



March 6, 2025

To Whom it may concern;

My name is Kelli Vaccaro, I am the founder and CEO of Kids inc Preschool and Discovery Center. A little background about myself; I moved to Folsom in 1985 with my parents, and decided to make Folsom my forever home. As I raised my children, I realized working with children was my biggest passion. After working in the field for over a decade I knew my ultimate goal was to open my own school. In 2016 the opportunity came for us to open our first school right here in Folsom inside the Palladio. We opened with one student and 4 staff members, in 2019 another opportunity presented itself and we were able to open our second location on Prairie City Road. In 2022 we took a leap of faith and open the third location at 405 Natoma Station Drive. We currently have over 70 staff members, and serve over 250 families in Folsom. I am proud to be a part of this amazing community, and to be able to serve the needs of our local families.

This was my first lease I had signed with the City of Folsom and I had no idea that the full taxes for this building would be my responsibility. We got hit with several tax bills the first year which took us by surprise. The building as you can see in the pictures attached (before and after) was a disaster. We spent close to \$200,000.00 in improvements to the building. I was told the city would not contribute to any upgrades. I take pride in my schools and want the best for my families and the children we serve.

Some of the issues I have encountered and new upcoming expenses are listed below:

- 1) I had to hire my own landscaper, as the city landscapers that worked in the yard were not doing a good job, and some weeks did not even mow the yard or trimming so that added expenses it was also a safety concern as they were not locking the gate correctly.
- 2) I also had to take down all the bushes on the side of the school to stop the homeless people living behind the bushes, as the neighbors threatening my business since the city would not respond to their concerns. I ended up spending money to cut the bushes down
- 3) I am in the process of having the outside of the building painted to make sure it is looking good for our families, but also a good look for the community.
- 4) I am in the process of re- painting the lines in the parking lot in front of our building.
- 5) The gutters around the school are all broken which is causing issues when it rains and kids are getting hurt. We are in the process of replacing them this will cost over \$8000.00.

As you can see, we have taken great care of this building and will continue to do so.

At this point I am requesting a rent reduction to help balance out the extra expenses. I am requesting a \$2000.00 per month reduction to compensate for some of the extra expenses this would be extremely helpful in balancing our budget.

Sincerely,

A handwritten signature in black ink, appearing to read "Keli Vaccaro", followed by a long horizontal flourish line.

Keli Vaccaro

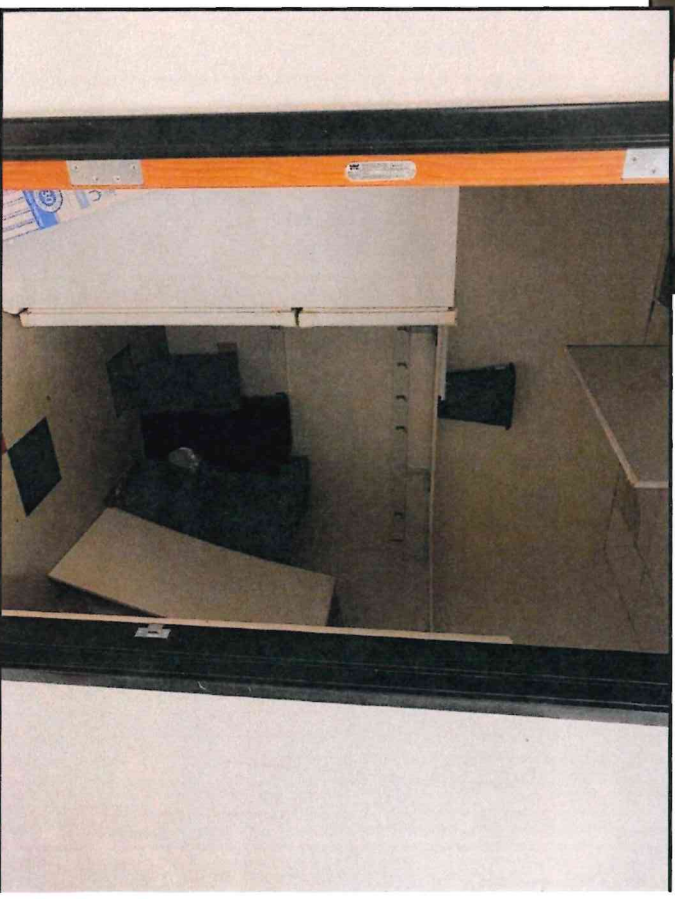
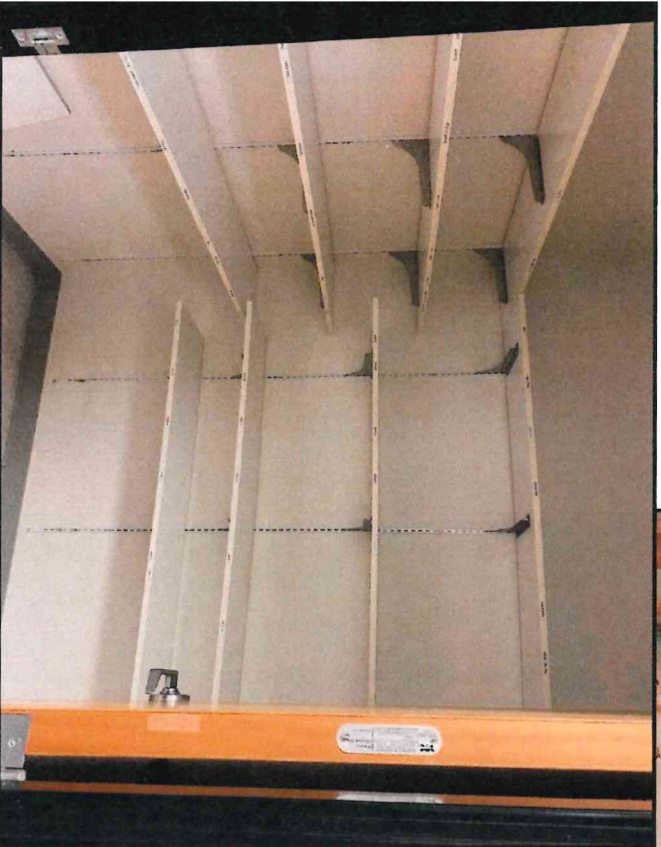
CEO

