



Teton County Commissioners

February 2024





SILVER STAR COMPANY OVERVIEW

Silver Star is a premier telecommunications company that has been at the forefront of delivering innovative and reliable communication solutions for 75 years. With a strong commitment to technological advancement and customer satisfaction, Silver Star is a leader in fiber optic cable, placing its first fiber cable in 1990. Since then, Silver Star has invested hundreds of millions of dollars in its cutting-edge fiber optic network and innovative Business Solutions. Today, Silver Star serves customers in Idaho and western Wyoming.

KEY STRENGTHS



01

Silver Star Communications has consistently invested in state-of-the-art technology, ensuring a robust and future-ready infrastructure. This commitment allows the company to provide high-quality and scalable services to its diverse customer base.



**CUTTING-EDGE
TECHNOLOGY**

02



**BROAD SERVICES
PORTFOLIO**

The company offers a comprehensive suite of communication services, including broadband internet, Unified Communications, data, managed services, and cyber-security. This diverse portfolio enables Silver Star to cater to the needs of both residential and business customers.

03

With a successful track record spanning 75 years, Silver Star has demonstrated its ability to adapt to market dynamics and consistently outperform industry benchmarks. This stability and reliability make partnering with Silver Star an attractive opportunity.



**PROVEN TRACK
RECORD**

SILVER STAR MISSION/VISION/VALUES



MISSION

Enrich lives through exceptional customer experiences and innovative uses of technology.



VISION

A world where everyone is connected.



VALUES

We value our customers and employees as critical to our success by demonstrating these core values:

- Be honest and have integrity
- Practice kindness and respect
- Embrace challenges with a positive attitude
- We make things happen and do it well





OUR EMPLOYEES

We follow the code of the west

Silver Star is a private company that is part employee owned. We hire locally in the communities we serve and are active in community participation.

We give back to our communities through our Caring for the Community program. Our scholarship program and organizational sponsorships.





MARKET POSITION & FINANCIAL PERFORMANCE

MARKET POSITION

Silver Star holds a strong position in the market, serving a wide geographical area in Idaho and Western Wyoming. The company's focus on both urban and rural markets has allowed it to capture diverse customer segments. Leveraging strategic partnerships and alliances, Silver Star continues to expand its market reach and solidify its standing in the industry.

FINANCIAL PERFORMANCE

The company exhibits a robust financial performance, characterized by consistent revenue growth and strong profitability. Silver Star maintains a healthy balance sheet, supported by prudent financial management and strategic investment decisions.



FUTURE GROWTH STRATEGIES



NETWORK EXPANSION

Silver Star plans to further expand its network infrastructure to reach underserved areas with fiber and capitalize on emerging market opportunities.



INNOVATION & TECHNOLOGY ADOPTION

The company is leading the way with private open access networks providing 5Gbps and higher speeds to customers as well as investing in AI to provide enhanced customer experiences.



CUSTOMER-CENTRIC APPROACH

Silver Star Communications recognizes the importance of customer satisfaction. The company will focus on enhancing customer experiences through personalized touch, efficient support systems, and proactive engagement.

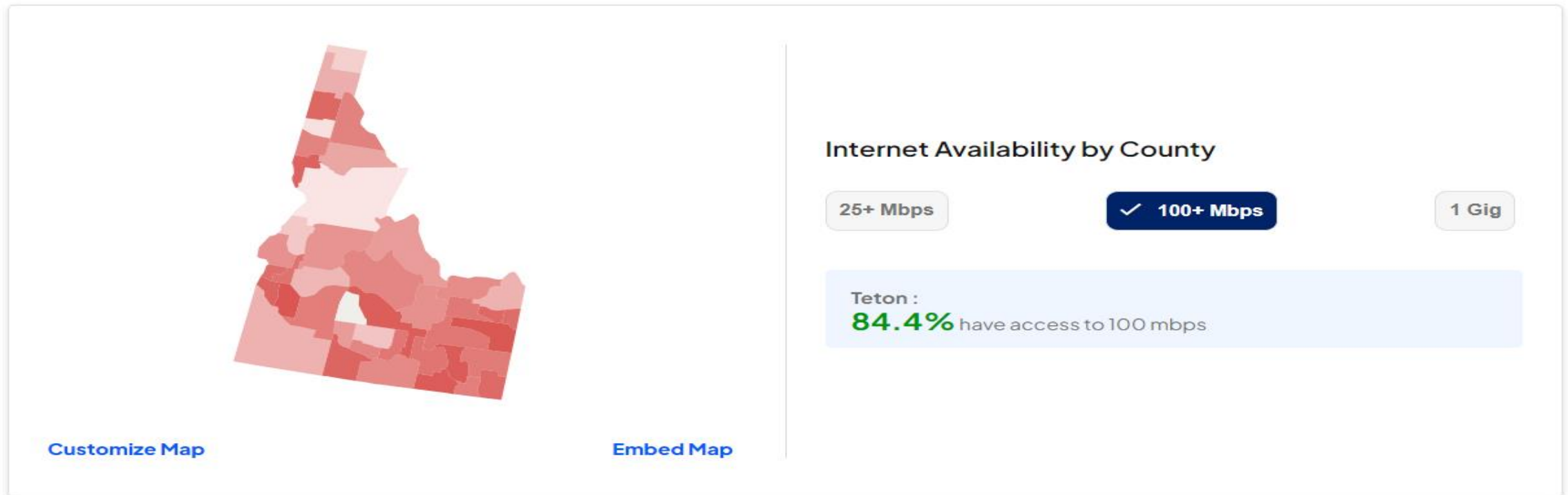


Broadband in Idaho

In Idaho, 79.8% of people have access to 100Mbps broadband, ranking 46th among all states.

