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Quincy Mayor Thomas Koch Helps Granite Celebrate \$1.1 Billion Revenue Goal

\$1,100 Bonus for Granite Employees

(September 15, 2015) QUINCY, MA--Granite Telecommunications, LLC, a provider of communications services to businesses, announced today that the company achieved the goal it set at the outset of this year to increase revenue by \$100 million to an annualized rate of \$1.1 billion by September 2015. CEO Rob Hale had promised a \$1,100 bonus to all employees, no matter their position, salary or tenure, if the team could accomplish the goal. Quincy Mayor Thomas Koch visited Granite's headquarters to help make the announcement at a company-wide meeting that the goal was accomplished and all employees would receive the bonus in their upcoming paychecks.



Quincy Mayor Thomas Koch celebrates by distributing a breakfast supplied by Quincy Public Schools' Culinary Arts program to Granite employee and Quincy resident Phuong Do.

"It's a pleasure to celebrate this achievement with Granite today," Koch said. "For years now, Granite has been a tremendous corporate citizen of the Quincy community with their devotion to philanthropy, community events and job creation."



Granite teammates enjoy cupcakes prepared by customers, in addition to lunch and other treats courtesy of various customers, including Panera Bread.

Granite has added \$100 million or more in revenue each year for the past five years, and thanks to increased sales of voice and data products, the company has already exceeded that amount in the third fiscal quarter and is on pace to add another \$25 million by year's end. The company already shared a bonus of \$1,050 with all employees for adding \$50 million in annualized revenue in the first quarter of 2015.

"We're proud of our growth," Hale said. "It shows in concrete ways the value that we're creating for our customers. We're very happy to share our success with those that make it all possible, our employees."

About Granite

Granite provides voice, data and other related communications products and services to multi-location businesses and governmental agencies throughout the United States and Canada. Granite furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and 1.5 million voice and data lines under management. Granite employs over 1,350 people at the company's headquarters in Quincy, MA and offices in Atlanta, GA, Miami, FL, New York, NY, Providence, RI, Chicago, IL and Dallas, TX. For more information, visit www.granitenet.com.

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