

Jeff Gaines, MS  
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Offering extensive business development, business management and entrepreneurial consultation experience in multiple industry sectors. Experience includes emphasis on the evaluation of organizational systems that lead to facilitating transformational change. Strengths also include a keen sense and ability to navigate culture and climate change. Interests focus on initiating small business start-ups to transforming existing large - scale operational environments.

***Career Current Projects:***

2005 - Current

**Gaines Unlimited Inc** - Houston, Texas – National  
Workforce Development and Business Solutions Consulting Agency

***President - CEO***

- *Created, developed, own and operate a multi – disciplinary consulting agency*
- *Specialize in new business venture start - up and development*
- *Specialize in evaluating and realigning organizational systems and sub – systems; including but not limited to culture, climate, processes, flows, and metrics*
- *Specialize in workforce training and leadership development*
- *Specialize in developing cost analysis and financial planning for various business models*

1994 - Current

**Build-1.us** - Houston, Texas - National  
Home Building Developer and Home Building Consulting Agency

***President - CEO***

- *Residential real estate developer*
- *Created business strategy and platform for franchising home – building and renovations*
- *Created standardized home - building and renovation consulting business model*
- *Standardized home building and renovation field procedures*

2008 - Current

**Yacht Connections, Inc.** – Houston, Texas - International  
Pilothouse.net  
E-floatplan.com  
Web - based Boat and Yacht Listing Service with Consulting and Brokerage Services  
Web – based water Float Planning and Monitoring

***President - CEO***

- *Created and developed business concepts*
- *Created and developed business models*
- *Designed joint business operational model platform*
- *Create international team approach using individualized internal profit centers*
- *Developed conceptual website and e-commerce architecture*

***Previous Career Accomplishments***

1997 – 2005

**Trak-1 Technology** – Houston, Texas - National

Background screening data - base services and software development

***President – CEO***

- *Created and managed organizational structure including team development*
- *Led in software system architecture and development*
- *Provided project management leadership*
- *Created, developed and marketed franchise model*
- *Expanded national market share via the development of 28 franchises*
- *Created and expanded both strategic partnership and independent sales representative models*
- *Created, developed and marketed a bulk data distribution market expansion model*
- *Orchestrated the successful sale of the organization*

1989 – 2001

**Sport Gaines Incorporated** – Houston, Texas

Physical Therapy Works

East Texas Chiropractics

Automated Billing Services (ABS)

***President***

- *Designed fitness programs*
- *Provided physical rehabilitation services for special needs patients*
- *Developed a total approach to sport injury rehabilitation*
- *Created an alternative comprehensive workers compensation treatment program*
- *Owned, operated and successfully sold 7 multi-disciplinary physical rehabilitation clinics located throughout East Texas*
- *Owned and operated a insurance medical claims processing company*

1986 – 1989

**Aztec Iron and Foundry** – Houston, Texas - National

Light structural steel; steel tubing and fence products; aluminum sand - cast foundry

***Sales Manager***

- *Managed small local sales team in Houston*
- *Developed new national steel tubing fencing product and wholesale distribution model*

1983 – 1985

**Hurricane Steel** – Houston, Texas - International

A subsidiary of Otto Wolfe Mining Industries; Germany

***Branch Manager***

- *In charge of managing local distribution outlet in North Houston*
- *Responsible for developing area steel sales*
- *Responsible for managing local branch material distribution*

- *Responsible for developing national – international bulk sales efforts*

1980 – 1983

**Vanguard Corporation** – Louisville Kentucky- Milwaukee, Wisconsin - National  
A subsidiary of Reeves Southeastern Wire

***Branch Manager***

- *Established new market share for steel wire, tubing and fittings in Mid Western region*
- *Established and managed local distribution outlet in Mid Western region*
- *Developed bulk sales and distribution network in WI, IL, MN, & MI.*
- *Maintained responsibilities of branch management, sales management and regional management including team development and team building for capturing new market share*

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***Education***

Capella University  
Harold Able School of Psychology  
Masters Degree – Industrial and Organizational Psychology

University of Phoenix  
Bachelors Degree in Business Management

Ohio University  
Associates Degree – Social Sciences

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***Prior Affiliations***

President – International Fence Industry Association; Wisconsin chapter.

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***Prior Publications***

Houston Health and Fitness  
Houston Apartment Association

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***Licenses and Special Interests***

Licensed Airplane Pilot – Multi Engine, Instrument (Civil)  
Licensed “Captain” - United States Coast Guard (UOPV)  
Certified Scuba Diver - PADI Open Water