MM and as many as 45 employees at any one time doing all phases of residential construction. • Owned and operated a cabinet shop for 9 years. • Substantiated Field Experience as a tradesman in all areas of Construction, specializing in finish carpentry. • Management of the processing of Tentative and Final Map Plans, including negotiation of Conditions for Approval with County Agencies.

## Briefly explain your qualifications or areas of demonstrated expertise for this board or commission.

I have started 9 businesses in my lifetime in 4 different cities, all in California. Currently 3 are still operating and in Fresno. I have earned with boots on the ground the tough transition from the tradesman to the businessman. These years allowed many learning opportunities that I can teach without these businesses owners needing to suffer through the same circumstances the next experience might get them into. I have also developed a network of working professionals and business leaders that can provide support and knowledge for new and existing businesses. As a licensed California contractor and licensed California real estate broker, I believe I have some real life experience that can help these businesses grow and succeed.

## Do you or an immediate family member have any professional or financial relationship that may present a potential conflict of interest for this board, commission or similar body?

☐ Yes ☒ No

## Work History

Dart Realty, South Of Shaw Beer  
Company, Unhatched at Dart  
Ranch.  
employer

Owner  
Job title

## Work Address

City, State, Zip Code

**Provide 3 Personal and Professional References. Provide name, address, and phone number where they may be reached during the day.**

Dorothy Carro , [REDACTED] Sontaya Rose,  
[REDACTED] Pastor Shawn Beaty

Question applies to multiple boards

**I declare under penalty of perjury the above information is true and correct.**

☒ Yes ☐ No

# Douglas Dart

Dart Realty

South Of Shaw Beer Company

Unhitched at Dart Ranch



## OBJECTIVE

Douglas Dart is the principal broker for Dart Realty in Fresno, California. With our proven consultative approach, our objective is to be a professional full-service brokerage that contributes to a timely and successful close of escrow. We drive our business through sales, customer service, quality and a commitment that far exceeds other area Realtors. With the Douglas Dart Team, you'll find a high level of commitment to all of our clients, integrity throughout the entire process and teamwork to make sure our tasks are timely, our valuations are accurate, and we are getting our clients the highest possible return on their assets. Douglas Dart is also an Owner/Partner of South of Shaw Beer Company. This brewery is dedicated to producing high quality beer and pizza in a comfortable, inclusive, and safe neighborhood environment.

## EXPERIENCE • 21 Years as a licensed full time Realtor/Broker

- 38 Years as a licensed California Contractor with Construction Organization Ownership
- 16 years of distressed property experience
- Manages and re-balances income property profiles for over 200 investors by maintaining the highest returns using decades of experience and utilizing the latest tools, products, programs, and technologies available.
- Manages and schedules 7 nightly rental properties in California and Tennessee
- Owns and manages 11 doors for monthly rent and lease in Fresno
- Member Fresno MLS, the California Regional MLS, California Association of Realtors, and the National Association of Realtors
- 5 Star REO Conference Certification
- Expert knowledge in REO Market including BPO's, evictions, occupancy certifications, trash out, listings and sales.
- Certified through Equator and RES.NET operating systems
- Superior knowledge of investment purchases for profit, foreclosure process and current market conditions.
- Scheduling and performing prospecting to ensure a high level of real estate leads.
- Managing listing clients to ensure ultimate communication resulting in the highest possible returns
- Extensive knowledge working with "flip" investors in acquisition, remodeling, and sales strategies
- Successful knowledge of the short sale process. • Proven Ability to Work Well with all Levels of Management and Customers
- Integrated Quality Processes and Process Improvement strategies to drive quality among real estate team members and schedule performance.
- Excellent Interpersonal Relationship Building and Negotiation Skills with Customers, Sub-contractors, Real Estate Agents, bank negotiators and asset managers, vendors, and employees.
- Vast experience managing a construction company with annual sales of \$7MM and as many as 45 employees at any one time doing all phases of residential construction.
- Owned and operated a cabinet shop for 9 years.
- Substantiated Field Experience as a tradesman in all areas of Construction, specializing in finish carpentry.
- Management of the processing of Tentative and Final Map plans, including negotiation of Conditions for Approval with County Agencies.

- Working with all levels of consultants needed to achieve desired results to include: civil, soil, utility, traffic, and law enforcement.
- Thorough and well adapted knowledge of blue prints.

## STRENGTHS

Expert knowledge of Department of Real Estate and FAR Guidelines, REO Maestro, RES.NET, Equator, Microsoft Office to include, Excel, Word, Outlook, BuildSoft, Quickbooks, Google Docs & Sheets, Canva, Appfolio, Terradatum Broker Metrics, and Turbo Project; Excellent Communication and Follow up Skills; High Degree to Motivation and Energy; Ability to Motivate Others and Work Well Within a Team Environment; Strong Organizational and Presentation Skills; Attention to Detail; Dedicated to the Highest Professional Standards; Demonstrated Experience in the Distressed Property Industry and Business Ownership.

## Education and Accreditations

Responsible Beverage Server Certified	2022
Certified and passed the Brewery and Pub Immersion Course	2019
Department of Real Estate Real Estate Broker License	2015
VRM Certified REO Broker Training Classes Passed Successfully	2010
Member AREAA Asian Real Estate Association of America	2010
Member NAHREP National Association of Hispanic Real Estate Professional	2010
Certified Member of National Assn Broker Price Opinion Professionals (NABPOP)	2008
Five Star Certified REO Agent Five Star Training Institute	2010
Foreclosure Response Team Platinum Certified Foreclosure Response Team International	2010
Member NASSPro National Association of Short Sale Professionals	2010
LMCPro Designation Loss Mitigation Certified Professional	2010
Certified Distressed Property Expert California Real Estate Designation	2009
Department of Real Estate, Sacramento CA Real Estate Sales Person License	2002
California State Licensing Board General Contractor's License	1985
University of California, San Diego CA Mathematics and Computer Science	1985
Reedley College, Reedley CA Associate's Art Degree General Education	1983
Certified International Open Water Diver PADI	1982

## Interests and Community Involvement

I enjoy adventuring across America on my motorcycle with friends to see the beautiful land we live in and meet the local residents and get an idea of how they live. I enjoy my church family and the many projects we do. I really enjoy the people who come from all over the world to stay at our nightly rentals as I get to experience their culture and lives during evening campfire chats. My wife and I also work closely with the local chapter of Labrador Rescue to help raise funds and awareness as we have adopted a rescue dog and am impressed with the organization. For the last several years I have enjoyed being a part of a new venture of starting a micro-brewery and tasting beers from across the world. I also enjoy golfing with my son, but I must admit, I'm not very good at the game!

## References

Dorothy Carroll, Law Office of D.A. Carroll  
 Sontaya Rose, City Of Fresno  
 Pastor Shawn Beaty



**California Department of Real Estate License Number 01327834 Expires 4/21/027**  
**Contractors State Licensing Board License Number 685493 Expires 8/31/2024**