

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).

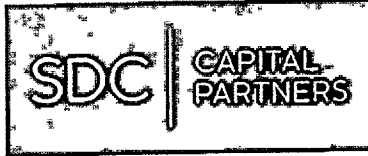
Contact to the City of Milford, Dewey Beach and the State of Delaware resulted in positive feedback related to responsiveness and engagement from IQ Fiber. The Governor's Office advises

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, 2nd 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 or (212) 813-6705.

Sincerely,

SDC Capital Partners, LLC

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

Clinton Karcher
Partner