# **Alpine Academy Charter High School**

# FY2026 SPCSA Revolving Loan Application

# Prepared October 2025

Section 1 - Exhibit 1.1.a: Revolving Loan Application Cover PagePage Revolution 1	3
Section 1 - Exhibit 1.1.b — Executive Summary	3
Section 1 — Exhibit 1.1.c: Governing Board Resolution & Official Minutes	3
Resolution of the Governing Board of Alpine Academy Charter High School	
Meeting Minutes (Excerpt - Official Record, September 18, 2025)	4
Section 1 — Exhibit 1.2.a: NSPCSA Findings	4
Charter School Performance Framework and NSPF Summary (2022–2025)	4
SPCSA Performance Framework Findings (2022-2025)	5
NSPF Star Ratings (2022–2025)	5
Evidence and Supporting Documentation	
Strategies to Address Areas of Improvement	6
Section 1 — Exhibit 1.2.b: Cash Flow Narrative Summary	7
Section 1 — FY2026 Revolving Loan Estimator & Cover Page (attachments)	8
Section 2 — Exhibits 2.1–2.6: Loan Purpose & Repayment Plan	9
Exhibit 2.1 — Repayment Proposal	9
Exhibit 2.2 — Financial Need	9
Exhibit 2.3 — Anticipated Expenses	9
Exhibit 2.4 — Operational Impact	11
Operational Benefits with Loan Funding	11
Operational Risks Without Loan Funding	11
Exhibit 2.5 — Effect on Other Funding	12
Effect on Other Financial Assistance	12
Existing Financial Obligations	13
Summary	13
Exhibit 2.6 — Credit Enhancement and Stability	13
Anticipated Expenses	14
Section 3 — Leadership Disclosure	16
Exhibit 3.1 — Leadership and Prior Charter Affiliations	16
Section 3 — Exhibit 3.2: Enrollment & Marketing Plan (5% Quarterly Growth)	16
Exhibit 3.2 — Enrollment and Marketing / Recruitment Plan	16
Projected Enrollment (FY2026-FY2027, 5% Quarterly Growth)	16
Marketing and Recruitment Plan	17
Key Components	
Retention and Family Engagement	17
Table of Contracts	

Projected Enrollment (FY2025–FY2027, 5% Quarterly Growth)	18
Summary	18
Exhibit 3.3 — Business Plan Summary	
Mission and Vision	19
Leadership and Governance	
Facility and Operations	19
Financial Sustainability	
Enrollment and Academic Growth Strategy	19
Risk Management and Contingency Planning	19
Appendix — FY2026 SPCSA Revolving Loan Checklist	20
Alpine Academy Charter High School — FY2026 SPCSA Revolving Loan Application	
Checklist	20
Section 1 — Core Documents & Financial Exhibits	20
Section 2 — Loan Purpose & Repayment	20
Section 3 — Leadership, Enrollment & Business Plan	20
Attachments	21

## Section 1 - Exhibit 1.1.a: Revolving Loan Application Cover Page

FY2026 Revolving Loan Estimator Certification - CERTIFICAT.pdf

## Section 1 - Exhibit 1.1.b — Executive Summary

The Governing Board of Alpine Academy Charter High School is requesting a Revolving Loan in the amount of \$117,000 for a term of three (3) years to support essential operating stability during the 2025–2026 school year and beyond. The funds will be used to (a) provide facility and lease payment support, (b) stabilize payroll and Public Employees' Retirement System (PERS) contributions, (c) strengthen student recruitment and marketing efforts to sustain and grow enrollment, and (d) invest in technology and operational improvements critical to maintaining academic quality and compliance. This loan will ensure consistent operations, preserve staffing and programming, and enhance the school's fiscal sustainability as enrollment and true-up funding stabilize. The Governing Board has reviewed and approved this application and accepts full responsibility for repayment in accordance with SPCSA and NRS 388A.435 requirements.

