



FOR IMMEDIATE RELEASE

CONTACT: Stefan Friedman
(646) 241-7786

September 5, 2013

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

Dear Mr. Hagan:

Published reports indicate that Boingo will soon extend its contract with the Port Authority for paid Wi-Fi service at New York area airports until 2024. We are writing to urge you to instead finally provide free Wi-Fi access to the 110 million passengers who use these airports each year.

Free Wi-Fi has become a basic amenity at airports. Fifteen of the 20 largest airports in the country provide it, according to Global Gateway's July survey, as do major airports around the world like Dubai, Paris, Hong Kong and Mexico City.

Despite being the largest airport system in the country, LaGuardia, JFK and Newark comprise three of only five of the nation's busiest airports without access to free Wi-Fi.

In an age where business travelers and families alike are spending hours in airports to allow for extra security and flight delays, free Wi-Fi isn't just a convenience; it's a necessity.

Boingo has the exclusive rights to Wi-Fi at New York metropolitan airports, dating back to a deal signed originally with the Port Authority in 1999. This was well before the ubiquity and utility of Wi-Fi could even be contemplated. Now, with everything from cafes and parks to sports stadiums and subway systems joining the vast majority of airports in providing free Wi-Fi, holding travelers hostage to a contract from the Internet equivalent of the Dark Ages is just plain wrong.

Boingo needs to allow a free, advertising-supported model that provides revenues to the company and the Port Authority, and gives travelers a better experience.

If you aren't willing to adopt an advertising-supported model in the New York area, Boingo should develop either a tiered system that is free for at least the first 30 minutes or provides options for both free and paid access. This will allow business and leisure travelers alike time to do basics like check and respond to email or conduct research.

Boingo has precedents for each of these options. You have already announced a free Wi-Fi program at Calgary International Airport; have tiered programs in place at Raleigh-Durham International and Nashville International; and a free or paid access option at Denver International Airport.

We have offered to help identify potential sponsors for free Wi-Fi, and we reiterate that offer of support.

Airline travel is difficult enough these days. The time is now to work together to find a solution that allows New York area passengers access to a free service that they are already accustomed to throughout the country and the world.

Feel free to contact us at sigmund@globalgatewayalliance.org or (917) 459-7794 to discuss this matter further.

Sincerely,

Joe Sitt

Chairman, GGA
CEO, Thor Equities

Stephen Sigmund

Executive Director
Global Gateway Alliance

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ABOUT GGA

Global Gateway Alliance (GGA), was established to address the major challenges facing the metropolitan region's airports and related infrastructure that, if left unaddressed, will serve as a major impediment to the long-term growth of New York City and surrounding areas. By harnessing the expertise of leaders in business, government, academia, labor and other sectors, we seek to tackle these challenges head-on and serve as the leading advocate in an effort to improve our airports and facilitate the continued growth of the region. For more information regarding the Global Gateway Alliance, please visit the [website www.globalgatewayalliance.org](http://www.globalgatewayalliance.org), or email info@globalgatewayalliance.org. Follow GGA on Twitter @GGA_NYNJ and 'Like' the organization on Facebook at <http://on.fb.me/UsqxGw>.

GGA's board of directors includes: **Joe Sitt** (Chairman), CEO, Thor Equities, **Kathryn Wylde**, President of the Partnership for New York City; **Joseph Spinnato**, President of the Hotel Association of New York City; **William Rudin**, CEO of Rudin Management Company, Inc. and Chairman of ABNY; **Stuart Appelbaum**, President of the Retail, Wholesale and Department Store Union; **Dan Glickman** former Congressman and U.S. Agriculture Secretary; **Jared Kushner**, Owner of Kushner Properties and the New York Observer; **Alvin S. Trenk**, Chairman and CEO of Air Pegasus Corp; **Mitchell Moss**, Henry Hart Rice Professor of Urban Policy and Planning at the Robert F. Wagner Graduate School of Public Service at New York University; **Peter Ward**, President of the Hotel Trades Council on New York, and **David Hopkins**, Director of Aviation at the New York City Economic Development Corporation.