

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

INNOVATION HOLDINGS

Form 10QSB

September 25, 2003

U.S. SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549
FORM 10-QSB

☒ QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2003

☐ TRANSITION REPORT UNDER SECTION 13 OR 15(d) OF THE EXCHANGE ACT

For the transition period from _____ to _____.

Commission File No.: 000-27777
Innovation Holdings, Inc. f/k/a Blagman Media International, Inc.

(Exact name of Registrant as specified in its Charter)

Nevada

91-192-3501

(State or other jurisdiction of
incorporation or organization)

(I.R.S. Employer
Identification Number)

14622 Ventura Blvd., Suite 1015
Sherman Oaks, CA

91403

(Address of Principal Executive Offices)

(Zip Code)

Registrant's telephone number, including area code: 310.788.5444

Securities registered pursuant to Section 12(b) of the Act: NONE

Securities registered pursuant to Section 12(G) of the Act:
COMMON STOCK-- \$.001 PAR VALUE

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. YES ☒ NO ☐

State the number of shares outstanding of each of the issuer's classes of common equity, as of the latest practicable date: 2,621,372,639 shares of common stock as of September 24, 2003.

Transitional Small Business Disclosure Format (check one): YES ☐ NO ☒

TABLE OF CONTENTS

PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

	PAGE
CONDENSED CONSOLIDATED BALANCE SHEET AS OF JUNE 30, 2003 (UNAUDITED)	1
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS FOR THE THREE AND SIX MONTHS ENDED JUNE 30, 2003 AND 2002 (UNAUDITED)	2
CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY FOR THE SIX MONTHS ENDED JUNE 30, 2003 (UNAUDITED)	3
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE SIX MONTHS ENDED JUNE 30, 2003 AND 2002 (UNAUDITED)	4
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS AS OF JUNE 30, 2003 (UNAUDITED)	5-12
ITEM 2. MANAGEMENT DISCUSSUIB AND ANALYSIS OR PLAN OF OPERATIONS	12
ITEM 3. CONTROLS AND PROCEDURES	16
PART II - OTHER INFORMATION	16
ITEM 1. LEGAL PROCEEDINGS	16
ITEM 2. CHANGES IN SECURITIES AND USE OF PROCEEDS	16
ITEM 3. DEFAULTS UPON SENIOR SECURITIES	16
ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS	16
ITEM 5. OTHER INFORMATION	16
ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K	16
SIGNATURES	17

INNOVATION HOLDINGS, INC. AND SUBSIDIARIES
(FORMERLY BLAGMAN MEDIA INTERNATIONAL, INC.)
CONDENSED CONSOLIDATED BALANCE SHEET
AS OF JUNE 30, 2003

(UNAUDITED)

	ASSETS
CURRENT ASSETS	
Cash	

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

Accounts receivable, net of allowance for doubtful accounts of \$18,667
Prepaid expenses, media and other current assets
Assets related to discontinued operations

Total Current Assets

PROPERTY & EQUIPMENT - NET

TOTAL ASSETS

LIABILITIES AND STOCKHOLDERS' DEFICIENCY

CURRENT LIABILITIES

Notes and loans payable - current portion
Accounts payable and accrued expenses
Accrued compensation - officers
Deferred revenue
Due to officer
Capital lease obligation - current portion
Liabilities related to discontinued operations

Total Current Liabilities

LONG-TERM LIABILITIES

Notes and loans payable

TOTAL LIABILITIES

COMMITMENTS AND CONTINGENCIES

STOCKHOLDERS' DEFICIENCY

Preferred stock, series A, \$.001 par value, super convertible redeemable preferred stock, 10,000,000 shares authorized, 0 shares issued and outstanding
Preferred stock, series B, \$.001 par value, super convertible redeemable preferred stock, 100 shares authorized, 100 shares issued and outstanding
Common stock, \$.001 par value, 20,000,000,000 shares authorized 2,621,372,639 shares issued and outstanding
Additional paid-in capital
Accumulated deficit
Deferred stock based compensation

Total Stockholders' Deficiency

TOTAL LIABILITIES AND STOCKHOLDERS' DEFICIENCY

See accompanying notes to condensed consolidated financial statements.

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

INNOVATION HOLDINGS, INC. AND SUBSIDIARIES (FORMERLY BLAGMAN MEDIA INTERNATIONAL, INC.) CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(UNAUDITED)

	For The Three Months Ended June 30, 2003	For The Three Months Ended June 30, 2002	For Mon June
REVENUES - NET	\$ -	\$ 345,817	\$
OPERATING EXPENSES			
Selling, general and administrative	2,187,621	3,249,159	
Depreciation	7,228	4,247	
Total Operating Expenses	2,194,849	3,253,406	
LOSS FROM OPERATIONS	(2,194,849)	(2,907,589)	
OTHER INCOME (EXPENSE)			
Interest expense	(6,596)	(14,940)	
Interest income	4	-	
Total Other Income (Expense)	(6,592)	(14,940)	
LOSS FROM CONTINUING OPERATIONS	(2,201,441)	(2,922,529)	
LOSS FROM DISCONTINUED OPERATIONS	-	(1,519,631)	
NET LOSS	\$ (2,201,441)	\$ (4,442,160)	\$
NET LOSS PER COMMON SHARE - BASIC AND DILUTED - CONTINUING OPERATIONS	\$ (0.01)	\$ (0.00)	\$
NET LOSS PER COMMON SHARE - BASIC AND DILUTED - DISCONTINUED OPERATIONS	\$ -	\$ -	\$
WEIGHTED AVERAGE NUMBER OF COMMON SHARES OUTSTANDING - BASIC AND DILUTED	401,045,409	4,779,526,961	

See accompanying notes to condensed consolidated financial statements.