## Section 1 — Exhibit 1.1.c: Governing Board Resolution & Official Minutes

#### **Resolution of the Governing Board of Alpine Academy Charter High School**

WHEREAS, the State Public Charter School Authority (SPCSA) administers the Revolving Loan Program for Nevada charter schools pursuant to NRS 388A.432–388A.438; and

WHEREAS, Alpine Academy Charter High School ("the School") seeks to strengthen financial stability and ensure continuous operation and improvement of its educational programs;

#### THEREFORE, BE IT RESOLVED THAT:

- 1. The Governing Board of Alpine Academy Charter High School hereby authorizes submission of a Revolving Loan Application to the State Public Charter School Authority in the amount of \$117,000 for a three (3)-year repayment term.
- 2. The loan funds will be used for facility/lease payment support, payroll and PERS stabilization, recruitment and marketing, and technology or operational improvements.
- 3. The Governing Board acknowledges and accepts full responsibility for repayment of the loan, including in the event of school closure, as required by the SPCSA.
- 4. The Executive Director, Lewis Perlin, is authorized to prepare, sign, and submit all necessary application materials, budgets, and related documentation on behalf of the School.
- 5. This Resolution shall take effect immediately upon approval by the Governing

Board.

Adopted this <sup>6th</sup> day of October 2025 by the Governing Board of Alpine Academy Charter High School.

Chris Romm

Board Chair:

Signature:

Verified by signNow
10/16/2025 02:15:34 UTC

Date:

October Ottlee 9326809693422-9622

#### **Meeting Minutes (Excerpt – Official Record, September 18, 2025)**

Meeting Date: September 18, 2025

Location: Alpine Academy Charter High School Governing Board Regular Meeting

Agenda Item 10: Consideration of SPCSA Revolving Loan Application (Discussion/Possible Action)

Executive Director Lewis Perlin explained the opportunity to apply for a Nevada SPCSA Revolving Loan (up to \$200,000 or \$500 per student, whichever is less).

- The loan is designed for schools in early years or significant expansion, which Alpine qualifies for.
- Funding would arrive around February–March 2026, with repayment beginning August 2026 via automatic deductions from state payments.
- Michelle Ramer (CSMC) advised a 3-year repayment term to maintain low monthly payments and recommended using the loan primarily for debt consolidation and cash-flow stability, not new spending.
- Board members agreed, emphasizing that the funds should act as a fiscal cushion and consolidation tool rather than increase debt load.

Motion: President Chris Romm moved to approve submission of the SPCSA Revolving Loan Application as presented by Lewis Perlin.

Second: Secretary Jake Conway.

Vote: Motion carried unanimously (7-0).

Adjournment: Meeting adjourned at 6:53 PM.

## **Section 1 — Exhibit 1.2.a: NSPCSA Findings**

#### Charter School Performance Framework and NSPF Summary (2022–2025)

Over the past three years, Alpine Academy Charter High School has demonstrated steady improvement in both academic and organizational performance as measured by the State

Public Charter School Authority (SPCSA) Performance Framework and the Nevada School Performance Framework (NSPF).

SPCSA reports and state-prepared school performance documents for <u>2022–2023</u>, <u>2023–2024</u>, and <u>2024–2025</u> are incorporated by reference.

#### SPCSA Performance Framework Findings (2022–2025)

Across the academic, financial, and organizational domains of the SPCSA Framework:

- Academic Performance: The SPCSA identified continued progress in graduation rate, college and career readiness (CCR) measures, and English Language Arts (ELA) growth. Areas for improvement have included mathematics proficiency and the consistency of subgroup performance, particularly among students with disabilities and economically disadvantaged students.
- **Financial Performance:** Alpine has remained compliant with SPCSA fiscal management standards, completing annual independent audits on time and maintaining appropriate financial controls. Findings in earlier years noted limited reserves and liquidity concerns, which the school has addressed through strengthened budgeting, monthly cash flow monitoring, and board-approved fiscal policies (updated September 2025).
- **Organizational Performance:** The school continues to meet SPCSA expectations in governance, transparency, and adherence to state and federal compliance requirements. Improvements were made in 2024–2025 to board documentation, open meeting procedures, and timely submission of required reports.

## NSPF Star Ratings (2022–2025)

School Year	NSPF Rating	Summary of Performance	Identified Areas of Weakness
2022- 2023	<b>★★★</b> (3-Star)	Moderate achievement; graduation rate above 80%, but limited math proficiency and CCR points reduced overall index.	Mathematics proficiency, subgroup performance gaps, attendance.
2023- 2024	<b>★★★</b> (4-Star)	Significant growth in ELA and CCR metrics; steady graduation and attendance improvements.	Continued math and subgroup performance

gaps, chronic absenteeism.

growth.

