

# HELLO

Oceanview, we are coming to your area!



**IQ FIBER**  
A Smarter Internet Choice



**Bringing Highspeed  
Fiber-Optic Internet  
to the Residents  
of Oceanview**

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## Delaware Upload Speeds



**Highlighted Ookla  
Speed Tests Show:**

**Red** = Fiber Fast

**Green** = Cable Slow

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# Internet at the Speed of Light



Synchronous speeds are vital for work from home solutions, telehealth appointments and monitoring, and for always on Internet enabled smart devices throughout the home.



Upstream data usage grew 18% last year



AI Chat functionality alone is expected to increase data usage up to 10x over the next five years. **Only a true fiber-optic broadband connection can handle these bandwidth needs!**



100 Million homes now connected to fiber and this connection can add up to 3.1% to the value of your home

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# **IQ FIBER** Broadband Project Works for Delaware

“The next wave of growth in Delaware is coming from innovation.” This underscores the goal of building an ecosystem where technology startups and high-growth ventures can thrive. Governor Meyer



Delaware population growth is 6th fastest among all 50 U.S. states = 125 people a day!



Yet Delaware is in the bottom third of the country for new business creation



Governor Meyer's Executive Order 18 = Coordinated fast track permitting system for priority projects including broadband.

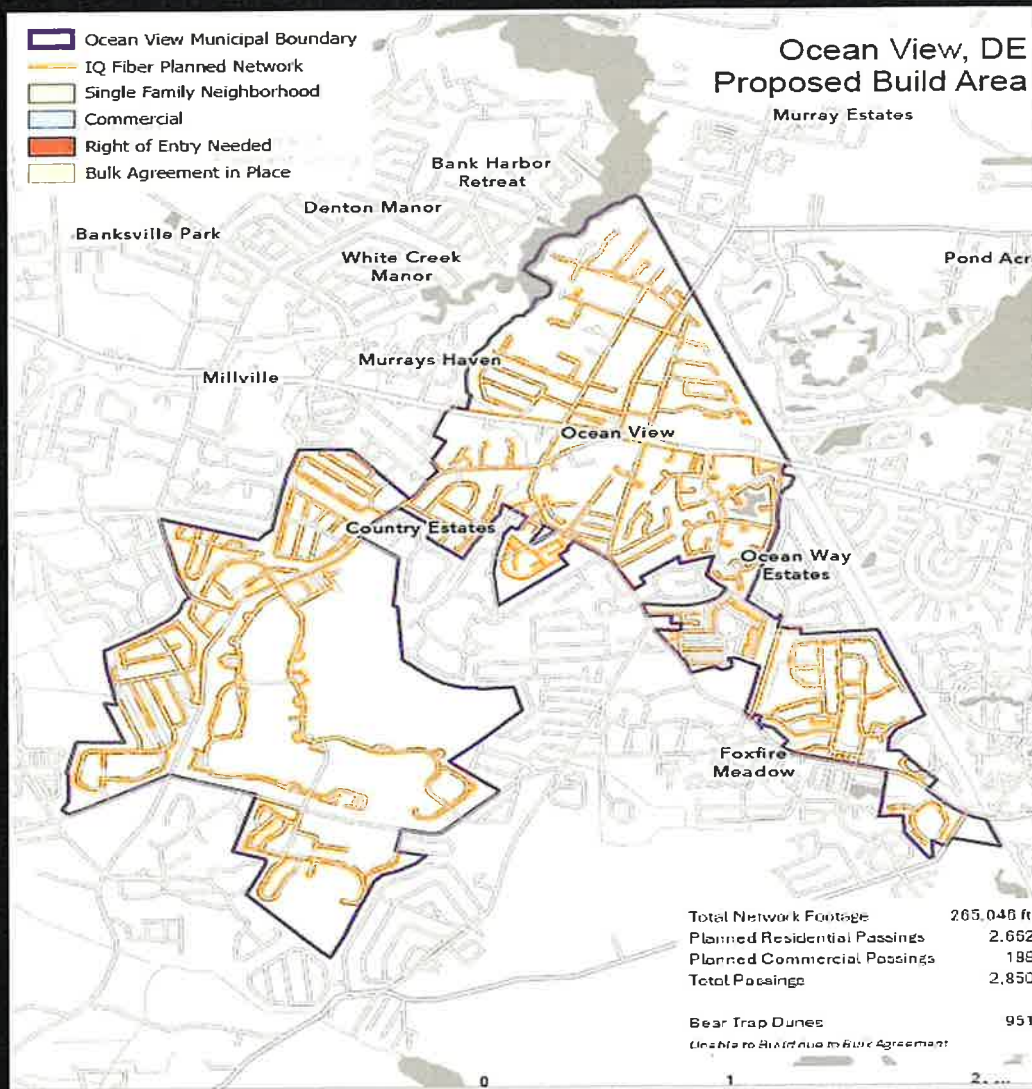
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## **Oceanview Build Plan**