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

INNOVATION HOLDINGS, INC. AND SUBSIDIARIES
(FORMERLY BLAGMAN MEDIA INTERNATIONAL, INC.)
CONDENSED CONSOLIDATED STATEMENT OF CHANGES ON STOCKHOLDERS' EQUITY
FOR THE SIX MONTHS ENDED JUNE 30, 2003

(UNAUDITED)

	Preferred Stock		Common Stock		Additional
	Shares	Amount	Shares	Amount	Paid-In Capital
	-----	-----	-----	-----	-----
Balance, December 31, 2002	100	\$ 1	3,819,639	\$ 3,819	\$ 35,587,400
Stock issued for legal fees	-	-	6,245,000	6,245	868,055
Stock issued for consulting	-	-	6,570,000	6,570	1,150,475
Stock issued for wages	-	-	270,000	270	20,320
Stock issued for Board fees	-	-	631,000	631	219,869
Deferred stock compensation	-	-	-	-	-
Stock issued for legal fees	-	-	20,000,000	20,000	40,000
Stock issued for consulting	-	-	2,532,888,000	2,532,889	32,465
Stock issued for wages	-	-	51,000,000	51,000	-
Stock cancelled in association with Board fees	-	-	(51,000)	(51)	(17,799)
Deferred stock compensation	-	-	-	-	-
Amortization of deferred stock compensation	-	-	-	-	-
Net loss	-	-	-	-	-
	-----	-----	-----	-----	-----
BALANCE, JUNE 30, 2003	100	1	2,621,372,639	2,621,373	37,900,695
	=====	=====	=====	=====	=====

	Accumulated Deficit	Deferred Stock Based Compensation	Total
	-----	-----	-----
Balance, December 31, 2002	\$ (49,015,586)	\$ -	\$ (13,424,366)
Stock issued for legal fees	-	-	874,300

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

Stock issued for consulting	-	-	1,157,045
Stock issued for wages	-	-	20,500
Stock issued for Board fees	-	-	220,500
Deferred stock compensation	-	(933,280)	(933,280)
Stock issued for legal fees	-	-	60,000
Stock issued for consulting	-	-	2,565,353
Stock issued for wages	-	-	51,000
Stock cancelled in association with Board fees	-	-	(17,850)
Deferred stock compensation	-	(2,526,242)	(2,526,242)
Amortization of deferred stock compensation	-	933,280	933,280
Net loss	(3,031,940)	-	(3,031,940)
	-----	-----	-----
BALANCE, JUNE 30, 2003	(52,,047,526)	(2,526,242)	(14,051,700)
	=====	=====	=====

See accompanying notes to condensed consolidated financial statements.

3

INNOVATION HOLDINGS, INC. AND SUBSIDIARIES (FORMERLY BLAGMAN MEDIA INTERNATIONAL, INC.) CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss	\$ (3,
Adjustments to reconcile net loss to net cash (used in) provided by operating activities:	
Depreciation and amortization	
Provision for bad debt	
Loss on sale and retirement of fixed assets	
Stock issued for compensation and services	2,
Changes in operating assets and liabilities:	
(Increase) decrease in:	
Accounts receivable	
Prepaid expenses, media and other current assets	
Prepaid and refundable income taxes	

For
Month
June

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

Deposits	
Increase (decrease) in:	
Accounts payable and accrued expenses	
Accrued compensation - officers	
Deferred revenue	
Net Cash (Used In) Provided By Operating Activities	(
CASH FLOWS FROM INVESTING ACTIVITIES:	
Deposit for investment	
Payments for deposits	
Purchase of property and equipment	
Payment for acquisition, net of cash acquired	
Net Cash Used In Investing Activities	
CASH FLOWS FROM FINANCING ACTIVITIES:	
Due to officer	
Proceeds from notes and loans payable	
Payment on notes and loans payable	
Cash overdraft (decrease) increase	
Payments under capital lease obligation	
Net Cash Provided By (Used In) Financing Activities	
NET INCREASE (DECREASE) IN CASH	
CASH - BEGINNING OF PERIOD	
CASH - END OF PERIOD	\$

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:

Interest paid	\$
---------------	----

See accompanying notes to condensed consolidated financial statements.

NOTE 1 BASIS OF PRESENTATION

On February 10, 2003, the stockholders of the Blagman Media International, Inc. approved an amendment to the articles of incorporation to change its name to Innovation Holdings, Inc.