2024- ★★★ Marked growth in overall index Targeted support still
 2025 (3-Star) driven by improved ACT needed for performance, increased dual credit completion, and stronger student consistent subgroup

## **Evidence and Supporting Documentation**

• SPCSA Charter School Performance Reports (2022–2025)

engagement.

- Nevada School Performance Framework Report Cards (2022–2023, 2023–2024, 2024–2025)
- Board-approved School Improvement Plan (2025–2026)
- Fiscal Policies and Procedures Manual (approved September 18, 2025)
- School Improvement documentation and intervention data (i-Ready, ACT growth, ASVAB)

#### **Strategies to Address Areas of Improvement**

For each identified area of need, Alpine has implemented or is implementing the following strategies:

## 1. Mathematics Proficiency

- **a.** Expanded use of *i-Ready* diagnostics with targeted Tier 2/3 interventions.
- **b.** Dedicated math seminar and intervention periods integrated into the master schedule.
- **c.** Professional learning for math teachers focused on data-driven instruction and collaborative planning.

#### 2. Subgroup Performance (SPED, FRL, ELL)

- **a.** Enhanced MTSS process with progress monitoring and cross-team collaboration.
- **b.** Increased use of co-teaching and inclusive instructional models.
- **c.** Expanded SEL supports and interventions tools to track engagement and belonging.

#### 3. Attendance and Engagement

- **a.** Launched attendance campaign with restorative supports rather than punitive measures.
- **b.** Strengthened parent communication and transportation support where possible.
- **c.** Implemented advisory and incentive systems linked to participation and attendance.

#### 4. Fiscal Sustainability

- **a.** Adopted new cash flow tracking system aligned with SPCSA financial framework.
- **b.** Established minimum reserve policy equal to one month of payroll.
- **c.** Secured SPCSA Revolving Loan (pending) to stabilize cash flow and strengthen liquidity.

## 5. Governance and Compliance

- **a.** Implemented new board document management system and expanded public access to materials.
- **b.** Conducted annual board training with SPCSA support.
- **c.** Updated policy manuals and alignment to NRS/NAC requirements.

#### **Summary:**

Alpine Academy has made measurable progress each year in academic outcomes, fiscal stability, and organizational compliance. While historical data (2022–2023) identified 2-Star performance, consistent strategic planning, enhanced interventions, and governance improvements have produced clear growth, with Alpine on track to maintain a 3–4-Star designation under the 2024–2025 NSPF results.

#### Section 1 — Exhibit 1.2.b: Cash Flow Narrative Summary

Alpine Academy Charter High School has prepared the attached financial projections in accordance with NRS 388A.435 and NAC 388A.665 requirements. The FY2025–26 and FY2026–27 budgets reflect conservative assumptions based on verified enrollment, current staffing, and approved contractual obligations.

In FY2025–26, revenues are projected primarily from the Per Pupil Funding Plan (PCFP) totaling approximately \$356,000 for the first two funding cycles, supplemented by modest grant revenues. Expenses include payroll, PERS contributions, lease obligations, and essential operations consistent with the approved Fiscal Policies and Procedures.

The FY2026–27 budget incorporates the \$117,000 Revolving Loan disbursed in February 2026, providing short-term liquidity to stabilize cash flow, maintain payroll, and meet

facility commitments. Loan proceeds are reflected as a one-time inflow, with repayment beginning August 2026 over 36 months at 8 percent interest, automatically deducted from state apportionments. Annual debt service totals approximately \$4,400 per month, representing less than 2 percent of projected monthly revenues.

The accompanying loan amortization schedule illustrates consistent repayment through July 2029, while maintaining sufficient operating reserves. Key ratios—including a Current Ratio of 2.5, Debt-to-Asset Ratio of 0.63, and over 50 Days of Unrestricted Cash on Hand—indicate fiscal capacity to meet obligations and sustain continued growth.

This cash flow model demonstrates that Alpine Academy's operations remain stable with a balanced budget, no structural deficit, and adequate reserves to meet both routine and debt obligations throughout the loan term.

