PREPARED STATEMENT OF
THE FEDERAL TRADE COMMISSION

on
Privacy and Data Security: Protecting Consumers in the Modern World

Before the
COMMITTEE ON COMMERCE, SCIENCE, AND TRANSPORTATION
UNITED STATES SENATE
Washington, D.C.
June 29, 2011
I. Introduction

Chairman Rockefeller, Ranking Member Hutchison, and members of the Committee, I am Julie Brill, a Commissioner of the Federal Trade Commission (“FTC” or “Commission”). I appreciate the opportunity to present the Commission’s testimony on consumer privacy.

Privacy has been an important component of the Commission’s consumer protection mission for 40 years. During this time, the Commission’s goal in the privacy arena has remained constant: to protect consumers’ personal information and ensure that they have the confidence to take advantage of the many benefits offered by the dynamic and ever-changing marketplace. To meet this objective, the Commission has undertaken substantial efforts to promote privacy in the private sector through law enforcement, education, and policy initiatives. For example, since 2001, the Commission has brought 34 cases challenging the practices of companies that failed to adequately protect consumers’ personal information; more than 100 spam and spyware cases; and 16 cases for violation of the Children’s Online Privacy Protection Act (“COPPA”). The Commission also has distributed millions of copies of educational materials for consumers and businesses to address ongoing threats to security and privacy. And

---

1 The views expressed in this statement represent the views of the Commission. My oral presentation and responses to questions are my own and do not necessarily represent the views of the Commission or any other Commissioner. Commissioner William E. Kovacic dissents from this testimony to the extent that it endorses a Do Not Track mechanism. Commissioner Rosch dissents to the portions of the testimony that discuss and describe certain conclusions about the concept of Do Not Track. His views are included in an attached Separate Statement.

2 Information on the FTC’s privacy initiatives generally may be found at business.ftc.gov/privacy-and-security.

the FTC examines the implications of new technologies and business practices on consumer privacy through ongoing policy initiatives, such as a recent proposed privacy framework.

This testimony begins by describing some of the uses of consumer data that affect consumers’ privacy in today’s economy. It then offers an overview of the Commission’s recent efforts in the enforcement, education, and policy areas. While the testimony does not offer views on general privacy legislation, the Commission encourages Congress to enact data security legislation that would (1) impose data security standards on companies, and (2) require companies, in appropriate circumstances, to provide notification to consumers when there is a security breach.4

II. Information Flows in the Current Marketplace

For today’s consumer, understanding the complex transfers of personal information that occur in the offline and online marketplaces is a daunting task. Indeed, these information flows take place in almost every conceivable consumer interaction. For example, a consumer goes to work and provides sensitive information to her employer, such as her Social Security Number, to verify her employment eligibility, and bank account number, so that she can get paid. After work, she uses an application on her smartphone to locate the closest ATM so that she can

withdraw cash. She then visits her local grocery store and signs up for a loyalty card to get
discounts on future purchases. Upon returning home, the consumer logs onto her computer and
begins browsing the web and updating her social networking page. Later, her child logs on to
play an online interactive game.

All of these activities clearly benefit the consumer – she gets paid, enjoys free and
immediate access to information, locates places of interest, obtains discounts on purchases, stays
connected with friends, and can entertain herself and her family. Her life is made easier in a
myriad of ways because of information flows.

There are other implications, however, that may be less obvious. Her grocery store
purchase history, web activities, and even her location information, may be collected and then
sold to data brokers and other companies she does not know exist. These companies could use
her information to market other products and services to her or to make decisions about her
eligibility for credit, employment, or insurance. And the companies with whom she and her
family interact may not maintain reasonable safeguards to protect the data they have collected.

