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Granite Surpasses Annualized Revenue Goal of \$850 Million

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Employees to Receive Bonuses as Company Eyes Further Growth and Expansion

QUINCY, Mass.--(BUSINESS WIRE)--June 20, 2013--

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 January 2013 of becoming an \$850 million company. The company reached its goal with over \$854 million in annualized revenue during its June bill run.

The annualized figure represents over \$130 million dollars in revenue growth from the same time last year and continues the company's string of record-breaking growth. This includes the company's best single month (April) in its 11-year history, which has seen Granite grow from a start up with fewer than two dozen employees to an industry heavy-weight that employs over 1,000. As a reward, Granite will pay each employee an \$850 bonus.

To accommodate the growth of its ranks, Granite also recently announced significant expansion of its physical operating centers, including the purchase of the building next to its current corporate headquarters in Quincy, MA, and new multi-year leases of larger spaces for its sales offices in New York, Florida and Rhode Island. The company is eyeing even more growth as it is still seeking to fill over 100 open positions, including experienced sales representatives.

"We're delighted to be rewarding our teammates with the bonuses they have earned," stated Rob Hale, Chief Executive Officer at Granite. "Achieving our revenue objectives is the result of hard work and dedication to ensure our business customers receive the communications solutions they need."

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 1,000 people, most of whom work at its headquarters in Quincy, MA.

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