Build in phases based on one active HUB cabinet and several passive cabinets

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- 292,999 ft of conduit
- 1,247 various access points

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# Before Construction Begins



Our team works with local authorities to create a custom design for each neighborhood. Most of our network is installed underground and, in some cases, we use aerial fiber. We make every effort to conceal the limited above-ground equipment to protect fiber-optic cables from weather damage and reduce maintenance needs.

Engage with the Community

Pre-Construction Door Hangers

**IQ Fiber team** in the Neighborhood

Construction is the first impression – **we** make it a great one!



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**CONSTRUCTION STARTS SOON**

IQ Fiber is a 100% fiber-optic network that offers super fast, whole-home WiFi for one flat price and no surprises.

**During Construction Phase:**

We will make every effort to minimize the disruption to your neighborhood.

Our construction crews will install fiber underground or aerial fiber cables in the utility right-of-way easement and access vaults during daylight hours. This work will require digging access holes and directional underground boring to install the conduit paths. We've worked with local authorities to obtain permits and permissions to deploy networks in the utility easements.

Underground utility locating firms will be painting lines and placing small flags to mark utilities. Please do not remove the flags, as it is vital that they remain in place during construction. The paint is water-based and will fade away, and all flags will be removed at the completion of construction. We suggest watering the soil after construction crews leave so that it may stay lush. We appreciate your patience and understanding.

Visit [IQFiber.com](http://IQFiber.com) to Pre-Register Today!



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**Hello Fiber Internet Goodbye Fees**

- FAST**  
The fastest speeds available, no matter how many devices in your household are connected.
- RELIABLE**  
99.99% uptime so you can say goodbye to glitches, wait times, and network instability.
- STRESS-FREE GUARANTEE**  
All-inclusive pricing, with no contracts, fees, or data caps.
- ATTENTIVE**  
We switch every device over for you and proactively monitor your WiFi performance.

**SCAN THIS QR CODE**  
to visit [IQFiber.com](http://IQFiber.com)  
or call 1-800-495-4775.

FOLLOW US  
**@IQFIBER**   

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# During Construction



The construction process includes the installation of aerial fiber cables or underground conduit and access vaults in the public right-of-way adjacent to the road. We will place a notice on your door when construction is about to begin. Throughout the process we will provide updates via social media, email, construction signs, and on our website.



Once the underground conduit and access vaults are in place, our construction teams will install the fiber-optic cables and connect them together to create one seamless network. The network is then tested to ensure that it is up to our quality standards for speed and reliability.

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**CONSTRUCTION  
UNDERWAY**  
REGISTER TODAY!



[IQFiber.com](http://IQFiber.com) | 1-800-495-4775

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# Our Commitment

- We are committed to serving the community in everything we do with excellent customer service and communication.
- Our goal is minimal disruptions during the construction process.
- We've partnered with leading builders and agreed upon strict guidelines for our construction projects to ensure there is natural restoration.
- Construction issues do arise, and we have developed a process to respond to any of these matters quickly until resolution is complete.

Residents can report issues directly to IQ Fiber:

[IQFiber.com/construction](https://iqfiber.com/construction)

24/7 Customer Care: 1-800-495-4775



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# Construction & Restoration Process



BEFORE



AFTER



BEFORE



AFTER

# What makes us different?



## **FAST**

100% fiber-optic internet offers the fastest upload and download speeds available. Lag? What's that?



## **STRESS-FREE**

Our Stress-Free Guarantee means no fees, contracts, data caps, WiFi equipment charges. And we've never increased our prices.



## **RELIABLE**

Say goodbye to glitches, wait times, and network instability with our consistent wall-to-wall coverage and 99.99% network availability.



