



# Jay D. Rodgers

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Jay D. Rodgers has been and continues to be active in the formation of entrepreneurial enterprises. Additionally, he serves as an advisor to several companies. His involvement normally includes vision, funding, strategic planning, and exit dealings. The following are some of the companies he has nurtured to success:

**Investor / Director**  
2001 – Present

**Rockland Technology Group, Inc.** – A turnaround investment that develops/markets sophisticated POS (Point-Of-Sale) and management software for the retail pizza industry. Their focus is on in-house dining, take out and delivery – based in Lewisville, Texas

- ◆ Founded in 1989, returned to profitability 90 days after purchasing

**Co-Founder**  
1999 – Present

**Family Staffing Solutions, Inc.** – This startup is patterned after Elderly Services, Inc. and will, hopefully, provide the perfect model with which to enter selective markets nationally – based in Dallas, Texas

- ◆ Currently has offices in Dallas, Texas, and Nashville, Tennessee

**Turnaround Purchaser  
Chairman of the Board**  
1995 – Present

**Superior Recharge Systems, Inc.** – A national re-manufacturer of laser printer toner cartridges – based in Dallas, Texas

- ◆ A highly successful turnaround investment

**Co-Founder  
Chairman of the Board**  
1993 – 1999

**Elderly Services, Inc.** – "Never ever spend a single night in a nursing home" – provides in-home staffing assistance, insuring that the elderly can stay at home, remain independent and in charge – based in Nashville, Tennessee

- ◆ Grew over forty-five percent (45%) in its fifth year (1998)
- ◆ Sold to GerAssist, Inc. in June of 1999

**Founder  
Chairman of the Board**  
1992 – Present

**Smart Start, Inc.** – The nation's largest manufacturer/installer/servicer of ignition interlock devices - based in Flower Mound, Texas, with offices in Florida and Maryland

- ◆ A company in the business of *separating drinking from driving* – interlock device requires breath alcohol test to be taken and passed before a vehicle can be started.
- ◆ Elected franchising as its growth strategy. Now has franchisees in 11 states.

**Founder  
Chairman of the Board**  
1990 – 2003

**Dee Ring, Inc.** – A corporation that provides creative funding for non-bankable opportunities and has numerous other varied investments, including real estate, bank notes, oil, and cattle – based in Flower Mound, Texas

- ◆ Originally founded to buy classified bank notes

**Co-Founder  
Chairman of the Board**  
1989 – 1994

**Tri-C Business Forms, Inc.** – Now South Texas' largest manufacturer of continuous and cut-sheet business forms – based in Houston, Texas

- ◆ Sold to minority employee shareholders in 1994

**Co-Founder & Director  
Chairman, Loan Committee**  
1986 – 1995

**United Commerce Bank** – A national bank just north of Dallas – based in Highland Village, Texas

- ◆ Acquired by regional competitor in 1995

**Co-Founder  
Board of Directors**  
1985 – 2002

**Physician Staffing Resources, Inc.** – A national provider of independent practice development, practice support, and consulting services for hospitals and physicians - based in Flower Mound, Texas, with offices in Florida and Maryland

- ◆ Past President/Chairman of the Board of Directors
- ◆ Sold to MedicalEdge Healthcare Group, Inc. in December 2002

**Founder  
Chairman of the Board**  
1984 – 1990

**Healthcare Staff Resources, Inc.** – A national provider of interim and permanent staffing of various healthcare professionals - based in Roanoke, Texas

- ◆ Sold to Kimberly Quality Care, a division of Lifetime Corporation (NYSE) in 1990

**Founder  
Chairman of the Board**  
1968 – 1984

**Ranchland, Inc.** – A corporate outing and convention ranch north of Dallas providing ranch atmosphere and Texas barbecue for small overnight groups and day groups of up to 3,000 – based in Roanoke, Texas

- ◆ Chief Executive Officer, 1968 – 1974
- ◆ Sold to private investors in 1984

After graduating in 1960 from the University of Iowa with a bachelor's degree in Business Administration, Jay spent eight years with Eastman Kodak before venturing out on his own. In 1993, he completed the three-year Owners/President Management (OPM) Program at Harvard. He serves as a guest lecturer at SMU on "Managing the Entrepreneurial Business" and teaches the "Starting Your Own Business" course at University of North Texas. At 64, Mr. Rodgers' primary focus is helping committed, young entrepreneurs succeed.