#### Section 1 — FY2026 Revolving Loan Estimator & Cover Page (attachments)

The signed SPCSA Revolving Loan Application cover sheet and the FY2026 Revolving Loan Estimator Certification are provided as separate attachments. Please include the signed PDF and the working Excel model with the final submission packet.

FY2026 Revolving Loan Estimator Certification - CERTIFICAT.pdf

## Section 2 — Exhibits 2.1-2.6: Loan Purpose & Repayment Plan

## Exhibit 2.1 — Repayment Proposal

Alpine Academy Charter High School proposes to repay the \$117,000 Revolving Loan through equal monthly deductions from its per-pupil state apportionments (PCFP) over a three-year term in accordance with NAC 388A.675. Based on projected funding levels, the monthly repayment amount will represent less than 2% of average monthly state revenue, ensuring repayment capacity without disrupting operations.

#### Exhibit 2.2 — Financial Need

The school continues to experience temporary cash flow challenges due to (a) increased employer PERS contribution rates, (b) lease obligations under its facility agreement with RBK Investments LLC, and (c) delays in state apportionment adjustments following enrollment growth. The loan will bridge these timing gaps and stabilize operations while enrollment and revenue align with FY2026 projections.

## Exhibit 2.3 — Anticipated Expenses

Alpine Academy Charter High School will use the **\$117,000 Revolving Loan** to address immediate operational obligations and strengthen fiscal stability through strategic, one-time investments. All expenditures fall within allowable uses under **NRS 388A.435 and NAC 388A.675** and are aligned to the school's FY2026 budget and School Improvement Plan.

Category	Purpose & Description	Estimated Allocation (\$)	Projected Timeline	Anticipated Impact / Outcome
1. Facility & Lease Support	Partial payment toward the school's leased facility at 1421 Pullman Drive (RBK Investments LLC). Provides short-term relief while rent-relief negotiations and true-up funding finalize. Covers base rent and CAM charges for 2 months.	\$40,000	Feb–Apr 2026	Prevents arrears accumulation; ensures uninterrupted campus operations and student access.

2. Payroll & PERS Stabilization	Bridge funding to maintain timely payroll and state PERS contributions during delayed apportionments. Includes salary and benefits for instructional and support staff otherwise affected by cash-flow lags.	\$45,000	Feb-May 2026	Maintains staffing continuity, avoids penalties, and supports instructional quality.
3. Recruitment & Marketing	Expansion of ongoing outreach campaigns (digital ads, feeder-school mailers, community events such as Reno Philharmonic & Dragon Lights Festival). Includes graphic design, ad placement, and community-event fees.	\$15,000	Feb-Jun 2026	Supports 5 % quarterly enrollment growth target; strengthens long-term revenue stability.
4. Technology & Operational Improvements	Refresh and maintenance of classroom and office technology—Chromebook replacements, network security licensing, and SIS/assessment software renewals (i-Ready, Panorama Education). Includes installation and staff setup.	\$12,000	Mar-Jun 2026	Ensures reliable instructional technology and data systems for state assessments and interventions.
5. Instructional Materials & Academic Support Supplies	One-time purchases of consumable curricular materials, lab and CTE supplies, and classroom furniture replacement deferred during FY2025 budget constraints.	\$3,000	Apr-Jun 2026	Improves classroom readiness and supports course expansion in STEM and dual credit programs.

6. Contingency Reserve /	Maintains flexibility for minor unforeseen costs	\$2,000	Feb-Jun 2026	Ensures fiscal compliance
Unallocated	(e.g., vendor surcharges, while		while	
Buffer (< 5 %)	additional technology		preserving	
	licenses) consistent with			liquidity.
	Board Policy. Unspent			
	balance will reduce			
	principal.			

## Exhibit 2.4 — Operational Impact

Receipt of the SPCSA Revolving Loan will have a significant stabilizing effect on Alpine Academy Charter High School's operations, financial health, and educational continuity during FY2026. The loan directly supports the school's ability to maintain essential staffing, fulfill lease obligations, and execute planned recruitment and technology initiatives that underpin both immediate stability and long-term growth.