The accompanying unaudited condensed consolidated financial statements include the accounts of Innovation Holdings, Inc. and its subsidiaries (the "Company"). All significant inter-company transactions and balances have been eliminated in consolidation.

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America and the rules and regulations of the Securities and Exchange Commission for interim financial information. Accordingly, they do not include all the information necessary for a comprehensive presentation of financial position and results of operations.

It is management's opinion, however, that all material adjustments (consisting of normal recurring adjustments) have been made which are necessary for a fair financial statement presentation. The results for the interim period are not necessarily indicative of the results to be expected for the year.

The accompanying condensed consolidated financial statements and the information included under the heading "Management's Discussion and Analysis or Plan of Operation" should be read in conjunction with the Company's Annual Report Form 10-KSB for the year ended December 31, 2002, filed on May 16, 2003.

In preparing financial statements in conformity with generally accepted accounting principles, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses during the reported period. Actual results could differ from those estimates.

5

Certain reclassifications have been made to the prior period consolidated financial statements to conform to the current presentation.

NOTE 2 RECENT ACCOUNTING PRONOUNCEMENTS

In April 2003, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 149, "Amendment of Statement 133 on Derivative Instruments and Hedging Activities". SFAS No. 149 amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts (collectively referred to as derivatives) and for hedging activities under SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities". The changes in SFAS No. 149 improve financial reporting by requiring that contracts with comparable characteristics be accounted for similarly. This statement is effective for contracts entered into or modified after June 30, 2003 and all of its provisions should be applied prospectively.

The FASB has issued SFAS No. 150, "Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity." The Statement improves the accounting for certain financial instruments that, under previous guidance, issuers could account for as equity. The new Statement requires that those instruments be classified as liabilities in statements of financial position.

SFAS No. 150 affects the issuer's accounting for three types of freestanding financial instruments. One type is mandatorily redeemable

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

shares, which the issuing company is obligated to buy back in exchange for cash or other assets. A second type, which includes put options and forward purchase contracts, involves instruments that do or may require the issuer to buy back some of its shares in exchange for cash or other assets. The third type of instruments that are liabilities under this Statement is obligations that can be settled with shares, the monetary value of which is fixed, tied solely or predominantly to a variable such as a market index, or varies inversely with the value of the issuers' shares. SFAS No. 150 does not apply to features embedded in a financial instrument that is not a derivative in its entirety.

In addition to its requirements for the classification and measurement of financial instruments in its scope, SFAS No. 150 also requires disclosures about alternative ways of settling the instruments and the capital structure of entities, all of whose shares are mandatorily redeemable. Most of the guidance in SFAS No. 150 is effective for all financial instruments entered into or modified after May 31, 2003, and otherwise is effective at the beginning of the first interim period beginning after June 15, 2003. For private companies, mandatorily redeemable financial instruments are subject to the provisions of this Statement for the fiscal period beginning after December 15, 2003.

Management does not expect the impact from the adoption of these statements to have a material impact on the Company's consolidated financial position or results of operations.

6

NOTE 3 DISCONTINUED OPERATIONS

Pursuant to an Agreement and Plan of Reorganization dated March 4, 2002, effective March 22, 2002, the Company acquired 100% of the outstanding stock of Century Media, Inc., a California corporation ("Century") by merging Blagman USA, Inc., into Century. Pursuant to the transaction, the Company acquired all of the capital stock of Century for cash and common stock of the Company, assumed current debt obligations and unexercised option and stock appreciation rights of Century and assumed accrued and ongoing trade and other ordinary course obligations and relationships. Prior to the closing, the parties negotiated with the holders of portions of the outstanding Century debt to restructure the term and payments of such debt and in certain cases, to allow for the issuance of shares of common stock of the Company in lieu of cash payments. Currently, the Company remains obligated on certain contingent obligations including \$1.25 million from the TMT Media Corporation acquisition by Century in 2000.

At closing, holders of Century shares received twenty cents per Century share, of which two and one-half cents was payable in cash and the balance of seventeen and one-half cents was payable by the delivery of shares of common stock of the Company, for a total of \$903,292 and 14,377 options.

In relation to the acquisition, the Company recorded goodwill in the amount of \$3,048,484, of which \$2,321,360 was on the balance sheet of Century Media on the acquisition date, and recorded an intangible asset of \$5,855,286 related to the customer list acquired. The Company evaluated the customer list and assigned it a three-year life.

The Company's management performs on-going business reviews based on quantitative and qualitative measures and assesses the need to record

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

impairment losses when impairment indicators are identified. In the third quarter of 2002, the review made by management of the Company determined that the goodwill related to Century's business and the customer list acquired in the acquisition were not recoverable. The Company then recorded impairment charges of \$3,048,484 and \$5,599,007 (net of amortization) related to the goodwill and customer list, respectively.

In December 2002, management of the Company determined that it would no longer invest its capital and human resources into Century and entered into a plan to discontinue and abandon the operations of Century. Effective with the fourth quarter of 2002, this operating entity is reflected as a discontinued operation.