Some consumers have no idea that this type of information collection and sharing is
taking place. Others may be troubled by the collection and sharing described above. Still others
may be aware of this collection and use of their personal information but view it as a worthwhile
trade-off for innovative products and services, convenience, and personalization. And some
consumers – some teens for example – may be aware of the sharing that takes place, but may not
appreciate the risks it poses. Because of these differences in consumer understanding, and
attitudes, as well as the rapid pace of change in technology, policymaking on privacy issues
presents significant challenges and opportunities.
As the hypothetical described above shows, consumer privacy issues touch many aspects of our lives in both the brick-and-mortar and electronic worlds. In the offline world, data brokers have long gathered information about our retail purchases, and consumer reporting agencies have long made decisions about our eligibility for credit, employment, and insurance based on our past transactions. But new online business models such as online behavioral advertising, social networking, interactive gaming, and location-based services have complicated the privacy picture. In addition, the aggregation of data in both the online and offline worlds have in some instances led to increased opportunities for fraud. For instance, entities have used past transaction history gathered from both the online and offline world to sell “sucker lists” of consumers who may be susceptible to different types of fraud. In both the online and offline worlds, data security continues to be an issue. The FTC continues to tackle each of these issues through enforcement, education, and policy initiatives.

III. Enforcement

In the last 15 years, the Commission has brought 34 data security cases; 64 cases against companies for improperly calling consumers on the Do Not Call registry;5 86 cases against companies for violating the Fair Credit Reporting Act (“FCRA”);6 97 spam cases; 15 spyware (or nuisance adware) cases; and 16 cases against companies for violating COPPA. Where the FTC has authority to seek civil penalties, it has aggressively done so. It has obtained $60 million in civil penalties in Do Not Call cases; $21 million in civil penalties under the FCRA; $5.7

5 16 C.F.R. Part 310.
million under the CAN-SPAM Act; and $6.2 million under COPPA. Where the Commission does not have authority to seek civil penalties, as in the data security and spyware areas, it has sought such authority from Congress. In addition, the Commission has brought numerous cases against companies for violating the FTC Act by making deceptive claims about the privacy protection they afford to the information they collect. And these numbers do not fully reflect the scope of the Commission’s vigorous enforcement agenda, as not all investigations result in enforcement actions. When an enforcement action is not warranted, staff closes the investigation, and in some cases it issues a closing letter.” This testimony highlights the Commission’s recent, publicly-announced enforcement efforts to address the types of privacy issues raised by the hypothetical scenario described above

First, the Commission enforces the FTC Act and several other laws that require companies to maintain reasonable safeguards for the consumer data they maintain. Most recently, the Commission resolved allegations that Ceridian Corporation and Lookout Services, Inc. violated the FTC Act by failing to implement reasonable safeguards to protect the sensitive consumer information they maintained. The companies offered, respectively, payroll processing

8 See http://www.ftc.gov/os/closings/staffclosing.shtm.
and immigration compliance services for small business employers. As a result, they both obtained, processed, and stored highly-sensitive information – including Social Security numbers – of employees. The Commission alleged that both companies failed to appropriately safeguard this information, which resulted in intruders being able to access it. The orders require the companies to implement a comprehensive data security program and obtain independent audits for 20 years.

Second, the Commission enforces the FCRA, which, among other things, prescribes that companies only sell sensitive consumer report information for “permissible purposes,” and not for general marketing purposes. Just this week, the Commission announced an FCRA enforcement action against Teletrack for violating this provision. Teletrack provides consumer reporting services to payday lenders, rental purchase stores, and certain auto lenders, so that they can determine consumers’ eligibility to receive credit. The Commission alleged that Teletrack created a marketing database of consumers, and sold lists of consumers who had applied for payday loans to entities that did not have a permissible purpose. The Commission asserted that Teletrack’s sale of these lists violated the FCRA because the lists were in fact consumer reports, which cannot be sold for marketing purposes. The Commission’s agreement with Teletrack requires it to pay $1.8 million in civil penalties for FCRA violations.

Third, the Commission has been active in ensuring that companies engaged in social networking adhere to any promises to keep consumers’ information private. The


Commission’s recent case against Google alleges that the company deceived consumers by using information collected from Gmail users to generate and populate its new social network, Google Buzz.\textsuperscript{14} The Commission charged that Google made public its Gmail users’ associations with their frequent email contacts without the users’ consent and in contravention of Google’s privacy policy. As part of the Commission’s proposed settlement order, Google must implement a comprehensive privacy program and conduct independent audits every other year for the next 20 years.\textsuperscript{15} Further, Google must obtain affirmative express consent for product or service enhancements that involve new sharing of previously collected data.

