



Dear Director Kremer,

Thank you for meeting with us. We appreciate the clarity from our chat today. We understand that you want current, to date enrollment figures as well as information on the line of credit from Learning Matters Educational Group to ThrivePoint Academy of Utah, the budget and breakeven analysis, and information about our MOUs.

In addition to the information here, we are also attaching the draft minutes from ThrivePoint's board meeting where the line of credit and budget were approved, and the MOUs that were written with each school.

## Enrollment

Enrollment as of June 20th stands at 52 students (~76% of break-even analysis) with 39 additional students in the enrollment pipeline and 180+ prospective families engaged with enrollment specialists. ThrivePoint Academy of Utah operates as the educational equivalent of urgent care, serving families requiring immediate academic solutions rather than scheduled placements, creating predictable demand surges during summer transitions and mid-year educational crises (August-September, January-March). Conservative projections indicate 160+ enrolled students by October 1, with internal models forecasting 300+ enrollments based on historical performance across 12 campus locations.

## Line of Credit

Attached is the Promissory Note regarding the Line of Credit (loan) between LMEG and ThrivePoint Academy of Utah that was approved during the most recent board meeting on June 18, 2025. Key details are listed below and as mentioned in our conversation this morning, the Line of Credit exists solely to ensure the success of ThrivePoint Academy of Utah by bridging any funding gaps. The terms in this Promissory Note can be renegotiated by the Board of ThrivePoint Academy of Utah, if necessary, to maintain financial stability. For example, a similar Line of Credit was provided to ThrivePoint Academy of Nevada, and during the first year of operation, all payments were deferred without any accrual of interest for more than 6 months while waiting on the results of an expected enrollment audit for first-year schools.

Line of Credit Terms for ThrivePoint Academy of Utah:

- Line of Credit Amount: Up to \$1,300,000.00
- Interest Rate:
  - 0% until December 1, 2025
  - Applicable Federal Rate (AFR) plus twenty-five basis points (0.25%) after December 1, 2025
- Duration: through July 1, 2027

## Break-Even Analysis

Attached is the revised break-even analysis for ThrivePoint Academy of Utah that is based on enrollment of 70 students. As mentioned in our conversation this morning, this is a marked



change from the original budget analysis and that is due to clarification on the budget expectation (budget vs break-even) and changes in the level of support and systems provided by LMEG since the original Charter application in 2023. A foundational benefit of LMEG as a CMO and of the operational model of ThrivePoint Academy of Utah is the ability to scale based on enrollment. You'll see in the break-even analysis that ThrivePoint Academy of Utah is stable at 70 students, and we expect to have more than double that number of students enrolled before October 1st.

## MOU

ThrivePoint Academy of Utah has entered into two MOUs. One is with Mountain Heights Academy, and one is with Itineris Early College High School. Mountain Heights Academy is a fully online charter school serving students in grades 7-12. They lead in digital education with a mission to develop connected and successful learners. Itineris Early College High School serves students in grades 9-12 in an in-person model that supports students seeking to earn college credit while still in high school. These are both powerful partnerships because we serve similar grade bands, and we meet different student needs. In SY 24 Itineris Early College High School had approximately 8% of its students transfer out. Mountain heights Academy had approximately 22% of its students transfer out. Transfer rate is a good indication of students having different needs than the school provides. This means that potentially 233 students could enroll in ThrivePoint Academy of Utah from these two partnerships alone.

A third MOU with Roots Charter High School is in draft. While nothing has been signed, this MOU was initiated by the Roots Charter High School director.

Thank you again for meeting with us. We are confident that the information provided will meet staff and the SCSB's threshold to be confident in our success. We look forward to meeting with you on Monday to provide any additional clarity.

Sincerely,  
William Evans, Ed.D.