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Quincy firm divides \$1 million among employees for reaching milestone

When Granite Telecommunications reached the point where it was handling one million landlines, CEO Rob Hale celebrated the milestone in an unusual way: He distributed \$1 million among all the Quincy company's employees.



By Jon Chesto
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QUINCY

When Granite Telecommunications reached the point where it was handling one million landlines, CEO Rob Hale celebrated the milestone in an unusual way: He distributed \$1 million among the Quincy company's employees.

Rand Currier, the company's chief operating officer, said Hale set a goal on Nov. 1 of

reaching 1 million landlines by the end of 2010. The company, a reseller of landline accounts to businesses with multiple locations, was serving about 980,000 landlines among all its clients at the time.

As an incentive, Hale told the employees he would divvy up \$1 million if they could reach the one-million landline goal in two months, Currier said. The company hit the goal on Dec. 21, and the funds were distributed just before New Year's Day, Currier said.

About 610 people who were full-time employees as of Nov. 1 each received about \$1,600, while another 50 people who were temporary employees but had become permanent hires by Dec. 21 received about \$800.

"That was on top of a holiday bonus," Currier said. "It seemed like the right thing to do, to reward everybody for all their hard work. ... We set an aggressive goal to get one million lines by the end of the year, and the team accomplished that goal."

Granite's roughly 75-person sales force was ineligible because salespeople receive commissions, Currier said.

At the time of the disbursement, the company had about 735 employees and about 120 temporary workers, Currier said. The temp workers each received \$50. Most of the employees work at Granite's headquarters in North Quincy.

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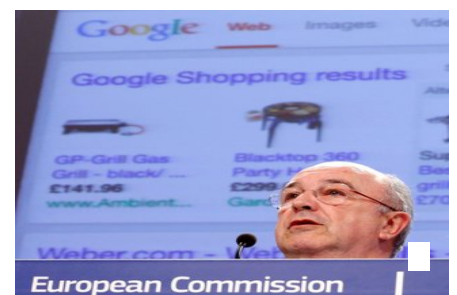


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