Fourth, the Commission has sought to protect consumers from deceptive practices in the behavioral advertising area. In June, the Commission finalized a settlement with Chitika, Inc., an online network advertiser that acts as an intermediary between website publishers and advertisers.\textsuperscript{16} The Commission’s complaint alleged that Chitika violated the FTC Act by offering consumers the ability to opt out of the collection of information to be used for targeted advertising – without telling them that the opt-out lasted only ten days. The Commission’s order prohibits Chitika from making future privacy misrepresentations. It also requires Chitika to

\footnote{\textit{Google, Inc.}, FTC File No. 102 3136 (Mar. 30, 2011) (consent order accepted for public comment), \textit{available at} \url{www.ftc.gov/opa/2011/03/google.shtm}. Commissioner Rosch issued a concurring statement expressing concerns about the terms of the proposed consent agreement, \textit{available at} \url{http://www.ftc.gov/os/caselist/1023136/110330googlebuzzstatement.pdf}.}

\footnote{\textit{Chitika, Inc.}, FTC Docket No. C-4324 (June 7, 2011) (consent order), \textit{available at} \url{http://www.ftc.gov/opa/2011/03/chitika.shtm}.}

the opportunity to designate certain “tweets” as private).
provide consumers with an effective opt-out mechanism, link to this opt-out mechanism in its
advertisements, and provide a notice on its website for consumers who may have opted out when
Chitika’s opt-out mechanism was ineffective. Finally, the order requires Chitika to destroy any
data that can be associated with a consumer that it collected during the time its opt-out
mechanism was ineffective.

Fifth, the Commission has tried to ensure that data brokers respect consumers’ choices.
In March, the Commission announced a final order against US Search, a data broker that
maintained an online service, which allowed consumers to search for information about others.\textsuperscript{17}
The company allowed consumers to opt out of having their information appear in search results,
for a fee of $10. The Commission charged that although 4,000 consumers paid the fee and opted
out, their personal information still appeared in search results. The Commission’s settlement
requires US Search to disclose limitations on its opt-out offer, and to provide refunds to
consumers who had previously opted out.

Finally, to protect children’s privacy, the Commission enforces the Children’s Online
Privacy Protection Act (“COPPA”). In its most recent case, against Playdom, Inc. and one of its
senior executives, the Commission obtained an agreement with the operators of 20 online virtual
worlds to pay $3 million to settle charges that they violated COPPA by illegally collecting and
disclosing personal information from hundreds of thousands of children under age 13 without
their parents’ consent.\textsuperscript{18} The defendants allegedly collected children’s ages and email addresses

\footnotesize\textsuperscript{17} US Search, Inc., FTC Docket No. C-4317 (Mar. 14, 2011) (consent order), \textit{available at}
(proposed consent order), \textit{available at} \url{http://www.ftc.gov/opa/2011/05/playdom.shtm}.
during registration and then enabled them to publicly post their full names, email addresses, instant messenger IDs, and location on personal profile pages and in online community forums. The FTC charged that the defendants’ failure to provide proper notice or obtain parents’ prior verifiable consent before collecting or disclosing children’s personal information violated COPPA. It further charged that the defendants violated the FTC Act because their privacy policy misrepresented that the company would prohibit children under 13 from posting personal information online. In addition to the $3 million civil penalty – the largest ever for a COPPA violation – the proposed settlement permanently bars the defendants from violating COPPA and from misrepresenting their information practices regarding children.

IV. Education

The FTC conducts outreach to businesses and consumers in the area of consumer privacy. The Commission’s well-known OnGuard Online website educates consumers about many online threats to consumer privacy and security, including spam, spyware, phishing, peer-to-peer ("P2P") file sharing, and social networking.\(^{19}\) The Commission has also issued numerous education materials to help consumers protect themselves from identity theft and to deal with its consequences when it does occur. The FTC has distributed over 3.8 million copies of a victim recovery guide – \textit{Take Charge: Fighting Back Against Identity Theft} – and has recorded over 3.5 million visits to the Web version. In addition, the FTC has developed education resources specifically for children, parents, and teachers to help children stay safe online. In response to the Broadband Data Improvement Act of 2008, the FTC produced the brochure \textit{Net Cetera: Chatting with Kids About Being Online} to give adults practical tips to help

\(^{19}\) See \url{www.onguardonline.gov}. Since its launch in 2005, OnGuard Online and its Spanish-language counterpart Alertaena Línea have attracted nearly 12 million unique visits.
children navigate the online world. In less than one year, the Commission distributed more than 7 million copies of *Net Cetera* to schools and communities nationwide.