## **ATTENTIVE**

Unlike your teenagers, we proactively monitor your WiFi service, answer your call, are on time, and pick up after ourselves. We pay attention - so you don't have to.

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# One Monthly Price. No Hidden Fees.

## 250 MBPS

**\$65** /Month

Good for a few users with limited connected devices

## 500 MBPS

**\$75** /Month

Great for using a few devices at the same time

## 1 GIG

*Most Popular*

**\$85** /Month

Best for smart homes with many connected devices

## 2 GIG

*NEW OFFER*

**\$95** /Month

Built for streaming, gaming and working without limits

## 5 GIG

*Fastest Speeds*

**\$125** /Month

Fastest speed and future proof bandwidth

Included in Every Plan:

100% Fiber-to-the-Home  
Whole-Home WiFi  
Send data as fast as you receive it

Technical Support  
WiFi Management App  
Advanced Internet Security

Internet speed represents maximum network service capability speed and is based on wired connection to optical network terminal. Actual speeds may vary. Speed availability may vary based on location. Plan price includes monthly wired subscription service at selected speed, a WiFi gateway, and mesh units as determined by IQ Fiber installation technician. Exceptional properties may require additional mesh units to be purchased at market cost.

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**IQ FIBER**

# Business Internet At A Price You Can Count On

## 1 GIG BUSINESS

**\$150** /Month

- ▶ Wall-To-Wall Managed WiFi
- ▶ WiFi App
- ▶ Basic Security
- ▶ Professional Installation

## 5 GIG BUSINESS

**\$250** /Month

- ▶ Wall-To-Wall Managed WiFi
- ▶ WiFi Business App
- ▶ Cellular Backup, Dedicated Networks (Primary, POS, Guests, Staff)
- ▶ Professional Installation
- ▶ Up to 5 Static IPs Included

# Delaware has a new fiber-optic internet solution

- Strong executive team with deep telecom experience and proven ability to deliver a superb customer experience.
- Backed by a powerful financial partner:  

- Building a Delaware based team to run operations locally.
- We will partner with you for key sponsorships and community engagement
- ***One of the highest customer satisfaction scores in the industry***



# We're making headlines



## Governor Matt Meyer on IQ Fiber

We just marked a major step forward for connectivity in Delaware with **IQ Fiber's** investment to expand high-speed broadband across our state.

Their fiber-to-the-home network will deliver faster, more reliable internet to thousands of Delawareans, especially in rural communities, while creating jobs and strengthening our economy.

*IQ Fiber has been chosen as the **first company** to go through Delaware's new permitting accelerator for its plans to bring broadband Internet across 4,000 miles in southern Delaware.*

**TOWN OF OCEAN VIEW**  
**DELAWARE**

August 21, 2026

TO: Honorable Mayor and Council

FROM: Carol S. Houck, Town Manager



SUBJECT: Recommendation to Sign Agreement with IQ Fiber to Install a Fiber Optic Broadband Network in the Full Limits of the Town of Ocean View Right of Way, and to Town Owned Facilities.

**Background**

We started to hear from IQ Fiber (information drops and Council meeting attendance) in 2025. Ken Cimino and I met with Ms. Sobczak and Mr. Wagner in February of 2026 and began efforts to understand their product and interest for buildout in Ocean View. There was back and forth that followed with a second meeting held in June where we were provided the initial agreement, and Russ Carter was included for awareness/questions. You have in your packet two versions of the agreement. The original agreement that was presented, with track changes in red, representing the changes requested by the Town Solicitor. The final agreement is also attached; it's the agreement I'll sign if you provide your support and it incorporates all of the red line changes.

Keep in mind that IQ Fiber is offering Broadband Fiber and as such, it is not subject to the requirement of entering a Cable Franchise Agreement. Currently only Medicom, which is still considered a cable provider; that also offers internet access services Ocean View and subject to entering a Cable Franchise Agreement. Comcast has also expressed interest in entering a Cable Franchise Agreement with Ocean View for the past 7 years but has yet to do so, citing cost of the build out and competition across markets for funding. Recent outreach to Comcast has yet to result in any update regarding its residential cable buildout into Ocean View. Simply put, IQ Fiber offers another option to our property owners for broadband fiber optic services, which has been expressed to be desired.

