

State of Florida



Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD
TALLAHASSEE, FLORIDA 32399-0850

-M-E-M-O-R-A-N-D-U-M-

DATE: August 30, 2016

TO: Dorothy E. Menasco, Commission Deputy Clerk II, Office of Commission Clerk

FROM: Dan C. Flores, Public Utility Analyst I, Office of Telecommunications

RE: Ref Docket 160161-TX WAHL TV Additional Documentation to Incorporate to Docket

The attached documentation (Financial Statements and Resume) from WAHL was received by e-mail to incorporate to Docket 160161-TX.
Please handle. Thank you.

Dan C. Flores

RECEIVED-FPSC
2016 AUG 30 PM 4: 20
COMMISSION
CLERK

Juan G Padin, P.E.

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Electrical Engineer and Systems Integrations for Puerto Rico Telephone Company

Electrical Engineer with 26 years experience in the Telecommunications industry.
Practical knowledge of the infrastructure in Wireless Systems technology standards.
Strong planning and analytical skills in the design wireless systems.
Counselor of Federal Communications Commission Rules and Regulations for TELCO and Broadcast Companies.

PROFESSIONAL EXPERIENCE

JGP Engineering Group Corp

President

- ✓ Responsible to manage and coordinate projects
- ✓ Implement Federal Communications Commission ("FCC") Bid process.
- ✓ Prepare engineering applications for the FCC
- ✓ Design Microwave, Television and FM broadcast systems.

Puerto Rico Telephone Co

Network Engineering Department

- ✓ Responsible to planning and integrating new Core nodes to existing Network infrastructure.
- ✓ Prepare project time schedules and weekly status meetings.
- ✓ Monitor assigned budget and perform closing billing approvals for vendors involved in the project.
- ✓ verify mobile network performance
- ✓ Lead Coordinator for Network Expansion Program island wide during the period 1995=2003
- ✓ FCC counselor for the Legal and Regulatory Department

EDUCATION: Politechnic University of Puerto Rico
BSEE Electrical Engineering
Professional Engineer License (10656PE)

Worldwide Advance Hyperspace Leader Television (WAHLTV)

Cash Basis Income Statement 3 Years Projection

	2016	2017	2018
Revenue			
Sales			
Registration Revenue	\$ 180,500	\$ 25,056,000	\$ 42,499,038
Hardware Leasing Revenue	\$ 77,704	\$ 12,920,000	\$ 41,698,077
NexSpeeds Internet	\$ 797,840	\$ 7,809,730	\$ 64,447,590
On-Demand Revenue	\$ -	\$ 318,000	\$ 449,615
Accessory Products Revenue	\$ -	\$ 554,000	\$ 1,021,923
Reseller Program Revenue	\$ 5,000	\$ 1,600,000	\$ 1,211,538
Channel Media Revenue	\$ -	\$ 524,800	\$ 1,062,308
Service Revenue	\$ 450,000	\$ 56,369,868	\$ 183,544,552
Total Revenue	\$ 1,511,044	\$ 105,152,398	\$ 335,934,642
Cost of Good Sold			
Hardware Cost	\$ 120,400	\$ 9,912,300	\$ 12,349,260
Shipping Cost	\$ 40,000	\$ 1,435,640	\$ 2,358,720
Content Right Cost	\$ 7,200	\$ 2,997,440	\$ 5,012,280
NexSpeeds Internet	\$ 278,000	\$ 2,941,168	\$ 11,475,225
Total Cost of Good Sold	\$ 445,600	\$ 17,286,548	\$ 31,195,485
Gross Profit	\$ 1,065,444	\$ 87,865,850	\$ 304,739,157
Operating Expenses			
Branding	\$ 50,000	\$ 1,200,000	\$ 1,800,000
Legal Fees	\$ 70,000	\$ 600,000	\$ 1,200,000
Marketing/Advertising	\$ 200,000	\$ 4,100,000	\$ 9,000,000
Miscellaneous	\$ 25,000	\$ 1,800,000	\$ 3,600,000
Office Equipment/Hardware	\$ 80,000	\$ 600,000	\$ 1,200,000
Outside Consultants & Executives	\$ 30,000	\$ 1,220,000	\$ 2,400,000
R&D	\$ 146,000	\$ 300,000	\$ 1,200,000
Rent	\$ 50,000	\$ 500,000	\$ 600,000
Payroll Expenses			
Salaries & Wages	\$ 287,200	\$ 6,700,000	\$ 8,000,000
Payroll Taxes	\$ 21,971	\$ 512,550	\$ 612,000
Transportation and Expenses	\$ 25,000	\$ 1,200,000	\$ 1,800,000
Utilities(Internet, light, Phone)	\$ 30,000	\$ 720,000	\$ 1,200,000
Websites	\$ 30,000	\$ 120,000	\$ 200,000
Total Operating Expenses	\$ 394,171	\$ 9,252,550	\$ 11,812,000
Income From Operations	\$ 671,273	\$ 78,613,300	\$ 292,927,157
Taxes	\$ 100,691	\$ 27,514,655	\$ 102,524,505
Net Income	\$ 570,582	\$ 51,098,645	\$ 190,402,652