Broadband in Teton County

With the help of Silver Star Communications Teton county has an 84.4% availability to 100+ mbps which is higher than the state average of 79.8%.





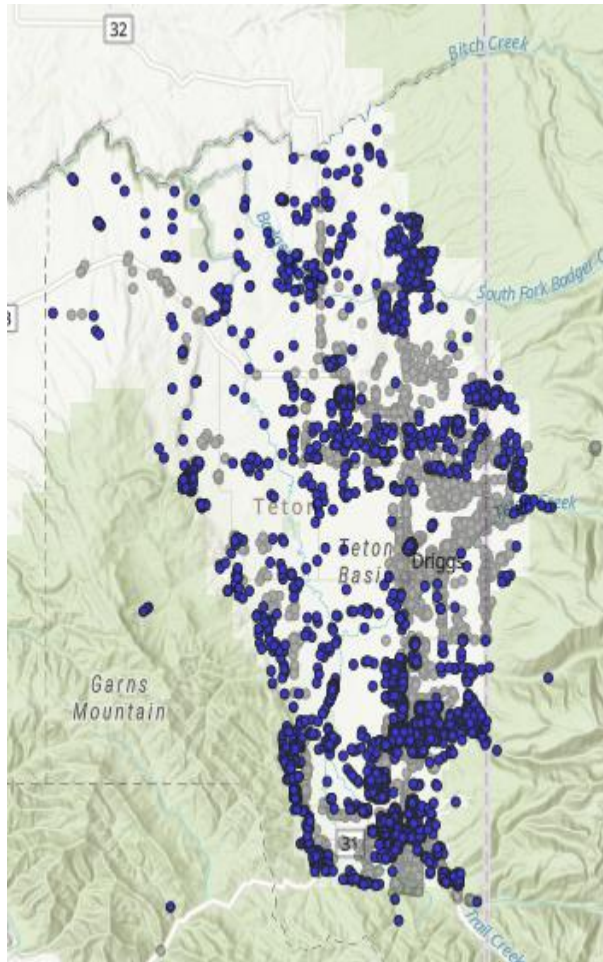
Enhanced A-CAM



What is Enhanced A-CAM

The Enhanced Alternative Connect America Model (Enhanced A-CAM) is a progressive iteration of its precursor, the A-CAM (Alternative Connect America Model), a funding program designed to address rural connectivity challenges within the broadband telecommunications sector. The new Enhanced A-CAM program sets forth a more ambitious and forward-looking framework for participating carriers to offer broadband and voice service at speeds of 100/20 Mbps (download/upload) or faster to all Enhanced A-CAM required locations within its study area (as determined by the National Broadband Map), compared to the previous A-CAM Program speed requirements of 25/3 Mbps,

