

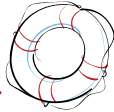


On Odenton

WINER



## Under New Management



The election of Laura Neuman by the Anne Arundel County Council to be the new County Executive couldn't be timelier. Not only because the convicted and disgraced former county executive, who spent his six years in office putting the county in a bad light is gone, but because this county's challenges need an immediate, creative and positive approach.

In the 42 years I've spent working in Anne Arundel County, this is the first time there has been an actual executive to fill the office named for it-County Executive. Perhaps, without all the political baggage and campaigning for the first and last year of every four year term, there will be a concentrated effort at effective leadership and good management at the highest level.

The reason this is so critical to the future economic health of the county is because it ultimately affects the health, well-being and vitality of every resident of the county as well. Not everyone understands this, but the cost and pace of development determines the amount and speed of revenue to the county and resulting available funding for all other county programs, including education.

The Anne Arundel County Economic Development Board recently sought to take the "temperature" of business in the county with the following questions: Are there successful communications between business and government? Is Government responsive to business needs? Do regulations match up to the goal of providing an orderly system for communities and businesses to operate and interact successfully? Regardless of whether you feel the industry is under-regulated or over-regulated, these were important to know and the overwhelming and expected answer at least from developers is NO.

The proof in the pudding and sure to have gotten the attention of our new County Executive, is that the County has not been effective in keeping

Continued page 2, column 1

## What Makes Community Development? Inquiring Minds Want To Know



Michele Waits



In February, A. J. Properties hosted students from Arundel High School's Community Development and Global Citizenship Signature Program. Students visited a few local businesses armed with iPads and interest in the role business plays in local community development.

After the opportunity to look over a variety of maps and renderings in our conference room, they had a number of questions. Some of the questions: Why does Odenton still look so old and run down? When will Town Center development happen? (Despite all the recent construction, young people do not consider apartments in the same development category as the retail and movies they are hoping for.) How does the environment figure into development?



Although keeping it light, Jay Winer explained that Odenton has a set of development criteria found in the Odenton Town Center Plan. He discussed the great length of time and resources it takes to bring a development to the construction stage and the variety of professional services that must be involved, including local government.

Continued page 2, column 2

## DO YOU KNOW?

### FACTS:

- ◆ A. J. Properties is celebrating our 30th Anniversary!
- ◆ Begun in 1983, AJP managed land holdings owned by the Winer Family back when they operated the Nevamar Plants (now Academy Yard).
- ◆ The business is named after Jay's sons: Adam & Jason.
- ◆ We develop, lease & manage more than our own properties.
- ◆ Our offices are located in the 1908 historic WB&A Dispatcher's Tower at Naval Academy Junction (Odenton Town Center).
- ◆ We are proud to have on-site management.
- ◆ We're skilled recyclers! - through adaptive reuse of space.



industry and business growing in this county. Lack of creative financing for infrastructure, little regular dialogue between county executive and business leadership, lack of effective departmental coordination and fees for development far and beyond any other metropolitan county have stymied economic development. The county has become uncompetitive.

Out-of-whack fees and costs have created a lack of space at competitive rates. Pass through costs make rents too high. Demand has gone to places like Howard County, where gratitude to Anne Arundel for the business is spoken unabashedly and often. It appears the new county executive is moving quickly to understand the challenges and clear out the old guard, so that real progress in areas such as Odenton Town Center can be made. When I first heard of her election, I wanted to send a congratulatory card with a life preserver on it. I have the highest hopes for her and the county's success.



A. J. Properties extends a warm welcome to our new Anne Arundel County Executive, Laura Neuman. Her words of making the County an easier place to do business, team building and creating efficiencies are promising.

Photo: CapitalGazette



On April 18<sup>th</sup>, Anne Arundel Community College's Entrepreneurial Institute will host its 4th annual "Big Idea" Elevator Pitch competition. For some time, the college has sponsored a business plan competition to encourage students with prize money and a place in the Entrepreneurial Studies Department "hatchery" to begin implementing their plan. The Big Idea competition was designed to be a bit more of the one minute elevator speech to convince others to invest in the idea. Professor Steve

Berry will emcee the event which is sponsored by a donation from A. J. Properties. "We've made a commitment to the fantastic work AACC does with students of all ages to encourage entrepreneurship, because our own entire company history has been based on cultivating small business growth and success", said Jay Winer, who this year also serves as the AACC Foundation President.



*Inquiring Minds—continued from page 1, column 2*

We highlighted the recent progress on the sewer capacity expansion and the time it took to find a solution; route 175 transportation needs and the fees you must pay for the various steps of creating a development. We also talked about the market and timing as to why some spaces stay vacant so long and just like in all life lessons, we mentioned there is always the unexpected—how a beaver habitat slowed down development progress on the Flats 170 project at Academy Yard.

We were pleased to share with the Signature Program students and hope we were able to give them a new perspective when they look around their community.

AHS Signature Program: "Within the global community of Arundel High School, students are challenged to gain the knowledge, skills, and values that will enable them to become lifelong learners and productive, responsible citizens of the 21st century."

Our paper newsletter is fading away. Sign up for our e-version at [www.ajprop.net](http://www.ajprop.net) under the News tab or call us with your email address.

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