



SILKE COMMUNICATIONS ADDS NORTHERN CALIFORNIA COMMUNICATIONS SITES TO HOLDINGS, DEMONSTRATING BROADENED FOCUS ON INFRASTRUCTURE

2/17/2016 – In a noticeable shift from its typical acquisition profile, Silke Communications has purchased 13 individual small cell sites in northern California. This is the second round of non-traditional communications sites Silke has purchased, and, as with a recent distributed antenna system (DAS) acquisition in Hawaii, it accurately reflects the company’s changing emphasis on infrastructure investments.

In the past, Silke has attracted attention within the industry as it regularly acquired radio-oriented communications sites in Washington, Oregon and California. Recently, the company has turned its attention to high-growth opportunities such as small cell systems.

“We’ve been able to release ownership of some of our most mature assets, while maintaining rights and access to them for our customers far into the future,” says President Jim Silke, Jr. “It’s a model that provides us with exactly what we need – site access for our equipment and customers – while allowing us to focus on new opportunities.”

The northern California sites are ideally suited for multi-tenant and larger scale deployments, including DAS, making the investment a good match for the company’s broadening focus. Small cell technology is a growing market, providing affordable solutions for extraordinarily concentrated communications use as well as in rugged, hard-to-serve areas punctuated by ravines and other natural barriers. The majority of the use for small cells is attributed to cell carriers, but it has a role to play in any category of wireless communications, including radio.

The network Silke has purchased serves California’s west Marin and west Sonoma counties, including Tamales Bay, Guerneville, Stinson Beach, Pt. Reyes Station, Olema, Marconi, Inverness and environs – a territory suited for DAS in that it is rugged and difficult to serve. The area is studded with vineyards, transportation, recreation, agriculture, and resorts – all industries which Silke has identified as end-users for its wireless communications services. The sites are also suited for 4G/5G use.



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“The northern Cal DAS is exactly the type of investment we like: There’s room for facilities improvement and expansion, we project increased demand in that area, and we can use it for our customers. It was a smart purchase for us in a number of ways,” says Silke.

Expansion is a core strategy for the company. In 2009, Silke began an aggressive expansion from its original single location in Eugene, Oregon. A steady stream of communication site purchases along with acquisitions of wireless communications companies and related facilities has allowed Silke to build its customer base across four states, supported by offices throughout the west coast.

Silke serves a wide range of industries as well as enterprise users, schools and public safety providers. Silke also provides a full range of equipment provisioning, installation and maintenance. The company is privately held. Learn more at silkecom.com.