Enhanced A-CAM in Teton County

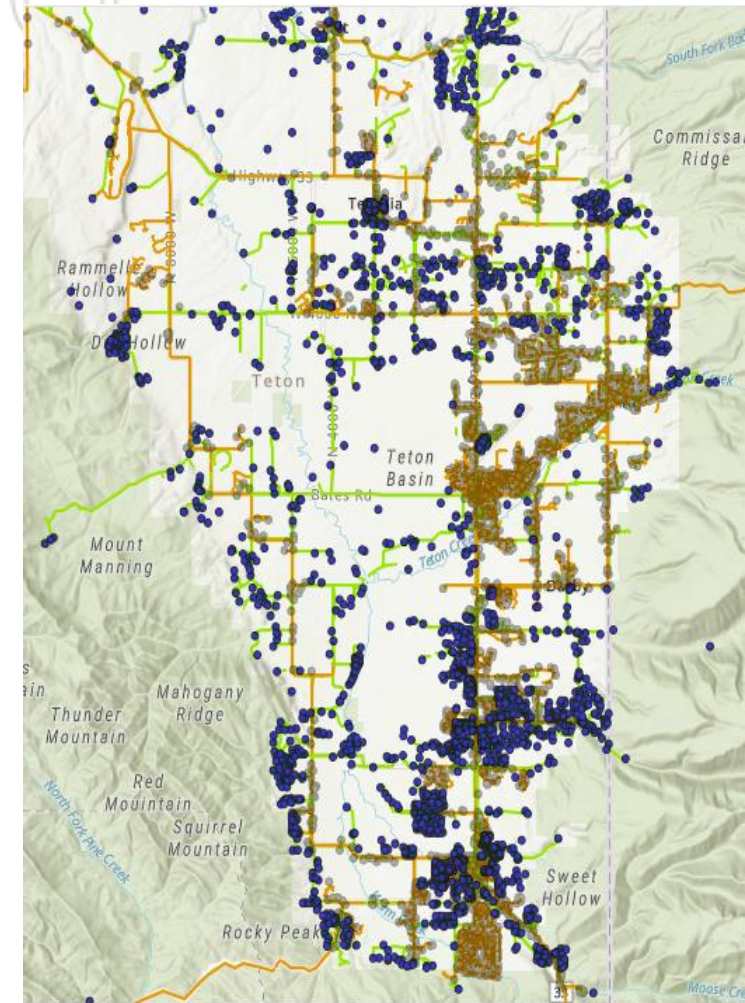


E-ACAM Locations

- Below 100/20
- At or Above 100/20

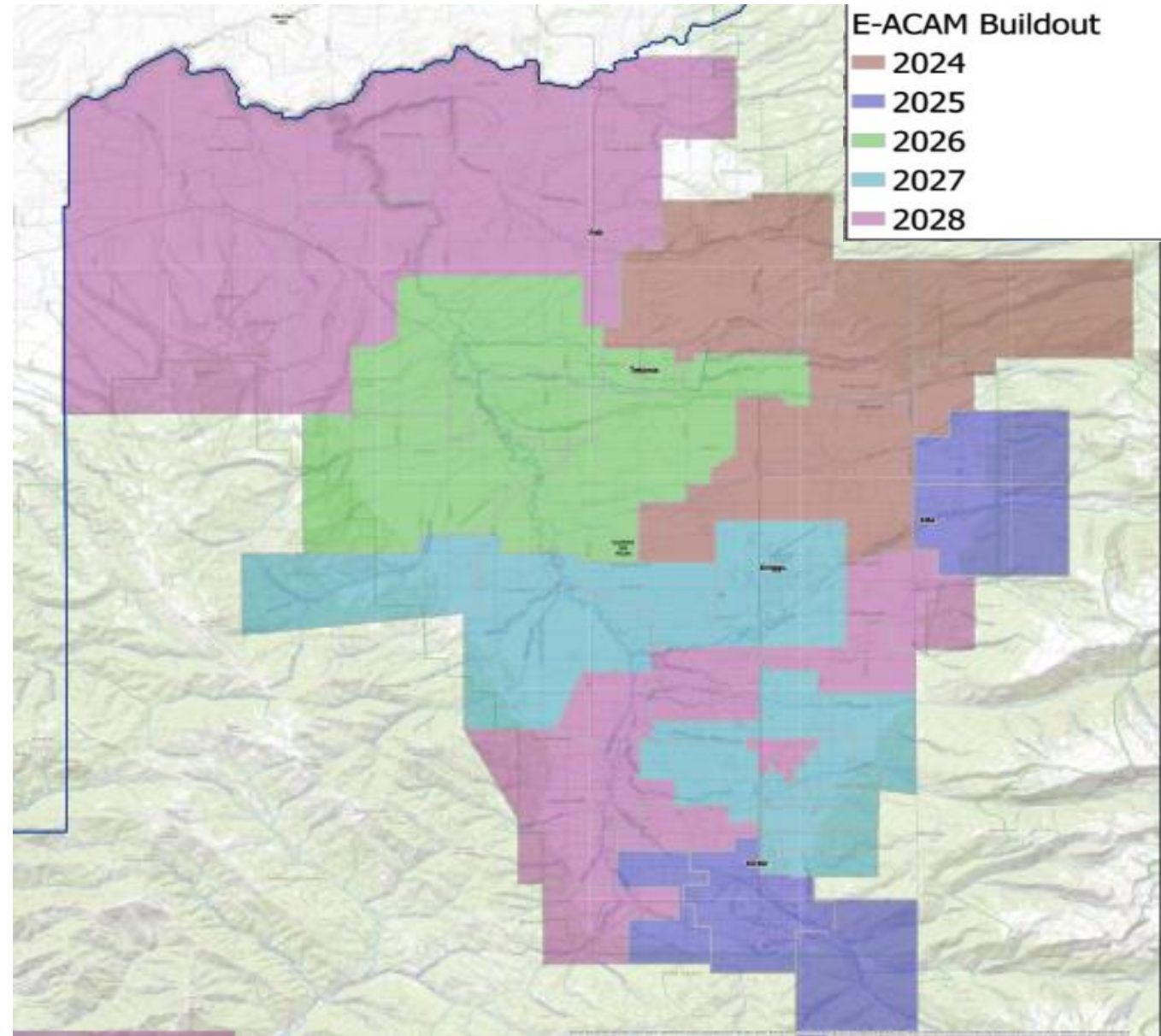
— Fiber Optic Network

With Silver Star's current network and the availability of Enhanced A-CAM, Silver Star Communications will be able to provide the residents of Teton County reliable fixed broadband speeds of 100/20.



5 Year Build Plan

- The 5-year plan will pass over 4150 locations
- The majority of whom will have access to fiber optic facilities
- All will have access to minimum speeds of 100/20
- Most will have access to multi gig speeds





Working Together

Teton County Idaho
City of Driggs
City of Victor
City of Teton