Business education is also an important priority for the FTC. The Commission developed a widely-distributed guide to help small and medium-sized businesses implement appropriate data security for the personal information they collect and maintain.

Another way in which the Commission seeks to educate businesses is by publicizing its complaints and orders and issuing public closing letters. For example, the Commission recently sent a letter closing an investigation of Social Intelligence Corporation, a company that sold reports to employers about potential job applicants. The reports included public information gathered from social networking sites. The investigation sought to determine Social Intelligence’s compliance with the FCRA. Although the staff decided to close the particular investigation, the public closing letter served to notify similarly situated businesses that, to the extent they collect information from social networking sites for employment determinations, they must comply with the FCRA. The letter included guidance on the obligations of such businesses under the FCRA. For example, companies must take reasonable steps to ensure the maximum possible accuracy of the information reported from social networking sites. They

---


22 Letter from Maneesha Mithal, Associate Director, Division of Privacy & Identity Protection to Renee Jackson, Counsel to Social Intelligence Corporation (May 9, 2011), available at [www.ftc.gov/os/closings/110509socialintelligenceletter.pdf](http://www.ftc.gov/os/closings/110509socialintelligenceletter.pdf).

23 FTC staff did not express an opinion on the merits of Social Intelligence’s business model.
must also provide employers who use their reports with information about the employers’ obligation to notify job applicants if they were denied employment on the basis of these reports, and to provide such applicants with information about their rights under the FCRA.

V. Policy Initiatives

The Commission’s privacy program also includes public workshops, reports, and policy reviews to examine the implications of new technologies and business practices on consumer privacy. For example, in December 2009, February 2010, and March 2010, the FTC convened three public roundtables to explore consumer privacy issues, including the issues facing the hypothetical consumer discussed in Section II above.24

Based on these roundtable discussions, staff issued a preliminary report in December 2010,25 which proposed and solicited comment on a new framework to guide policymakers and industry as they consider further steps to improve consumer privacy protection. The proposed framework included three main concepts.

First, staff recommended that companies should adopt a “privacy by design” approach by building privacy protections into their everyday business practices, such as collecting or retaining only the data they need to provide a requested service or transaction, and implementing reasonable security for such data. Thus, for example, if a mobile application (“app”) is providing traffic and weather information to a consumer, it does need to collect call logs or


contact lists from the consumer’s device. Similarly, if an app does need sensitive information, such as location, in order to provide a requested service, the app developer should carefully consider how long the information should be retained to provide such service and how the information should best be protected.

Second, staff proposed that companies provide simpler and more streamlined choices to consumers about their data practices. One example of how choice may be simplified for consumers is through a universal, one-stop choice mechanism for online behavioral tracking, often referred to as “Do Not Track.” The Staff Report recommended implementation of such a system. Following the release of the Staff Report, the Commission has testified that any Do Not Track system should include certain attributes. First, any Do Not Track system should be implemented universally, so that consumers do not have to repeatedly opt out of tracking on different sites. Second, the choice mechanism should be easy to find, easy to understand, and

26 Commissioner Kovacic believes that the endorsement of a Do Not Track mechanism by staff (in the report) and the Commission (in this testimony) is premature. His concerns about the Commission Staff Report are set forth in his statement on the report. See FTC Staff Report, supra note 22, at App. D. Commissioner Rosch supported a Do Not Track mechanism only if it were “technically feasible” and implemented in a fashion that provides informed consumer choice regarding all the attributes of such a mechanism. Id. at App. E. Commissioner Rosch continues to believe that a variety of issues need to be addressed prior to the endorsement of any particular Do Not Track mechanism. See Statement of Commissioner J. Thomas Rosch, Dissenting in Part, Privacy and Data Security: Protecting Consumers in the Modern World, Hearing Before the S. Comm. on Commerce, Science, and Transportation, 112th Cong. (June 29, 2011).