#### **Operational Benefits with Loan Funding**

- Ensure uninterrupted payroll and PERS contributions, preserving staff morale, retention, and continuity of instruction during periods when state apportionments and true-up adjustments are delayed.
- Prevent facility payment delinquencies, sustaining positive landlord relations and ensuring uninterrupted student access to the fully equipped Sparks campus.
- Enable ongoing student recruitment and marketing activities, critical to achieving the school's 5% quarterly enrollment growth projection and strengthening future per-pupil funding.
- Preserve key academic and operational systems, including i-Ready diagnostics,
   Panorama Education SEL tracking, and Chromebook replacements essential to testing and digital instruction.
- Reinforce vendor and community confidence, signaling fiscal reliability to partners, service providers, and staff.

#### **Operational Risks Without Loan Funding**

If Alpine Academy is unable to obtain this loan, the school would be forced to implement immediate cost containment measures that would negatively affect daily operations and student support. Specifically:

• Facility & Lease Support (\$40,000) — Lease payments would likely be deferred or partially withheld, potentially triggering late fees or lease default risks and jeopardizing facility stability.

- Payroll & PERS Stabilization (\$45,000) Payroll may experience delays, and PERS
  payments could require temporary deferment, reducing staff confidence and risking
  compliance penalties.
- Recruitment & Marketing (\$15,000) Student recruitment campaigns would be scaled back significantly, hindering projected enrollment growth and limiting future state funding increases.
- Technology & Operational Improvements (\$12,000) Planned technology replacements, network security renewals, and data-system updates would be postponed, affecting instructional quality, testing readiness, and compliance monitoring.
- Instructional Materials (\$3,000) Deferred replacement of lab and classroom supplies would constrain course offerings and limit hands-on learning experiences.

In sum, the loan ensures that Alpine Academy can preserve its operational integrity, fulfill contractual obligations, and maintain academic quality while enrollment and per-pupil revenue stabilize over the 2025–2026 fiscal year. Without these funds, the school's leadership would be compelled to enact temporary austerity measures that, while fiscally conservative, would slow recovery efforts and undermine recent gains in student achievement, staff retention, and organizational stability.

#### Exhibit 2.5 — Effect on Other Funding

Receipt of the SPCSA Revolving Loan will strengthen Alpine Academy Charter High School's financial position and improve its ability to obtain additional funding from both public and private sources. The loan will serve as a bridge during a period of enrollment and revenue stabilization, enhancing cash flow reliability and financial credibility with external partners, lenders, and granting agencies.

#### **Effect on Other Financial Assistance**

No other loans, grants, or funding streams are contingent upon the approval or receipt of this Revolving Loan. Rather, the loan will have a positive effect on the school's ability to secure future financial assistance by:

- Demonstrating state confidence and fiscal accountability: Receipt of SPCSA Revolving Loan funds confirms the school's eligibility and compliance under NRS 388A.435, reinforcing Alpine's standing with government and philanthropic funders.
- Improving liquidity and reducing perceived financial risk: Enhanced reserves and predictable cash flow strengthen the school's debt-service coverage and liquidity ratios, metrics often reviewed by banks, donors, and grant evaluators.
- Stabilizing operations during revenue timing gaps: Maintaining on-time payroll, lease, and vendor payments avoids credit penalties and supports continued eligibility for future SPCSA, NDE, and federal subgrants (e.g., Title I, II, and IV).
- Supporting credibility in private fundraising and sponsorships: Fiscal stability signals to community partners and corporate sponsors that Alpine maintains responsible stewardship of funds and sustainable growth practices.

#### **Existing Financial Obligations**

Alpine Academy Charter High School currently maintains two short-term loans with Western Alliance Bank and one facility lease with RBK Investments LLC. All obligations remain **in good standing** and are fully supported by the school's FY2026 cash flow plan.

- **Western Alliance Bank Loan #10002** (Issued August 2025): \$97,398 balance, 6.45% interest, secured, maturity August 2028.
- **Western Alliance Bank Loan #10001** (Issued September 2024): \$100,000 balance, 9% interest, unsecured, maturity September 2026.
- **Lease with RBK Investments LLC:** Facility located at 1421 Pullman Drive, Sparks, NV 89434; monthly obligation \$58,727.25, inclusive of base rent and CAM fees.