Balance Sheet Projection

Assets	Dec. 2016	Dec. 2017	Dec. 2018
Current Assets			
Cash	\$ 671,273	\$ 78,613,300	\$ 292,927,157
Accounts receivable	\$ 2,000	\$ 25,000	\$ 150,000
Inventory	\$ 5,000	\$ 150,000	\$ 5,000,000
Prepaid expenses	\$ 1,000	\$ 100,000	\$ 5,000,000
Short-term investments	\$ -	\$ -	\$ 5,000,000
Total current assets	\$ 679,273	\$ 78,888,300	\$ 308,077,157
Fixed (Long-Term) Assets			
Long-term investments	\$ 49,000	\$ 130,000	\$ 2,000,000
Property, plant, and equipment	\$ 709,159	\$ 500,000	\$ 3,569,674
**WAHLTV Softwares	\$ 25,650,000	\$ 31,082,048	\$ 52,000,000
Goodwill	\$ 6,059,088	\$ 8,183,981	\$ 20,000,000
Total fixed assets	\$ 32,467,247	\$ 39,896,029	\$ 77,569,674
Total Assets	\$ 33,146,520	\$ 118,784,329	\$ 385,646,831

Liabilities and Owner's Equity

Liabilities			
Accounts payable	\$ 60,000	\$ 500,000	\$ 600,000
Short-term loans	\$ 35,000	\$ -	\$ -
Income taxes payable	\$ 100,691	\$ 27,514,655	\$ 102,524,505
Accrued salaries and wages	\$ 22,000	\$ 6,700,000	\$ 8,000,000
Unearned revenue	\$ 7,800	\$ 50,000	\$ 100,000
Total liabilities	\$ 225,491	\$ 34,764,655	\$ 111,224,505
Owner's Equity			
Common Stock	\$ 31,000,000	\$ 31,000,000	\$ 31,000,000
Accumulated Deficit			
Beginning Bal.	\$ -	\$ 570,582	\$ 51,669,227
Net Income (Loss):	\$ 570,582.0	\$ 51,098,645	\$ 190,402,652
Ending Bal.	\$ 570,582.0	\$ 51,669,227	\$ 242,071,879
Paid in Capital	\$ 1,350,447.0	\$ 1,350,447	\$ 1,350,447
Total owner's equity	\$ 32,921,029.0	\$ 84,019,674	\$ 274,422,326
Total Liabilities and Owner's Equity	\$ 33,146,520	\$ 118,784,329	\$ 385,646,831

**SOFTWARE INCLUDE THE FOLLOWING

WAHLTV Android Receiver Proprietary Software
 WAHLTV Mobile Android Devices Proprietary Software
 WAHLTV SmartTV Application Proprietary Software
 WAHLTV Mobile Apple Devices Proprietary Software
 WAHLTV Android Desktop Proprietary Software

WAHLTV Apple Desktop Proprietary Software
 WAHLTV Proprietary Software for ROKU