For the six months ended June 30, 2003, Century was not operating and therefore did not have any revenues or operating expenses. For the period from acquisition to June 30, 2002, revenues and loss from discontinued operations were as follows:

Revenues	\$	3,327,609
Net loss from discontinued operations	\$	2,266,216

7

Assets and liabilities of the discontinued operations as of June 30, 2003 were as follows:

Assets		
Cash	\$	313
Prepaid expenses		7,005
Deposits		2,327

Total Assets	\$	9,645

Liabilities		
Accounts payable	\$	5,606,399
Accrued expenses		1,113,699
Deferred revenue		1,364,866
Notes payable		2,286,755
Capital lease obligation		29,280

Total Liabilities		10,400,999

Net liabilities of discontinued operations	\$	10,391,354
		=====

The creditors of Century Media have filed various actions for breach of contract. The actions arose out of obligations incurred by Century Media prior to the merger with the Company. The Company disputes these claims and is actively seeking to resolve these matters.

NOTE 4 NOTES AND LOANS PAYABLE

The following schedule reflects notes and loans payable as of June 30, 2003:

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

Note payable, interest at 6% due March 31, 2001. The holder of the note is currently not demanding payment and the note continues to accrue interest.

Note payable - related party, interest at 6%, due March 30, 2006

Note payable - stockholder, interest at 6%, due April 2, 2006

Note payable - stockholder, interest at 6%, due April 9, 2006

Note payable, interest at 3.8%, due January 10, 2004

Note payable, interest at 4%, due January 27, 2004

Note payable, interest at 2.8%, principal and interest due February 11, 2004

Note payable, interest at 4%, principal and interest due April 2, 2004, face amount \$45,000

Note payable, interest at 4%, principal and interest due June 24, 2004, face amount \$100,000

Less current portion

Notes and loans payable

8

On January 10, 2003, the Company entered into a note payable whereby the lender agreed to fund the Company on an as needed basis up to \$100,000 at an interest rate of 3.8% per annum. Principal and interest are due no later than January 10, 2004.

On January 27, 2003, the Company entered into a note payable whereby the lender agreed to fund the Company on an as needed basis up to \$75,000 at an interest rate of 4% per annum. Principal and interest are due no later than January 27, 2004.

On June 24, 2003, the Company entered into a note payable whereby the lender agreed to fund the Company on an as needed basis up to \$100,000 at an interest rate of 4% per annum. Principal and interest are due no later than June 24, 2004.

On April 2, 2003, the Company entered into a note payable whereby the lender agreed to fund the Company on an as needed basis up to \$45,000 at an interest rate of 4% per annum. Principal and interest are due no later than April 2, 2004.

NOTE 5 STOCKHOLDERS' DEFICIENCY

In February 2003, the Board of Directors authorized a 5,000 for 1 reverse stock split. All share and per share amounts in the accompanying condensed consolidated financial statements and footnotes have been restated to give effect to such reverse stock split.

In March 2003 and on May 5, 2003, 6,245,000 and 20,000,000 shares of common stock were issued to the Company's attorney for services valued at \$934,300. The amount has been expenses to selling, general and

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

administrative expenses in the accompanying condensed consolidated statement of operations for the six months ended June 30, 2003. The fair value of the issued shares was based upon the market price of the Company's stock on the date of grant.

During the six months ended June 30, 2003, the Company issued 2,536,658,534 shares of common stock for consulting services valued at \$ 3,697,198. The fair value of the issued shares was based upon the market price of the Company's stock on the date of grant. Of the total value, \$1,284,256 has been expensed to selling, general and administrative expenses in the accompanying condensed consolidated statement of operations for the six months ended June 30, 2003 and \$2,526,242 is presented as deferred stock based compensation in the accompanying condensed consolidated balance sheet.

During the six months ended June 30, 2003, the Company issued approximately 6,300,000 shares of restricted common stock to the Chief Executive Officer and subsequently cancelled and rescinded the issuance. Accordingly, the Company has not included these shares in its equity. The Company also issued 630,000 shares of common stock to three directors of the Company for services valued at \$220,500. The fair value of the issued shares was based upon the market price of the Company's stock on the date of grant. The amount was expensed to selling, general and administrative expenses in the accompanying condensed statement of operations for the six months ended June 30, 2003.

During the six months ended June 30, 2003 the Company issued 51 million shares of common stock for employee bonus compensation valued at \$49,000. The fair value of the issued shares was based upon the market price of the Company's stock on the date of grant. The amount was expensed to selling, general and administrative expenses in the accompanying condensed statement of operations for the six months ended June 30, 2003.

9

Pursuant to the terms and conditions of two separate trust agreements, shares of the Company's common stock were transferred in trust to an attorney who will act as trustee of the Innovative Holdings, Inc. Shareholder and Creditor Trusts ("Shareholder Trust" or "Creditor Trust"). In addition to the shares, the Company has assigned to the trusts the results and possible proceeds of pending future litigation.