Both Western Alliance Bank loans are scheduled to be **fully paid off prior to SPCSA Revolving Loan approval**, leaving no overlapping debt obligations. Following payoff, the school will maintain only **one long-term private loan** in addition to the Revolving Loan:

• **Private Lender Loan (Issued 2025):** \$300,000 principal, fixed 3.87% interest rate, nine-year term, supporting long-term facility and capital needs.

These obligations are incorporated into the school's FY2026–27 budget and repayment schedules. The Revolving Loan will **not increase overall indebtedness beyond the school's repayment capacity**, nor will it **trigger any debt covenant, cross-default clause, or restriction** under existing loan or lease agreements. Instead, the Revolving Loan will strengthen liquidity, support uninterrupted operations, and further improve the school's long-term debt-to-asset position.

## **Summary**

The Revolving Loan will enhance Alpine Academy's financial profile by improving cash reserves, ensuring timely obligations, and demonstrating the school's commitment to responsible fiscal management. Far from limiting access to other funding, it will position Alpine to pursue additional competitive grants, donations, and credit opportunities with greater confidence and fiscal leverage.

#### Exhibit 2.6 — Credit Enhancement and Stability

The SPCSA Revolving Loan will serve as a catalyst for **long-term financial stability and credit enhancement** for Alpine Academy Charter High School. Successful repayment through consistent, automated SPCSA deductions will establish a verified record of financial reliability, reinforcing the school's standing with banks, private lenders, and institutional partners.

Receipt of the loan will immediately **improve liquidity**, increase unrestricted cash on hand, and demonstrate effective debt management practices. These outcomes will strengthen the

school's **credit profile**, reduce perceived lending risk, and enhance access to future funding sources—including competitive grants, philanthropic donations, and private financing opportunities.

The loan will also provide **critical stability during the 2025–2026 fiscal year**, a period of continued enrollment growth and fiscal recovery. By ensuring that all essential obligations—staffing, lease payments, and technology infrastructure—are met consistently, Alpine Academy will preserve operational continuity and staff confidence while continuing to:

- Strengthen enrollment through sustained recruitment and retention efforts.
- Rebuild reserves to meet and exceed minimum liquidity targets.
- Reduce short-term debt ratios and improve financial sustainability indicators within the SPCSA Financial Performance Framework.

In combination with its internal financial controls, fiscal policies, and multi-year budget projections, the Revolving Loan will not only stabilize current operations but also position the school for long-term viability and improved creditworthiness.

Anticipated	Expenses
-------------	----------

Category	Purpose / Description	Estimated Allocation (\$)
Facility & Lease Support	Offsets monthly lease obligations with RBK Investments LLC to ensure on-time rent payments, preserve facility access, and prevent arrears.	\$40,000
Payroll & PERS Stabilization	Ensures timely payment of all staff salaries and Public Employees' Retirement System (PERS) contributions during periods of delayed state apportionments.	\$45,000

Recruitment & Marketing	Funds outreach to prospective students through digital advertising, printed materials, feeder-school partnerships, and community events to sustain 5% quarterly enrollment growth.	\$15,000
Technology & Operational Improvements	Supports classroom and office technology upgrades, Chromebook replacements, IT infrastructure maintenance, and software renewals to sustain academic and administrative functions.	\$17,000

Total Requested: \$117,00

#### Section 3 — Leadership Disclosure

#### Exhibit 3.1 — Leadership and Prior Charter Affiliations

The Governing Board and Leadership Team of **Alpine Academy Charter High School** affirm that no current member of the Board or school leadership has had an affiliation or association with any charter school in Nevada or another state that has closed, been revoked, or defaulted on any financial obligations. All members are in good standing and have served exclusively in operationally and financially compliant institutions.

Two members of Alpine Academy's Governing Board—**Sundae Eyer** and **Deb Przybysz**—are currently employed by **Pinecrest Academy of Northern Nevada**, a charter school serving grades K–8 that remains fully operational and in good standing with the State Public Charter School Authority.

Additionally, **Executive Director Lewis Perlin** is a former staff member of both **Pinecrest Academy of Northern Nevada** and **Pinecrest Academy of Nevada – Horizon Campus (Southern Nevada)**, each of which is still in operation and recognized as an SPCSA-compliant, financially sound charter organization.