easy to use. Third, any choices offered should be persistent and should not be deleted if, for example, consumers clear their cookies or update their browsers. Fourth, a Do Not Track system should be comprehensive, effective, and enforceable. It should opt consumers out of behavioral tracking through any means and not permit technical loopholes. Finally, an effective Do Not Track system would go beyond simply opting consumers out of receiving targeted advertisements; it would opt them out of collection of behavioral data for all purposes other than product and service fulfillment and other commonly accepted practices.\(^\text{28}\)

Of course, any Do Not Track system should not undermine the benefits that online behavioral advertising has to offer, by funding online content and services and providing personalized advertisements that many consumers value. For this reason, any Do Not Track mechanism should be flexible. For example, it should allow companies to explain the benefits of tracking and to take the opportunity to convince consumers not to opt out of tracking. Further, a Do Not Track system could include an option that enables consumers to control the types of advertising they want to receive and the types of data they are willing to have collected about them, in addition to providing the option to opt out completely.\(^\text{29}\)

Industry appears to be receptive to the demand for simple choices. Recently, three of the major browsers offered by Mozilla, Microsoft, and Apple, announced the development of new

\(^{28}\) As noted in prior Commission testimony, such a mechanism should be different from the Do Not Call program in that it should not require the creation of a “Registry” of unique identifiers, which could itself cause privacy concerns. \textit{See} Do Not Track Testimony, \textit{supra} note 27.

\(^{29}\) For example, use of a Do Not Track browser header would enable consumer customization. The browser could send the header to some sites and not others. Moreover, a particular site could ignore the header to the extent the user has consented to tracking on that site.
choice mechanisms for online behavioral advertising that seek to provide increased transparency, greater consumer control and improved ease of use. More recently, Mozilla introduced a version of its browser that enables Do Not Track for mobile web browsing. In addition, an industry coalition of media and marketing associations, the Digital Advertising Alliance, has continued to make progress on implementation of its improved disclosure and consumer choice mechanism offered through a behavioral advertising icon.

Third, the Staff Report proposed a number of measures that companies should take to make their data practices more transparent to consumers. For instance, in addition to providing the contextual disclosures described above, companies should improve their privacy notices so that consumers, advocacy groups, regulators, and others can compare data practices and choices across companies, thus promoting competition among companies. The staff also proposed providing consumers with reasonable access to the data that companies maintain about them, particularly for non-consumer-facing entities such as data brokers. Because of the significant costs associated with access, the Staff Report noted that the extent of access should be proportional to both the sensitivity of the data and its intended use. Staff is evaluating the 450 comments received and expects to issue a final report later this year.

In addition to issuing reports, the Commission also reviews its rules periodically to ensure that they keep pace with changes in the marketplace. The Commission is currently reviewing its rule implementing COPPA and anticipates that any proposed changes will be announced in the coming months.  

———

Finally, the Commission hosts workshops to study and publicize more specific issues. One such issue that has been in the news recently is identity theft targeting children.\textsuperscript{31} For a variety of reasons – including poor safeguards for protecting children’s data – identity thieves can get access to children’s Social Security numbers. These criminals may deliberately use a child’s Social Security number, or fabricate a Social Security number that coincidentally has been assigned to a child, in order to obtain employment, apply for government benefits, open new accounts, or apply for car loans or even mortgages. Child identity theft is especially pernicious because the theft may not be detected until the child becomes an adult and seeks employment, or applies for student and car loans.

To address the challenges raised by child identity theft, Commission staff, along with the Department of Justice’s Office of Victims of Crime, will host a forum on July 12, 2011.\textsuperscript{32} Participants will include educators, child advocates, and representatives of various governmental agencies and the private sector. The forum will include a discussion on how to improve the security of children’s data in various contexts – including within the education system as well as the foster care system – where children may be particularly susceptible to identity theft. The goal of the forum is to develop ways to effectively advise parents on how to avoid child identity


\textsuperscript{32} See Press Release, FTC, Department of Justice to Host Forum on Child Identity Theft (June 2, 2011), available at \url{www.ftc.gov/opa/2011/06/childtheft.shtm}. 
theft, how to protect children’s personal data, and how to help parents and young adults who have been victims of child identity theft recover from the crime.

VI. Conclusion

The Commission is committed to protecting consumers’ privacy and security – both online and offline. We look forward to continuing to work with Congress on these critical issues.