

# The A. J. Advisor



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Jay Winer

## MORATORIUMS

### A Bad Excuse

Recently, Anne Arundel County Executive Stuart Pittman suggested quite publicly a moratorium on development would be warranted in the Route 3 corridor in west Anne Arundel County. As chilling as this announcement is to property owners and developers, the history of modern-day development in this corridor suggests it might not be such a bad idea.

As a property owner and developer of long standing in Anne Arundel County, I would never favor a moratorium as an effective land planning tool. However, the sentiment the executive expressed represents missed opportunities by County administrations over the last 40 years to manage the growth they knew was coming and encouraged.

The County has developed growth management plans for the western part of the County since 1970. In fact, those plans have been updated numerous times since. Route 3 has always been mapped as the eastern boundary of that development corridor that included areas of Crofton and Odenton. The State and County plans originally had Route 3 south of Route 32, becoming a part of MD 97. Rather than heading east to Annapolis, Route 3 south was to become a limited access highway with commercial development limited to certain areas on either side. The median of Route 3 was to be eliminated.

Federal funds available for the project were going to disappear if not put in to use by a certain date and the property owners in the Route 3 median and the residents of Crofton formed an unlikely alliance to fight the idea. The political will to see the plan through was not forthcoming. Eventually, time ran out and Route 97 was routed to Annapolis extending Route 32.

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## WHEN IS IT TIME TO MOVE MY OFFICE?



Adam Winer

There comes a time in every organizations life when you've outgrown your space. It could be new contracts, new revenue, new opportunities. Whatever the reason, you need to hire people. And, people need space to work.

But when is the right time to move? Like getting married or having kids, there is no perfect time. There are, however, telltale signs that reveal an office move is in the best interest of the long-term sustainability of your company. Through planning and seizing the opportunity when it presents itself, a new office location can propel your company forward.

A few indications it's time to move:

### Corporate Culture Needs a Makeover

As your company has evolved your business goals have matured and you've become

### DO YOU KNOW

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clear about your market, your product and the real-world problems you solve. Maybe these changes have increased the need for collaboration, a need for more private meeting space, more presentation areas, a need for more visual support.

There's no greater reset than an office move. A fresh start shouldn't be wasted. Be purposeful and calculated about critical decisions like how much space you'll need and the specific design required to achieve your company goals.

### Your Lease is About to Expire

Do you know when your lease expires? Check now, as it may be sooner than you

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## Wayfinding

Trending modern at the **Odenton Health & Technology Campus**, we unveiled our new monument sign for the campus.

Located on Annapolis Road in Odenton, these professional buildings house medical and other professional services such as Johns Hopkins, Kennedy Krieger, attorneys, surgical, dental and more.



Beginning in the 1980's, property interests along Route 3 as well as the median began clamoring for zoning that would allow dense commercial development. Public planning documents, zoning decisions and unwillingness to utilize public domain for purchase of property all came together to seemingly capitulate to demand. Today, we have the result. Too much dense development and too much traffic. The very traffic communities along Route 3 that are now choking on traffic congestion, were the same communities that turned down an opportunity for limited access for commercial purpose years before.

The unfortunate outcome is that the rest of the planned area for managed growth in West County, Odenton Town Center, in particular was delayed and diminished by Route 3 commercial development. Today, the plans for regional transit-oriented commercial development are scaled back because so much commercial development exists elsewhere.

I can't say what the answer is now except to create a higher standard for need for development in this corridor. A moratorium would be much too little and way too late and a dangerous precedent for implementing land use planning for the future.

...a dangerous precedent for implementing land use...

think. If you lease expires in the next 24 months, that's great. Finding the right spot, space planning, construction, and moving is a huge undertaking that may require no less than a year.

### You are Busting at the Seams

When you've doubled up private offices so each space is now home to two employees, when there are no more meeting rooms left for meetings, and when all the desk space is occupied, it's time. For some, this level of proximity is stimulating and can improve communication. There will, however, be a tipping point, a point where people are crammed in too tightly at the expense of productivity.

### You're Spread Across Multiple Floors or Buildings

Years ago, you found the ideal office situation. Perhaps a few thousand square feet to start and, over time, your company began to grow by adding available space on another floor or in another building. Think of the time and costs it involves for employees to travel between locations to meet with the right team member. Now, imagine the productivity, cost savings and efficiencies your company will experience when updating that ideal office situation to meet the needs of your current operation.

So, when that day does arrive when you throw your hands up and say, "it is time to move," the team at AJ Properties is here to help. We help business owners like you search for the perfect commercial space, avoid mistakes and negotiate the best deal.

**WE'RE MOVING!**



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