



THE COUNCIL
OF
THE CITY OF NEW YORK



June 17, 2014

Mr. David Hagan
CEO & Director
Boingo Wireless, Inc.
10960 Wilshire Boulevard, Suite 800
Los Angeles, California 90024

Dear Mr. Hagan:

Thank you for Boingo's response to the recent letter calling for free Wi-Fi at all New York City area airports.

A recent article in amNY stated that Boingo and the Port Authority of New York and New Jersey are currently renegotiating their contract for paid WiFi at New York area airports, but that "it is not yet clear if the service will become free" (May 22, 2014).

We are writing today to demonstrate that the force of the City Council is behind an amended contract between the Boingo Inc. and the Port Authority that finally provides free Wi-Fi for all 111 million annual passengers that use the greater New York area airports.

A recent study by the Global Gateway Alliance demonstrated that more than 40% of all respondents listed free Wi-Fi as their top choice for the most important improvement New York area airports could make, far outpacing the next most critical upgrade, better mass transit.

Given that sentiment, it is past time to bring the negotiations between Boingo and the Port Authority to a close and to deliver on the promise of free Wi-Fi.

LaGuardia, JFK, and Newark continue to lag on the national and international trend of offering this amenity to passengers. This reflects poorly on not only our airports, but on our City as a global center for commerce. More importantly, it is an inconvenience for passengers, and a barrier to productivity for millions of business travelers.

In your letter to Council Speaker Mark-Viverito, Transportation Committee Chair Rodriguez and a number of other NYC based elected officials, we were pleased that Boingo expressed that it is exploring all alternatives for delivering an optimal connected experience to passengers. We also understand that over the last three fiscal quarters, 50-60% of all delivered Wi-Fi sessions were sponsored but frankly, that number is too low. The stated goal should be 100% of Wi-Fi sessions having a free option for passengers. That is especially critical if the negotiated contracts are to last for another 10 years.

Governor Cuomo has already demonstrated his administration's commitment to better airports, including \$3.6 billion dollars for capital upgrades to LaGuardia airport and better passenger amenities as a key priority. Free Wi-Fi was specifically listed as one of his expected modernizations.

Simply put, we are no longer in an era where having Wi-Fi should be considered a luxury. The lack of sponsored connectivity is becoming a greater nuisance each day.

As we have stated previously, there are several models that can be offered to passengers, and to offset the cost of upgrading and maintaining the network infrastructure. Too many airports, parks, cafes, malls, and in some cases entire neighborhoods and cities, have such a model in place to deny that there is the potential for free Wi-Fi to be profitable.

We thank you for your attention to this matter and hope to further our City's relationship with Boingo in a way that best serves our residents and visitors.

Sincerely

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Council Member, District 10

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Speaker,
New York City Council

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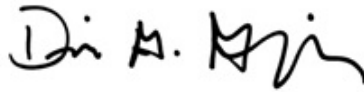
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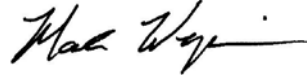
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