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# United States Senate

WASHINGTON, DC 20510-3205

July 26, 2012

Mr. Julius Genachowski  
Chairman  
Federal Communications Commission  
445 12th Street SW  
Washington, DC 20554-0004

*WEB  
USF - Low Income  
10/13*

Dear Mr. Genachowski,

I write in support of Xchange Telecom Corporation's application to participate in the Lifeline Broadband Pilot Program through the Federal Communications Commission's Wireline Competition Bureau. The funding will help Xchange Telecom to accurately assess the primary factors affecting low rates of wireless broadband adoption among low-income families in Brooklyn, NY.

Xchange Telecom is a regional Competitive Local Exchange Company (CLEC) that serves over 25,000 customers in the state of New York. The company hopes to provide much-needed services and improved broadband connections to community anchor institutions, community colleges and public safety organizations, as well as providing services to economically distressed areas. Recently, Xchange has increasingly focused on providing comprehensive Lifeline plans to low-income families, becoming the second largest wireless Lifeline provider in the state. This combination of roles strongly positions Xchange to offer a diverse pilot program.

The requested funding will enable Xchange and its partners in the project, including the City University of New York, the Baruch College School of Public Affairs and the Older Adults Technology Services Inc. (OATS), to administer a pilot program to determine how best to increase high speed internet use among low-income Americans. Xchange's proposed pilot program is designed to test three different levels of discounts, over three types of broadband technology that achieve three tiers of speed. This initiative specifically intends to test, using Brooklyn as a sample, the extent to which digital literacy acts a barrier to broadband adoption.

I ask that you please give this application your full consideration. If you have any questions, or desire further information, please do not hesitate to contact my staff member Andrew Usyk (202)-224-4451.

Sincerely,

*Kirsten E. Gillibrand*

Kirsten E. Gillibrand  
United States Senator