

Core Competencies

AJC Solutions (AJC) can help Cardno International Development to implement the USAID/Bosnia and Herzegovina Local Governance Activity by providing management and technical support in Local Economic Development, Private Sector Engagement and Domestic Revenue Mobilization. AJC has the Core Competencies to help achieve the USAID/BiH's CDCS Development Objective 1 (Strengthened Self-Governance) and Development Objective 2 (Improved Socio-Economic Conditions) in the following technical areas:

- Analyzing local economic development context, existing industry sectors, regional competitiveness and organizational capacity
- Engaging the private sector to reform regulations, improve the enabling environment and promote investment and job creation
- Strengthening local government institutions to mobilize revenue, facilitate public investment and establish strategic partnerships

Past Performance

Contracting Entity: Network of Associations of Local Authorities in Southeast Europe ([NALAS](#))

Reference: Kelmend Zajazi, Executive Director, NALAS | Tel: +38923090818 | Email: zajazi@nalas.eu

Location: Skopje, North Macedonia and Belgrade, Serbia

Timeframe: October – November 2019 (30 days)

- Program Summary:** Consultant for NALAS that provides capacity building, technical assistance and knowledge management services to cities, including Bosnia and Herzegovina, to promote decentralization, economic cooperation and European integration.
- Conducted municipal policy research to improve public service delivery and support the Digital Integration component of the Multi-Annual Action Plan for a Regional Economic Area (MAP REA).
 - Created a Digital Integration Workplan and Policy Development Strategy to help cities develop digital infrastructure, advance digital skills development and accelerate digitization of public services.
 - Drafted a municipal survey to assess the legal framework, organizational structure, programs and performance metrics for local economic development (LED) activities and create a regulatory decentralization baseline of LED in Southeast Europe.

Donor: United States Agency for International Development (USAID)

Contracting Entity: International Executive Service Corps (Prime) | International City/County Management Association (Sub)

Reference: Rod Carvajal, Chief of Party (Former), ENGINE Program | Tel: 1-301-906-3295 | Email: vrcarvagal1@gmail.com

Location: 8 cities in Tanzania and Zanzibar

Timeframe: January – March 2020 (75 days)

- Program Summary:** Consultant for the Enabling Growth through Investment and Enterprise Program ([ENGINE](#)) that was is 4-year \$20 million activity that utilized a market systems approach to reform local government regulations and encourage investments.
- Design project methodologies, assess organizational capacity, conduct private sector engagement (PSE) activities and lead implementation to create Revenue Enhancement Plans and Investment Promotion Strategies for 8 cities.
 - Facilitated 24 technical assistance and capacity building workshops on revenue mobilization and LED for 350 government staff and businesses with organizational analysis, stakeholder engagements, regulatory reviews and SWOT and PESTEL assessments.
 - Create strategies for LED and revenue mobilization that utilize PSE to streamline regulations, reduce compliance costs, identify investment opportunities, support business formalization, establish data collection systems and strengthen administrative capacity.

Employer: City of Gahanna, Ohio, USA

Timeframe: June 2008 – September 2019

Reference: Brandi Braun AL-Issa, Deputy City Administrator (Former) | Tel: 1-614-483-8890 | Email: brandijobbraun@gmail.com

Position Summary: Director of the Planning & Development Department charged with attracting investment and jobs through Local Economic Development, Private Sector Engagement, Revenue Mobilization and the Business Enabling Environment.

- Led the creation of an Economic Development Strategy and multiple Private Sector Engagement Programs that established innovative economic growth projects, strategic investment opportunities and evidence-based administrative reforms.
- Created public private partnerships that funded public infrastructure investments, formed a land bank to acquire properties, remediated environmental contaminated sites and established an office and industrial park to attract private investment.

Differentiators

- Effective at building commitment and consensus among public and private sector stakeholders on economic policy reforms.
- Highly capable communicator among diverse audiences with technical capacity to synthesize and present complex data.
- Extensive experience facilitating public policy development process with community engagement, data analysis and public dialogues.
- Hardworking, self-motivated and eager to effect change in cities.

Company Data

AJC Solutions has two employees with over 30 years of combined public, private and non-profit sector experience.

Duns Number: 117033678

NAICS: 541611, 541613, 541618, 541720, 541690, 541990

Company Type: United States-Based Small Business

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