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Granite Reaches Annual Revenue Goal of \$900 Million

Employee incentives help achieve Granite's 2013 Goal

QUINCY, Mass.- Granite Telecommunications, LLC, a provider of telecom, data, networking, and other communications and alarm services, announced today the company has achieved the goal it set in July 2013 to reach \$900 million in annualized revenue. The \$900 million revenue mark far exceeds the \$850 million mark the company passed in June 2013 and the \$739 million in annual revenue the company posted for 2012.

Granite Telecommunications has a long history of providing innovative incentive programs for their staff. This month, as recognition of the efforts of all Granite employees in achieving the goal, Granite will give everyone a \$900 bonus in their next paycheck. Employees also achieved performance sales goals of for the month of October, and will celebrate with a holiday the day after Thanksgiving.

"We couldn't be happier to share in the benefits of our growth with those most directly responsible for getting it all done – our employees," said Rob Hale, Granite's Chief Executive Officer. "In recognition of achieving this milestone, we wanted to reward their hard work and dedication in two concrete ways; extra money and extra time off. We hope they enjoy both."

About Granite Telecommunications

Granite provides communications products to multi-location businesses throughout the United States and Canada. Granite's core services are local and long distance telephone services, which Granite centralizes and offers a single point of billing and contact for its customers over incumbent carrier networks. Granite offers an array of other communications products, including broadband data, network and voice services, inside wiring and alarm and security and monitoring installation and services. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and 1.3 million phone lines under management. Granite employs over 1,100 people, most of whom work at its headquarters in Quincy, MA. For more information, visit www.granitenet.com.