The Shareholder Trust has been established to respond to the Company's concern that shareholders of record as of January 1, 2002 through July 31, 2002 were adversely affected by the action of outside parties effecting the share price and value of the Company throughout these dates. The Company intends to provide some measure of compensation to its shareholders for their related losses.

The Creditor Trust has been established to return the maximum amount to Century Media's creditors (assumed by the Company as a result of the Century Media acquisition) and to allow the Company to continue to operate without interruption.

Following the submission of claims and validation of such claims, the trustee will liquidate the trust property and distribute the proceeds to the trust beneficiaries in a manner the trustee deems most beneficial.

During the quarter ended June 30, 2003, the Company issued 1 billion shares of restricted stock to the trusts. The trust shares are not

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

included in the outstanding shares because they are being held in escrow by the trustee. Additional stock will be required to be issued to achieve this financial goal (See Note 9).

NOTE 6 LITIGATION

The Company is a party to a number of lawsuits and claims, which have been disclosed in the Company's Form 10-KSB for the year ended December 31, 2002 filed on May 16, 2003. In the opinion of management and external legal counsel, the status of the pending lawsuits and claims have not materially changed from what was disclosed in the Company's Form 10-KSB.

10

NOTE 7 CAPITAL LEASE OBLIGATIONS

The Company is in default of its capital lease agreement at June 30, 2003. The Company is also in discussions with the lessor to settle the matter. The entire amount due under the lease has been classified as current in the accompanying condensed consolidated balance sheet.

NOTE 8 GOING CONCERN

The Company's condensed consolidated financial statements for the six months ended June 30, 2003 have been prepared on a going concern basis, which contemplated the realization of assets and the satisfaction of liabilities and commitments in the normal course of business. The Company incurred a net loss of \$3,031,940 and a negative cash flow from operations of \$196,186 for the six months ended June 30, 2003, and has a working capital deficiency of \$13,557,706 and a stockholders deficiency of \$14,051,700 as of June 30, 2003. The Company's working capital deficiency as of June 30, 2003 may not enable it to meet such objectives as presently structured. The condensed consolidated financial statements do not include any adjustments that might result from the outcome of this uncertainty.

The ability of the Company to continue as a going concern is dependent on the Company's ability to raise additional capital, and implement its business plan. Management believes that actions presently taken to obtain additional funding provide the opportunity for the Company to continue as a going concern. The Company is also actively seeking businesses to acquire.

NOTE 9 SUBSEQUENT EVENTS

During August 2003, the Company issued an additional 2 billion shares of restricted stock that were also placed in trust for the sole purpose of the shareholder fund previously discussed in Note 5.

11

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

GENERAL

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

Innovation Holdings, Inc. f/k/a Blagman Media International, Inc. is a Nevada corporation (collectively with its subsidiaries, the "Company"), which is the successor to a corporation founded in 1961. We are a direct marketing, direct response and media enterprise based in Century City, California which principally provides direct market services and media buying for our clients and their products and services through television, radio, Internet, print and outdoor advertising media. In addition, we organize direct response media campaigns on radio, television and in print and provide assistance in backend marketing and creative production.

We began operations in 1994 as a sole proprietorship and formed a corporation, Blagman Media International, Inc., in early 1999. On August 2, 1999, we completed a reverse acquisition with Unisat, Inc., an inactive, public non-reporting company, founded in 1961 and formerly known as Combined Companies, Inc. On the same date, Unisat, Inc. changed its name to Blagman Media International, Inc. and we therefore have two Nevada entities with the same name. The transaction was structured as a share exchange, in which Robert Blagman exchanged all of his shares in the privately held entity for 8,200,000 common shares of Unisat, Inc. In April 2000, we entered into a share exchange agreement with MNS Eagle Equity Group I, an inactive, reporting Nevada corporation, which resulted in our becoming the parent reporting company.

The primary purpose of these transactions was to give us access to a public market, to create a new corporate vehicle with which to build a more expansive media-buying infrastructure, thereby allowing us to leverage our direct marketing and direct response efforts. Currently, we are actively pursuing acquisitions and various strategic and working relationships which, if successful, will allow us to create a "network" of alliance partners with the capacity to deliver a broader range of services in a more cost-efficient manner.

In 2001, internally we focused on our core competencies by making quantitative media buys and in assisting our clients in implementing traditional radio, television and out of home media strategies. Given the general uncertainties in Internet advertising and Internet business models that developed in late 2000, and which continue, we plan to monitor the use and styles of Internet advertising. In this way, we can assess the opportunities available to us in Internet advertising while not making any firm financial commitments to an Internet strategy. In addition to considering merger and acquisition opportunities for consolidation and industry growth, we are continuing to pursue an expansion in the television production field through strategic alliances.