These affiliations reflect relevant experience in public charter school operations and do not represent any conflict of interest or association with closed or noncompliant charter schools. Governance records, board disclosures, and leadership documentation are maintained and available for SPCSA review upon request.

Should any changes occur in board or leadership composition, Alpine Academy will promptly notify the SPCSA in accordance with **NAC 388A**.

#### Section 3 — Exhibit 3.2: Enrollment & Marketing Plan (5% Quarterly Growth)

#### Exhibit 3.2 — Enrollment and Marketing / Recruitment Plan

#### Projected Enrollment (FY2026-FY2027, 5% Quarterly Growth)

Alpine Academy Charter High School anticipates approximately 5 % quarterly enrollment growth, driven by enhanced recruitment, strong student retention, and increased visibility within the Reno–Sparks area. Based on these projections, the school expects to grow from roughly 238 students in late FY2025 to approximately 350 students by the end of FY2027. The facility and staffing infrastructure can currently accommodate up to 400 students without requiring additional leased space, ensuring sustainable growth within existing resources.

#### **Marketing and Recruitment Plan**

Alpine Academy employs a dynamic, community-centered recruitment strategy that aligns quarterly outreach efforts with enrollment targets and the school's mission to provide an inclusive, high-quality high school option for Northern Nevada families.

## **Key Components**

- Community Partnerships: Collaborations with local middle schools, after-school
  programs, behavioral health organizations, and youth-serving nonprofits to identify and
  support students ready to transition to a smaller, relationship-focused high school
  environment.
- Neighborhood and Apartment Outreach: Direct engagement with apartment communities, housing developments, and family resource centers in the Sparks and Reno area to ensure accessibility and awareness among families of diverse backgrounds.
- Event-Based Promotion: Active presence at community celebrations and outreach events including Trick-or-Treat festivals, the Dragon Lights Festival, Reno-Sparks Indian Colony events, local 5K and 10K races, and other regional gatherings that reach a broad cross-section of families.
- Digital Advertising Campaigns: Strategic marketing through Google, Instagram, and Facebook, optimized for Reno and Sparks neighborhoods to capture families seeking alternative high school options.
- Community and Cultural Engagement: Continued participation in events such as the Reno Philharmonic's youth and family programs and other local fairs to maintain visibility and reinforce Alpine's connection to the arts and broader community.
- Parent Referral and Ambassador Programs: Empowering current families and alumni to share their Alpine experience and refer prospective students through structured incentive and ambassador initiatives.
- Consistent Communication: Regular outreach through the Alpine Community Newsletter, local media, and social media updates, ensuring timely communication about enrollment, open houses, and community partnerships.

This multi-tiered approach ensures Alpine maintains visibility across Northern Nevada's diverse communities while achieving steady, sustainable enrollment growth each quarter.

The recruitment plan scales quarterly, with increased emphasis during spring and summer enrollment cycles. Administrative and counseling staff track lead conversions, ensuring the school maintains a rolling waitlist sufficient to offset attrition.

#### **Retention and Family Engagement**

To sustain quarterly growth, Alpine prioritizes student and family satisfaction through proactive communication, advisory support, and engagement activities. The Positive Behavioral Interventions and Supports (PBIS) framework, recognition programs, and regular family events promote belonging and continuity. Exit surveys and mid-semester check-ins help identify and address risk factors early, maintaining a strong retention rate across academic years.

## Projected Enrollment (FY2025-FY2027, 5% Quarterly Growth)

Fiscal Year	Quarter	Projected Headcount	ADE (approx.)	Quarterly Growth %
FY2025	Q1	238	233.9	5 %
FY2025	Q2	250	245.6	5 %
FY2025	Q3	262	257.9	5 %
FY2025	Q4	276	270.8	5 %
FY2026	Q1	289	284.3	5 %
FY2026	Q2	304	298.5	5 %
FY2026	Q3	319	313.4	5 %
FY2026	Q4	335	329.1	5 %

#### **Summary**

Alpine Academy projects steady quarterly enrollment growth averaging **5% per quarter** beginning in **FY2025**, supported by increased outreach, retention initiatives, and improved visibility across the Reno–Sparks region.