**Our understanding of the IQ Fiber Offering/Plan (please also see attached original presentation document)**

IQ Fiber (formerly ThinkBig Networks) offers subscriber based fiber optic high speed broadband without the requirement to sign a contract, and at zero cost to properties for the drop to their location. They advise there will be access to customer service 24/7. They have also informed us

that they intend to install their fiber throughout the full Town of Ocean View, with the current exception of Bear Trap Dunes (currently under a group negotiated contract with Mediacom) and any private roads or developments not adjacent Town right of way including; areas of Fairway Village, Ocean Mist, Sandalwood, and Bridle Ridge. These areas would require a separate agreement be entered with their HOA. This recommendation, and the agreement align with this requirement to build out the opportunity to the full Town limits.

The build out as shown in the attached presentation has been estimated as a cost to the company of \$3,576,000 with an anticipated 6 month build out timeframe, commencing in late fall/early winter if approved at this meeting. The design is already completed. The build out includes, in summary:

- No open trench work
- 20,905 feet of street crossing with conduit via directional bore
- 180,184 feet of parallel right of way work (1.25 inch conduit – mix of directional and missile bore)
- 91,910 feet of parallel triple stack (high capacity conduit)
- 5 electronic cabinets (size of a small refrigerator)
- 619 “flowerpots” (small round or square units used for drops to homes)
- 5 arial pole attachments and
- 628 flush ground vaults (of two sizes)

Approximately 292,999 feet of conduit of varying sizes will be installed in Town right of way.

As noted in the presentation attached, properties in Ocean View will be offered One Monthly Price in association with their selection from 5 different speeds with 100% fiber to the home. There are also 2 business options that will be offered.

If the project moves forward with the agreement in place, the Town expects the permitting fees paid by IQ Fiber to be approximately \$28,000. The Town will also accept fiber optic connection (drops) by IQ Fiber to our current facilities (and any future facilities) including 201 Central, 32 West and 222 Maintenance Rd at no cost. These connections will be primary to Maintenance Road for internet, and secondary or back-up (at least for now) at Central and West.

We have advised IQ Fiber that we'll require a pre-construction meeting with their utility install partners present as well as their project coordinator (who will supervise the work of the subcontracted utility installers).

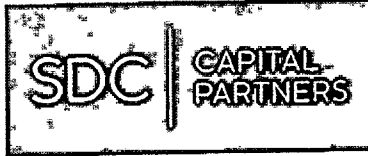
Contact to the City of Milford, Dewey Beach and the State of Delaware resulted in positive feedback related to responsiveness and engagement from IQ Fiber. The Governor's Office advises

they stand ready to assist if any issues arise. The Governors office staff serve as a contact with IQ Fiber for the build outs already occurring in unincorporated areas. Utility locates are primary areas of possible concern given the extent of directional bores, but this responsibility will fall to IQ Fiber and the various utilities in the right of ways, via Miss Utility mark out requests. We don't expect to be overly burdened with such engagement as a result.

I've attached a Letter of Necessary Funds from SDC Capital Partners for our awareness.

### **Recommendation**

In accordance with the details of this recommendation (shared with IQ Fiber in advance for review and agreement), the presentation document from IQ Fiber and the attached agreement (as reviewed and modified by the Town Solicitor), it is hereby recommended that Mayor and Council authorize the Town Manager to sign the attached agreement authorizing IQ Fiber to install a fiber optic broadband network along the Town's right of way, and market same (per presentation document, agreement, and this recommendation) to property owners in Ocean View Town limits.



February 4, 2026

Ms. Carol Houck  
Town of Ocean View  
201 Central Avenue, 2<sup>nd</sup> Floor  
Ocean View, DE 19970

Dear Sir or Madam:

The intent of this letter is to indicate SDC Capital Partners, LLC's ("SDC"), support of the proposed Memorandum of Understanding between IQ Fiber (Opco DE), LLC ("IQ Fiber") and the related deployment of IQ Fiber's network in the community of Ocean View, DE.

Based on our review of the network design for your community, I can confirm that IQ Fiber will have the necessary funds readily available to complete its obligations.

If you have further questions regarding our financial status, please contact Clinton Karcher at [ckarcher@sdccapitalpartners.com](mailto:ckarcher@sdccapitalpartners.com) or (212) 813-6705.

Sincerely,

**SDC Capital Partners, LLC**

A handwritten signature in black ink, appearing to read "Clinton Karcher".

Clinton Karcher  
Partner