In 2001, we also actively pursued acquisitions and completed our first industry acquisition transaction in March 2002 when Century Media, Inc. ("Century") became a wholly-owned subsidiary under the name Blagman-Century Media, Inc. ("Blagman-Century"), subsequently renamed Century Media, Inc. We had been negotiating since early 2001 to acquire Century Media, a Santa Monica based advertising agency in business for over ten years with historical billings and placements that ranged from \$35 million to \$110 million. In 2001, we entered into agreements to acquire all of the outstanding stock of Century, but certain requirements were not satisfied. In October 2001, we concluded that the purchase price for Century, which was then set at \$5.7 million cash plus the assumption of significant debt, needed to be substantially reduced as a result of our due diligence conclusions.

In March 2002, we completed the transaction through a merger of a wholly-owned special purpose subsidiary into Century in exchange for the payment of the equivalent of \$0.20 per share to the shareholders of Century (\$0.025 in cash and the balance in shares of the common stock of the parent company (hereafter "Common Shares"), repayment of \$749,778 in debentures through the issuance of Common Shares, and the recognition of debts. As a result, at closing approximately \$600,000 in cash and \$2.2 million in restricted Common Shares were

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

distributed to holders of existing Century shares, debentures, and certain stock rights. Under the merger agreement, the Common Shares were valued at the closing bid price over the seven days prior to the date of the agreement or \$0.0008857, resulting in the issuance of 2,555,651,387 new Common Shares to the holders of Century shares, debentures and certain stock rights. Century also had continuing debt obligations due to affiliates and third parties of approximately \$1.6 million, exclusive of trade and contingency obligations. In connection with our interest in the Century transaction, we provided management services to Century from late 2001 to early 2002, essentially on a reimbursement basis. As a result of the overwhelming debt and departures by members of Century, we no longer consider this acquisition viable. We are in the process of resolving all issues related to the Century acquisition.

12

Following the acquisition of Century Media in March 2002, the Company has determined that Century Media was not strategic to the Company's ongoing objectives and has discontinued capital and human resource investment in Century Media effective as of December 2002.

RESULTS OF OPERATIONS

NET REVENUES

Net Revenues (principally from advertising placements, commissions and revenue sharing arrangements) for the six months ended June 30, 2003 as compared to the six months ended June 30, 2002 decreased from \$394,079 to \$78,524. The decrease in revenues is attributed to the Company's inability to continue to outsource functions and service clients with reduced staffing.

OPERATING EXPENSES

Total operating expenses decreased from \$6,886,917 in 2002 to \$3,083,600 in 2003. Included in operating expenses are general and administrative expenses which decreased from \$6,878,515 for the six month period ended June 30, 2002 to \$3,068,655 for the six month period ended June 30, 2003.

The total net loss of the Company in 2003 was \$3,031,940 compared to \$8,774,315 for 2002.

OTHER INCOME (EXPENSES)

Other income expenses increased from \$15,758 in 2002 to \$26,868 in 2003, primarily due to interest expense incurred from additional costs the Company has incurred.

LIQUIDITY AND CAPITAL RESOURCES

For the six months ended June 30, 2003, the Company's available cash decreased significantly. In connection with the various initiatives proposed by management to expand the Company's operations internally and through strategic alliances or acquisitions with other industry partners, additional capital funding will be required. The Company hopes to raise these funds through an increase in general business profits due to a shift in the main focus of its core business. The Company plans to pass low profit making activity such as media buying to third party contracted companies. The Company also plans to invest in product ownership and development as well as actively pursue opportunities to expand the marketing aspects of these products. As the advertising industry goes through it's transitions, the Company plans to react by adjusting its focus away from

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

pure media buying to product development. Product development continues to be a strong avenue for the direct response advertising business. Affiliations and associations with other advertising agencies will also expand the Company's ability to increase cash flow and revenues without adding staff.

Throughout 2002 and in the current quarter, the market price of our common shares has continued to dropped precipitously. We believe that there are two underlying causes. First, we apparently were one of the companies targeted in an organized pattern of depressing prices through "shorting" by a group pursuing a coordinated effort to effect and profit from a falling share price and from attempts to extort favorable stock issuances from the Company without fair consideration. Management initiated referrals to appropriate regulatory agencies for their action. While actions from these referrals may reduce future manipulation, it cannot eliminate the impact of the downward price spiral. The second factor apparently affecting our price was the market reaction to the increase in authorized and issued common shares which we undertook to compensate consultants in our industry, to support Company growth and, more recently, to effect the Century transaction. Following the acquisition of Century Media in March 2002, the Company has determined that Century Media was not strategic to the Company's ongoing objectives and has discontinued capital and human resource investment in Century Media effective as of December 2002.

13

Management is currently unwinding the Century transaction, evaluating other opportunities and pursuing other initiatives to expand the Company's operations internally and through strategic alliances or acquisitions with other industry partners. These endeavors will be funded in part from operations but will also require additional capital funding which the Company hopes to raise through debt or equity financing arrangements, if appropriate financing is available, on reasonable and acceptable terms.

The Company intends to continue to seek additional working capital to meet its operating requirements and to provide further capital for expansion, acquisitions or strategic alliances with businesses that are complementary to the Company's long term business objectives. Additional capital will be needed to maintain the growth plans of the Company.

