

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 22, 2016

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

FROM: Dan C. Flores, ^{DF}Public Utility Analyst I, Office of Telecommunications

RE: Ref Docket 160087-TX GigaMonster Additional Document to add to Docket.

Please incorporate to Docket 160087-TX the attached Projection Income Statement balance for 2016 and complete year 2017 from GigaMonster Docket 160087-TX that was received by e-mail 8/22/2016.

Thank you

Dan Flores

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GigaMonster

	Balance 2016	% of Total	2017
Homes Passed	25,357		60,357
Video Subscribers	2,723		9,731
OTT Subs	0		0
Data Subscribers	24,650		32,853
Voice Subscribers	455		455
Net Video Revenue	1,568,668	13%	4,277,284
Net Broadband Revenue	7,730,581	66%	10,488,014
Net Voice Revenue	136,445	1%	136,445
Net Commercial Revenue	1,108,826	10%	1,226,998
Net Construction Revenue	40,526	0%	50,377
Net Audio/Video Revenue	837,390	7%	862,512
Loss Leader	191,388	2%	150,185
Net Miscellaneous Revenue	16,210	0%	20,151
Total Revenue	11,630,034	100%	17,211,966
COGS			
Programming	-	0%	-
Technical Operations	1,520,456	13%	2,319,250
Revenue Share	321,308	3%	539,634
Customer Care	525,704	5%	785,037
Property COGs	69,153	1%	111,305
Warranty Work	3,242	0%	4,030
Commercial COGs	589,333	5%	648,029
Audio/Video COGs	566,076	5%	583,058
Voice COGs	109,156	1%	109,156
Broadband COGs	4,581,479	39%	6,134,847
Total COGS	8,285,907	71%	11,234,347
Gross Profit	3,344,128	29%	5,977,620
Gross Profit Margin	29%		35%
Corporate	1,427,623	12%	1,792,765
Accounting	308,917	3%	386,985
Property Management	571,135	5%	853,004
Audio/Video	38,375	0%	39,624
Construction	30,051	0%	40,718
Commercial	8,237	0%	10,492
Business Development	135,541	1%	169,134
Operations Management	270,909	2%	349,139
Network Operations	613,899	5%	693,014
Total G&A Expenses	3,404,687	29%	4,334,876
Operating Profit	(60,559)	-1%	1,642,744
Management Fees/Discontinue Fees	18,912	0%	23,509
EBITDA	(79,471)	-1%	1,619,235