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Granite COO says company expects to add 500 more jobs in Quincy over five years

[Jon Chesto](#)

Managing Editor, Print- *Boston Business Journal*

When an affiliate of [Granite Telecommunications](#) acquired a property next door to its North Quincy headquarters in January, it offered [the fast growing company a quick solution to its pressing parking problems](#).

But the five-acre parcel at 150 Newport Ave. Extension that Foxrock Granite Properties bought for \$13.9 million wasn't just a parking lot. The site also included a 125,000-square-foot office building, roughly the same size as Granite's headquarters at 100 Newport Ave. Extension.

Now that general contractor [JD Construction of Pembroke](#) has completed a massive overhaul of the building's bottom two floors, the property acquisition is solving many more problems than just figuring out where to put all those cars.

Rand Currier, the company's chief operating officer, tells me the new building will allow Granite to add another 500 or so employees in Quincy during the next five years.

That's roughly the same pace the company has been growing in the last five years. The company employs about 1,150 between the two sites now (as well as another 30 or 40 sales jobs in other locations). There are about 700 people working in the headquarters building and another 450 next door. Granite had previously leased some space in that building, and then moved about 350 people there over the past month or so as JD wrapped up the \$2 million-plus construction job.

The renovations to the first two floors at 150 Newport Ave. Extension including the creation of a new employee training center, dubbed "Granite University," and a much larger network operations center. Moving employees next door opened up room for Granite to expand its gym area at 100 Newport Ave. Extension from about 7,000 square feet to 21,000 square feet, Currier says. That \$800,000 project, overseen by Canton-based Barletta Companies, should be done by Jan. 1 — in time to accommodate employees' new year's resolutions.

There are still two preexisting tenants at 150 Newport Ave. under Foxrock's ownership: BT and General Dynamics. But Granite occupies the vast majority of the four-story building's space.

The company's on track for \$850 million to \$870 million in revenue this year, Currier says. Granite just rewarded employees with \$900 bonuses because the firm's revenue run rate equated to \$900 million in one month, Currier says. That's not bad for a company that's barely a decade old.

www.bizjournals.com/boston/blog/mass_roundup/2013/12/quincys-granite-adding-500-jobs.html?page=all

Granite and its CEO Rob Hale have found a sweet spot, but it's an odd one: the landline business. The big phone companies have essentially shifted their focus away from plain old telephone service. That opened the door to Granite to become a central provider for big retail chains such as Wal-Mart and Best Buy and other multistate clients that want one point of contact for all their phone accounts and services. While Granite has recently expanded into other areas such as data services and alarms, this reselling of traditional phone service remains the core of Granite's business model.

With the new property, Granite gained 500 extra parking spaces, and now has 1,100 between the two locations. Depending on the day, Currier says, between 5 percent and 20 percent of the employees take the Red Line to work.

So there's room for all the drivers, for now. But Currier says that given the continued growth projections, Granite could face another parking crunch as soon as two years from now. There's enough room in the buildings for as many as 650 new employees, but nowhere near as much room for new cars. It's not a problem today. But it will likely be a problem again sometime soon. At least it's a good problem to have.

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Granite Telecommunications photo

Granite Telecommunications celebrated its recent North Quincy expansion with a ceremonial ribbon cutting on Dec. 2. Among those in attendance included: Geoffrey Why, the state's telecommunications and cable commissioner; Angela Kronenberg, Comptel General Counsel; U.S. Sen. Edward Markey; Granite CEO Rob Hale; Quincy Mayor Thomas Koch; Robert McDowell, former FCC commissioner.

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