The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

NEW ACCOUNTING PRONOUNCEMENTS

In April 2003, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 149, "Amendment of Statement 133 on Derivative Instruments and Hedging Activities". SFAS No. 149 amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts (collectively referred to as derivatives) and for hedging activities under SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities". The changes in SFAS No. 149 improve financial reporting by requiring that contracts with comparable characteristics be accounted for similarly. This statement is effective for contracts entered into or modified after June 30, 2003 and all of its provisions should be applied prospectively.

The FASB has issued SFAS No. 150, "Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity." The Statement improves the accounting for certain financial instruments that, under previous guidance,

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

issuers could account for as equity. The new Statement requires that those instruments be classified as liabilities in statements of financial position.

SFAS No. 150 affects the issuer's accounting for three types of freestanding financial instruments. One type is mandatorily redeemable shares, which the issuing company is obligated to buy back in exchange for cash or other assets. A second type, which includes put options and forward purchase contracts, involves instruments that do or may require the issuer to buy back some of its shares in exchange for cash or other assets. The third type of instruments that are liabilities under this Statement is obligations that can be settled with shares, the monetary value of which is fixed, tied solely or predominantly to a variable such as a market index, or varies inversely with the value of the issuers' shares. SFAS No. 150 does not apply to features embedded in a financial instrument that is not a derivative in its entirety.

In addition to its requirements for the classification and measurement of financial instruments in its scope, SFAS No. 150 also requires disclosures about alternative ways of settling the instruments and the capital structure of entities, all of whose shares are mandatorily redeemable. Most of the guidance in SFAS No. 150 is effective for all financial instruments entered into or modified after May 31, 2003, and otherwise is effective at the beginning of the first interim period beginning after June 15, 2003. For private companies, mandatorily redeemable financial instruments are subject to the provisions of this Statement for the fiscal period beginning after December 15, 2003.

Management does not expect the impact from the pronouncements in these statements to have a material impact on the Company's consolidated financial position or results of operations.

FORWARD-LOOKING STATEMENTS

Safe Harbor statement under the Private Securities Litigation Reform Act of 1995: Except for historical information contained herein, the matters discussed in this filing are forward-looking statements that involve risks and uncertainties, including but not limited to economic, competitive, governmental and technological factors affecting the Company's operations, markets, products and prices and other factors discussed in the Company's various filings with the Securities and Exchange Commission.

14

CRITICAL ACCOUNTING POLICIES.

The Securities and Exchange Commission ("SEC") recently issued Financial Reporting release No. 60, "Cautionary Advice Regarding Disclosure About Critical Accounting Policies" (FRR 60), suggesting companies provide additional disclosure and commentary on their most critical accounting policies. In FRR 60, the SEC defined the most critical accounting policies as the ones that are most important to the portrayal of a company's financial condition and operating results, and require management to make its most difficult and subjective judgments, often as a result of the need to make estimates of matters that are inherently uncertain.

Based upon the foregoing definition, the registrant's most critical accounting policies include:

REVENUE RECOGNITION

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

The Company recognizes revenue from the sale of media time to advertising clients when the related advertisement is broadcasted. Included in the monies received from advertising clients are amounts which represent the reimbursement of media time purchased on behalf of the customer for the related advertisements. These media purchase reimbursements have been accounted for as an offset to the related media purchases for the respective advertisement and not as gross revenues as required under EITF 99-19 and SAB 101. Monies received prior to the broadcast of the related advertisement are recorded as deferred revenue. In addition, the Company earns commissions in connection with the procurement of media time on behalf of advertising clients. Such commissions are also considered earned when the underlying advertisement is broadcasted. Additionally, the Company has entered into contractual agreements with other advertising firms to share revenues based upon the terms of the specific agreements. The income produced by these revenue-sharing contracts are recognized as media or commission income depending upon the nature of the income earned from the agreement.

GOODWILL

In July 2001, the FASB issued SFAS No. 142, 'Goodwill and Other Intangible Assets,' which was required to be adopted for fiscal 2002. SFAS No. 142 established accounting and reporting standards for goodwill and intangible assets resulting from business combinations. SFAS No. 142 included provisions discontinuing the periodic amortization of, and requiring the assessment of the potential impairments of, goodwill (and intangible assets deemed to have indefinite lives). As SFAS No. 142 replaced the measurement guidelines for goodwill impairment, goodwill not considered impaired under previous accounting literature may be considered impaired under SFAS No. 142. SFAS No. 142 also required that the Company complete a two-step goodwill impairment test. The first step compared the fair value of each reporting unit to its carrying amount, including goodwill. If the fair value of a reporting unit exceeded its carrying amount, goodwill is not considered to be impaired and the second step was not required. SFAS 142 required completion of this first step within the first six months of initial adoption and annually thereafter. If the carrying amount of a reporting unit exceeded its fair value, the second step is performed to measure the amount of impairment loss. The second step compared the implied fair value of goodwill to the carrying value of a reporting unit's goodwill. The implied fair value of goodwill is determined in a manner similar to accounting for a business combination with the allocation of the assessed fair value determined in the first step to the assets and liabilities of the reporting unit. The excess of the fair value of the reporting unit over the amounts assigned to the assets and liabilities is the implied fair value of goodwill. This allocation process was only performed for purposes of evaluating goodwill impairment and did not result in an entry to adjust the value of any assets or liabilities. An impairment loss is recognized for any excess in the carrying value of goodwill over the implied fair value of goodwill. Upon the initial adoption, any impairment loss identified was presented as a change in accounting principle, net of applicable income tax benefit, and recorded as of the beginning of that year. Subsequent to the initial adoption, any impairment loss recognized would be recorded as a charge to income from operations.

