



AJC SOLUTIONS

ajcsolutions.com



About AJC Solutions

AJC Solutions is a woman-owned small business consulting firm that provides solution driven technical assistance to governments and the private sector that enables economic growth, attracts investment, builds institutional capacity, and supports prosperity for all.

We understand all projects include a combination of citizen constituencies, civil society, government stakeholders, financial investors and private businesses. We appreciate these complexities, seek to understand project nuances, and strive to exceed client expectations. We believe all projects must benefit both the private sector and the public sector to be sustainable in the long run.



Capacity Building



Economic Growth



Private Sector Development



Public Financial Management



Investment Promotion

Our Services



Capacity Building

We combine stakeholder engagement with practitioner based insight to build capacity in local economic development, regionalism, information communication technology (ICT) infrastructure investments, and state owned enterprise (SOE) management.



Economic Growth

We engage with government, civil society, and private sector stakeholders to identify economic growth opportunities and facilitate the creation of Strategic Plans, Needs Assessments, Land Use Plans, and Economic Development Strategies.



Private Sector Development

We collaborate with government and private sector partners to improve the business enabling environment, increase support services for Small-Medium Sized Enterprises (SMEs), link education partners with SMEs to solve workforce development challenges, and identify infrastructure needs to support private investment and job creation opportunities.



Public Financial Management

We leverage sophisticated fiscal impact modeling tools and 360 revenue system assessments to enable local governments to create financial incentive policies and revenue enhancement plans that optimize existing revenues, reduce compliance costs, engage stakeholders, strengthen administrative capacity, and discover new revenue opportunities.



Investment Promotion

We partner with key public and private stakeholders and conduct extensive data driven analysis to develop competitive community investment profiles that attract industry specific capital investments, build capacity for investment facilitation activities, recommend public policy reforms, and create targeted marketing campaigns to attract tourism opportunities.

AJC Project Highlights



Capacity Building

Capacity Building in South East Europe: Worked with the Network of Associations of Local Authorities of Southeast Europe (NALAS) to build local government capacity in digitalization, local economic development, regionalism, and regulatory decentralization.

Private Sector Engagement in Tanzania: Worked with the Tanzania Chamber of Commerce, Industry and Agriculture to improve their ability to serve local businesses, advocate for public policy reform, and become more financially sustainable by improving member services.



Economic Growth

Economic Development Strategic Planning: Created a market based strategy that identified priority development areas, industry targets, real estate development capacities, financial incentive strategies with fiscal impact modeling techniques, and regulatory reform recommendations to support job creation.

Smart Region Playbook: Helped establish public infrastructure investment standards that leverages technology to build connectivity, increase digital inclusion, analyze open data, and enhance innovation and resiliency throughout 60 communities in central Ohio.



Private Sector Development

Business Retention Program: Proactively surveyed 282 businesses that resulted in 14 investment projects valued at \$62 million, a partnership with a local school district, and 1,822 jobs created/retained.

Business Enabling Environment: Completed projects that reduced the construction permit approval process by 30%, streamlined 139 zoning regulations based on private sector feedback, and created industry supported ICT policies to encourage systematic investment in 5G infrastructure.



Public Financial Management

Revenue Enhancement Plans (REPs): Completed a REPs for three local governments in Zanzibar. Used a collaborative stakeholder engagement process and extensive data analysis to create revenue strategies focused on optimization, new generation, compliance cost reduction, improved stakeholder engagement and strengthened administrative capacity with five year revenue forecasts.

Incentive Policy and Program Formation: Conducted primary research on financial incentives and established formal incentive policies and programs for multiple municipalities in the areas of real estate development, broadband and cellular technology, smart infrastructure and targeted industry investments.



Investment Promotion

Investment Promotion Strategies (IPS): Created IPS for six local governments in Tanzania and Zanzibar. The IPS utilized a collaborative facilitation process with investment stakeholders and extensive data analysis to create competitive community profiles with prioritized investment opportunities, target industry sectors, systematic inter-agency data collection procedures, and monitoring and evaluation frameworks.

Foreign Direct Investment: Participated in multiple trade delegations to China to encourage companies within the advanced automotive and logistics industries to make a capital investment in Central Ohio.

.....

“Anthony is a highly experienced and talented professional that provided some of the best deliverables that I have received as Chief of Party for almost 30 years.” – Rod Carvajal, Chief of Party, USAID Tanzania ENGINE Program

.....

Anthony Jones, Principal and Founder



Anthony is a native of Cleveland, Ohio. As the son of a salt miner and truck driver, he was drawn to sustainable development after experiencing the neighborhood impact of industrial disinvestment.

After 15 years of experience in public leadership roles for multiple cities, he founded AJC Solutions to expand his capacity to assist communities worldwide.

He has led development programs for urban, suburban and rural communities across the globe. He has completed complex projects supporting investment promotion, public financial management, private sector engagement and economic growth to improve local economies, attract private investment, support job creation opportunities, and give thousands of people the chance to achieve prosperity.

“Anthony is a professional international development consultant that is extremely hardworking, diplomatic and effective at navigating the sometimes complicated relationship between government and the business community.”

– Emile Malinza, Executive Director, Mbeya Chapter of the Tanzania Chamber of Commerce, Industry and Agriculture

AJC SOLUTIONS

Education

Masters of Public Administration
Masters of Economics
University of Toledo

Bachelors of Business Administration
Bowling Green State University

Certifications

Leading Economic Growth
Harvard Kennedy School

Econometric Methods and Applications
Erasmus University Rotterdam

Certified Economic Developer
International Economic Development Council

Professional Associations

Small Business Association for
International Companies

Society for International Development

International Economic Development Council

Ohio Economic Development Association

Countries of Work Experience

Africa Region: Tanzania and Zanzibar

Eurasia Region: North Macedonia and

Serbia East Asia Region: China

NorthAmerica: United States

Donors/Past Employers/Clients

United States Agency for International
Development (USAID)

International Executive Service Corps.

International City/County
Management Association

Network of Associations of Local
Authorities of Southeast Europe

International Partnership of Education
Research and Communication

One Columbus

Multiple Local Government Authorities

Private Investors