



MIPS, LLC  
Shirley Kennedy

MIPS, LLC manufactures a currency operated bulk ice vending machine called Ice Qik<sub>R</sub>. In November of 2006, Shirley Kennedy contacted Coastal Carolina University and requested assistance with the development of a comprehensive financial forecast for various Ice Qik<sub>R</sub> investment scenarios. MIPS, LLC planned to use the financial forecast in presentations to investors interested in running an Ice Qik<sub>R</sub> operation.

Working with Mrs. Kennedy the SBDC counselors developed a spreadsheet model capable of forecasting financial results given various investment scenarios and operating assumptions. Using the spreadsheet model, MIPS was able to demonstrate to possible investors the potential operating results and return on investment for an Ice Qik<sub>R</sub> operation. The spreadsheet model also provided a means by which managers of an Ice Qik<sub>R</sub> operation could plan and make changes to various aspects of the operation to achieve desired results.

MIPS, LLC is now capable of making numerous presentations to investors using the spreadsheet model developed in conjunction with the SBDC counselors. Proposed investments included a number of small "neighborhood" size operations using 4 Ice Qik<sub>R</sub> machines and a number of large scale "community" operations using as many as 100 Ice Qik<sub>R</sub> machines. In January 2007, MIPS LLC, received debt financing for investment in the facility and manufacturing operation used to produce Ice Qik<sub>R</sub> machines. MIPS, LLC is also negotiating potential investments of \$100,000 for "neighborhood" operations and \$1,000,000 to \$2,500,000 for "community" Ice Qik<sub>R</sub>.