ASSET IMPAIRMENT

The Company reviews its long-lived assets and identifiable intangibles for impairment whenever events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable. In performing the review for recoverability, the Company estimates the future cash flows expected to result from the use of the asset and its eventual disposition. If the sum of the expected future cash flows (undiscounted and without interest charges) is less than the carrying amount of the asset, an impairment loss is recognized.

Otherwise, an impairment loss is not recognized. Measurement of an impairment loss for long-lived assets and identifiable intangibles would be based on the fair value of the asset.

ITEM 3. CONTROLS AND PROCEDURES

(a) Evaluation of disclosure controls and procedures.

The Registrant carried out an evaluation of the effectiveness of the design and operation of its disclosure controls and procedures pursuant to Rule 13a-14 under the Securities and Exchange Act of 1934 ("Exchange Act"). This evaluation was done under the supervision and with the participation of the Registrant's President. Based upon that evaluation, they concluded that the Registrant's disclosure controls and procedures are effective in gathering, analyzing and disclosing information needed to satisfy the Registrant's disclosure obligations under the Exchange Act.

(b) Changes in internal controls.

There were no significant changes in the Registrant's internal controls or in its factors that could significantly affect those controls since the most recent evaluation of such controls.

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS.

There have been no material changes in any pending legal proceedings to include on this report.

ITEM 2. CHANGES IN SECURITIES.

None.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES.

None.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

None.

ITEM 5. OTHER INFORMATION

None.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

Exhibits.

Exhibits included or incorporated by reference herein are set forth in the

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

attached Exhibit Index.

Reports on Form 8-K.

16

The Company made one filing on Form 8-K during the second quarter of the fiscal year covered by this Form 10-QSB.

June 10, 2003 The Company disclosed on Form 8-K that it had engaged the services of Catalyst Capital LLC, a financial management consulting firm.

SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the Issuer has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

INNOVATION HOLDINGS, INC.
F/K/A BLAGMAN MEDIA
INTERNATIONAL, INC.

Dated: September 25, 2003

/s/ ROBERT BLAGMAN

Robert Blagman, President

17

EXHIBIT LIST

- 2.11 Agreement and Plan of Reorganization (Incorporated by reference; Form 8-K filed on March 11, 2002)
- 3.1 Articles of Incorporation (Incorporated by reference; Form 8-K of MNS Eagle Equity Group I, Inc. filed on April 27, 2000)
- 3.2 Bylaws (Incorporated by reference; Form 8-K of MNS Eagle Equity Group I, Inc. filed on April 27, 2000)
- 3.3 Certificate of Designation for Series B Convertible Preferred Stock (Incorporated by reference; Form 8-K of MNS Eagle Equity Group I, Inc. filed on April 27, 2000)
- 10.1 Employment Agreement with Robert Blagman (Incorporated by reference; Form 10-KSB/A filed on April 30, 2001)
- 10.2 Employment Agreement with Leslie Blagman (Incorporated by reference; Form 10-KSB/A filed on April 30, 2001)
- 10.3 Equity Line of Credit Agreement dated July 12, 2001 with GazelleGroup LLP and DRH Investment Company LLP (Incorporated by reference; Form SB-2/A filed on November 1, 2001)

Edgar Filing: INNOVATION HOLDINGS - Form 10QSB

- 10.4 Registration Rights Agreement dated July 12, 2001 with GazelleGroup LLP and DRH Investment Company LLP (Incorporated by reference; Form SB-2/A filed on November 1, 2001)
- 10.5 Securities Purchase Agreement dated July 12, 2001 with certain named buyers (Incorporated by reference; Form SB-2/A filed on November 1, 2001)
- 10.6 Placement Agent Agreement dated July 12, 2001 with May Davis Group, Inc. (Incorporated by reference; Form SB-2/A filed on November 1, 2001)
- 10.7 Registration Rights Agreement dated July 12, 2001 with certain named persons (Incorporated by reference; Form SB-2/A filed on November 1, 2001)
- 10.8 2000 Employee Stock Compensation Plan (Incorporated by reference; Form S-8 for MNS Eagle Equity Group I, Inc. filed on September 11, 2000)
- 10.9 2001 Employee Stock Option Plan (Incorporated by reference; Form S-8 filed on August 27, 2001)
- 21.1 List of Subsidiaries (Incorporated by reference, Form 10KSB, as amended filed on April 15, 2002)
- 31 Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith)
- 32 Certification Pursuant to 18 U.S. C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes Oxley Act of 2002 (filed herewith)