

ATLANTIC CONSTRUCTORS, INC. TURNS TO GENEDGE FOR STRATEGIC BUSINESS MANAGEMENT AND PLANNING SERVICES

ABOUT ATLANTIC CONSTRUCTORS. Atlantic Constructors, Inc. (ACI) is Central Virginia's leading service and construction provider for commercial and industrial markets. ACI operates two facilities, called HQ 1 and HQ 2, each approximately 170,000 square feet. HQ 1 houses the company's office and administrative complex, as well as a fully automated fabrication shop. The newly finished HQ 2 houses ACI's Service Division along with a large fabrication space. These facilities provide 250,000 square feet of dedicated floor area for fabrication and assembly. They support about 1,300 highly skilled employees, allowing the company to deliver complete, turn-key solutions efficiently.

THE CHALLENGE. Atlantic Constructors had experienced considerable success, but senior management aimed for ongoing growth and improvement. To improve communication and leadership, they formed a leadership group to promote transparency, strengthen communication, and increase engagement. Over time, the employee base became less stable due to external pressures, retirements, and high turnover, which led to weakened processes and disrupted system continuity. Growth-driven operational demands strained capacity, and the company struggled to recruit and retain qualified employees. Concerns arose over the rapid loss of workforce, which created a skills and knowledge gap. The departure of experienced staff resulted in a significant loss of institutional knowledge, with no formal process to capture and transfer this knowledge to new workers.

MEP CENTER'S ROLE. Leadership sought GENEDGE's help to identify gaps and develop a strategic growth management plan aimed at reducing attrition and getting the business operations back on track. GENEDGE carried out a Competitiveness Review Discovery Assessment, introducing the team to technical training, consulting, and technology transfer initiatives. Through a multistage assessment, GENEDGE provided strategies for workforce development, communication planning, and operational alignment and efficiency. So far, this has resulted in the project generating \$10,000,000 in new sales and saving \$500,000.00 in costs, leading to a \$15,675,000 investment, as well as the creation and retention of twenty (20) jobs.

"ACI has a long-standing working relationship with GENEDGE, and they are a go-to resource when we have a business challenge. They were our first phone call when we wanted to improve our employees' workplace experience and improve retention. They provided great insights that will make a huge positive impact on our team."

-Evan Shriver, Chief Executive Officer, Atlantic Constructors, Inc., (ACI)

RESULTS



\$10,000,000 in increased/retained sales



\$500,000 in cost savings



\$15,675,000 in new investment



20 increased jobs



20 retained jobs

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