

Granite plans to double workforce over next four years, targets \$1.1B in revenue this year

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[David Harris](#)

Tech Editor- *Boston Business Journal*

[Email](#) | [Twitter](#)

[Granite Telecommunications](#) is planning for major growth as demand jumps for its business-focused services.

The Quincy-based provider of telecommunications is aiming to double the size of its current workforce of 1,324 over the next four years and plans to grow its revenue to \$1.1 billion this year.

Granite Chief Operating Officer Rand Currier told me that the company, which reached nearly \$1 billion in revenue last year, has been adding about 100 employees and \$100 million each year.

"This year is shaping up to be even greater growth," he said.

And that acceleration of growth will happen by adding about 300 employees annually at least until 2019 in Quincy and the company's four other recently expanded branch offices in Atlanta, Miami, New York and Providence, Currier said. About two-thirds of the growth will be at the company's Quincy headquarters, Currier said.

There's plenty of room, too. Granite acquired a 125,000-square-foot building in North Quincy about seven years ago. Then two years ago, the firm bought another building, which is currently about 30 percent occupied.

"We think we have enough space to grow into," Currier said.

Granite traditionally hands out bonuses to its employees when certain revenue milestones are met and this year will be no different, said Currier. When the company reached its \$1 billion "run rate" target last summer by reaching \$85 million in revenue, [it handed out \\$1,000 bonuses to all of its employees](#).



Courtesy photo/
Granite Telecommunications
Granite COO Rand Currier said
the company will double its
workforce over the next four years.

This year, Currier said all employees would receive a \$1,050 bonus if the company reached \$1,050,000 run rate by the end of March; employees would receive \$1,100 each if the company reached \$1.1 billion run rate by this August.

Granite was founded 12 years ago by CEO Rob Hale and his father in rented office space above a Quincy bridal salon with fewer than two dozen employees. Granite now has more than 1,200 employees and serves 4,844 corporate customers at 555,207 locations across the U.S. and Canada with over 1.36 million phone lines and 115,000 data lines.

<http://www.bizjournals.com/boston/blog/techflash/2015/01/granite-planning-to-add-300-employees-a-year-for.html>