

## Teresa Potter

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**From:** Joanna Zirbes, CCIM <jzirbes@logicCRE.com>  
**Sent:** Friday, August 23, 2024 9:48 AM  
**To:** SPCSA Public Comment  
**Subject:** Necca Academy

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Good morning to the Nevada State Charter Authority board members and staff. I am writing specifically for Necca Academy.

I have worked in commercial real estate for 8 years and have served a wide range of landlords and tenants, particularly within the North Las Vegas area. As a parent and a Las Vegas resident, I fully support the mission and vision of Necca Academy. **Having school choice is so important to our community, and as well as continuing to increase the level of education.** My family is faced with the decision to stay or leave Las Vegas as our family is growing. Education is so important to us, but it just isn't a strength that is consistent in our community. I appreciate everything the Necca Academy team and the Charter Authority are doing to change that.

To demonstrate my commitment, I have personally pledged a financial donation to the school to help in its early stages. This was in my original letter of support for Necca Academy.

I would also like to note that I have worked with Amy Spero, who is on the Necca Academy team, on two other commercial leases, and have seen first hand how she is able to bring a concept to life within an allocated budget and timeframe. That's no easy task! The last project we worked on together was a vanilla shell turned into a 6-doctor animal hospital. It was completed in what felt like record time - coordinating with city planning on Special Use permitting, negotiating with major medical equipment vendors, pharmaceutical companies, all the planning and efforts that go into medical compliance, software and IT, securing opening capital, operational components, etc. The facility turned out beautifully. Amy's market research and forecasting was spot on. She anticipated revenues in the \$4M range within 18-24 months, at which time the facility would expand. That expansion project is underway now, less than 2 years after the initial space was acquired.

With Necca Academy, we were fortunate enough to identify a location in the target zip code early on that requires nearly zero tenant improvements and was a near model match to the team's desired floor plan renderings.

We knew that securing an LOI so far in advance of opening, along with an LOI that allows for a generous rent abatement period and a competitive lease rate may present challenges. My understanding is that securing an adequate facility is a huge piece of the battle and can quickly cause schools not to open. It's also my understanding that two of the schools authorized last year were not able to move forward due to not securing a facility.

I am here to say that this is a strong LOI and lease negotiations are nearly finalized. The only remaining component is the authorization of the charter school in order to have signing capabilities for the lease.

The landlord was informed early on that the lease was contingent on approval. But as Necca Academy continued to gain support and traction in the community, particularly with the North Las Vegas City Council and City Planner - the landlord

essentially took the property off the market. The landlord is excited about this potential use for the space and is looking forward to Necca Academy opening at his property.

I respectfully request that the board thoroughly consider this application and know that the community is behind it. I thank you for your time and am happy to help answer or verify any questions pertaining the facility space and LOI. My contact information is in my signature block below.

Regards,



**Joanna Zirbes, CCIM**

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