This growth reflects the school's ongoing recruitment activities—including community partnerships, event-based outreach, and digital campaigns—and aligns with capacity and staffing projections.

By **FY2027**, Alpine anticipates reaching a sustainable headcount of approximately **335 students (329 ADE)**, well within the facility's maximum capacity of **400 students**, ensuring manageable class sizes and high-quality instruction.

#### Exhibit 3.3 — Business Plan Summary

#### Mission and Vision

Alpine Academy Charter High School's mission is to provide a rigorous, relevant, and relationship-centered education that prepares every student for college, career, and community success. The school emphasizes small class sizes, personalized learning, and meaningful staff-student connections.

#### **Leadership and Governance**

The school is governed by a dedicated board of professionals with expertise in education, business, and finance. Executive Director Lewis Perlin leads daily operations supported by an experienced leadership team. Governance follows all SPCSA policies, open meeting laws, and fiscal accountability standards as detailed in Alpine's Fiscal Policies and Procedures manual.

#### **Facility and Operations**

Alpine operates from its leased facility at 1421 Pullman Drive, Sparks, NV 89434, which has the capacity to accommodate up to 400 students. The site includes dedicated classrooms, science labs, technology areas, and student spaces designed to support projected growth through at least FY2028. The school maintains an active lease with RBK Investments LLC and continues to manage costs through negotiated rent relief and long-term planning.

#### **Financial Sustainability**

Alpine Academy's FY2026 financial plan reflects conservative revenue assumptions based on verified enrollment and expected quarterly growth. The \$117,000 Revolving Loan provides liquidity and ensures timely lease, payroll, and PERS payments while maintaining essential programs. The school actively monitors cash flow, maintains robust internal controls, and undergoes annual independent audits. A 36-month repayment schedule minimizes impact on monthly operations.

#### **Enrollment and Academic Growth Strategy**

The school's 5 % quarterly enrollment growth is supported by expanded course offerings, dual credit opportunities, and strong student services. Alpine leverages data from i-Ready diagnostics, Panorama SEL, and internal intervention systems to ensure academic rigor and support. Academic and operational growth are aligned with staffing ratios, classroom capacity, and available technology infrastructure.

## **Risk Management and Contingency Planning**

Alpine maintains a contingency plan that includes multi-scenario cash flow models, emergency cost reductions, and a minimum reserve policy equal to one month of payroll. The school actively monitors enrollment trends and maintains insurance coverage for property, liability, and employee benefits. Ongoing communication with the SPCSA ensures transparency and early response to potential fiscal or operational risks.

#### Appendix — FY2026 SPCSA Revolving Loan Checklist

# Alpine Academy Charter High School — FY2026 SPCSA Revolving Loan Application Checklist

#### Section 1 — Core Documents & Financial Exhibits

- Exhibit 1.1 Executive Summary
- Exhibit 1.1 Governing Board Resolution & Official Minutes (9/18/25)
- Exhibit 1.2 Cash Flow Narrative Summary
- ✓ Alpine\_Revolving\_Loan\_Budget\_and\_CashFlow.xlsx FY2025-26 & FY2026-27 Budgets, Loan Repayment Schedule, Financial Ratios
- Credit References (3) to be added before submission
- SPCSA Revolving Loan Cover Page (Excel form) to be added upon receipt

#### Section 2 — Loan Purpose & Repayment

- Section 2 Narrative (Exhibits 2.1–2.6) Loan Purpose, Repayment, and Operational Impact
- ✓ Detailed Expense Table (Facility, Payroll, Marketing, Technology)

#### Section 3 — Leadership, Enrollment & Business Plan

- Exhibit 3.1 Leadership Disclosure
- Exhibit 3.2 Enrollment & Marketing Plan (5% Quarterly Growth)
- Exhibit 3.3 Business Plan Summary (Facility Capacity 400 Students)

Prepared by Alpine Academy Charter High School | October 2025

## Attachments

- Alpine\_Revolving\_Loan\_Budget\_and\_CashFlow
- AlpineReportCard2022-2023.pdf
- AlpineReportCard2023-2024.pdf
- AlpineReportCard2024-2025.pdf
- FY2026 Revolving Loan Estimator Certification CERTIFICAT.pdf