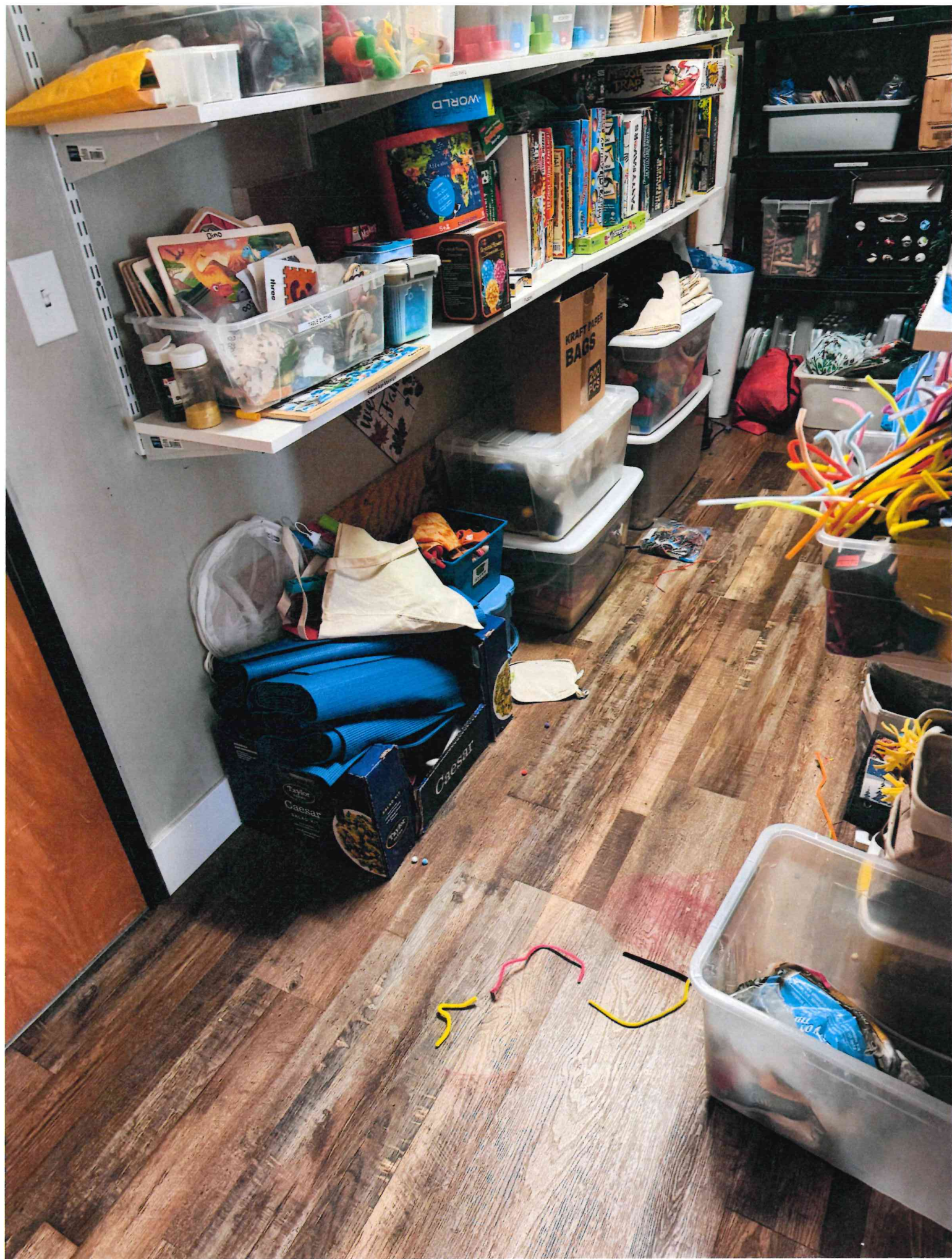
Kids inc Preschool and Discovery Center

405 Natoma Station Drive

Folsom, CA 95630

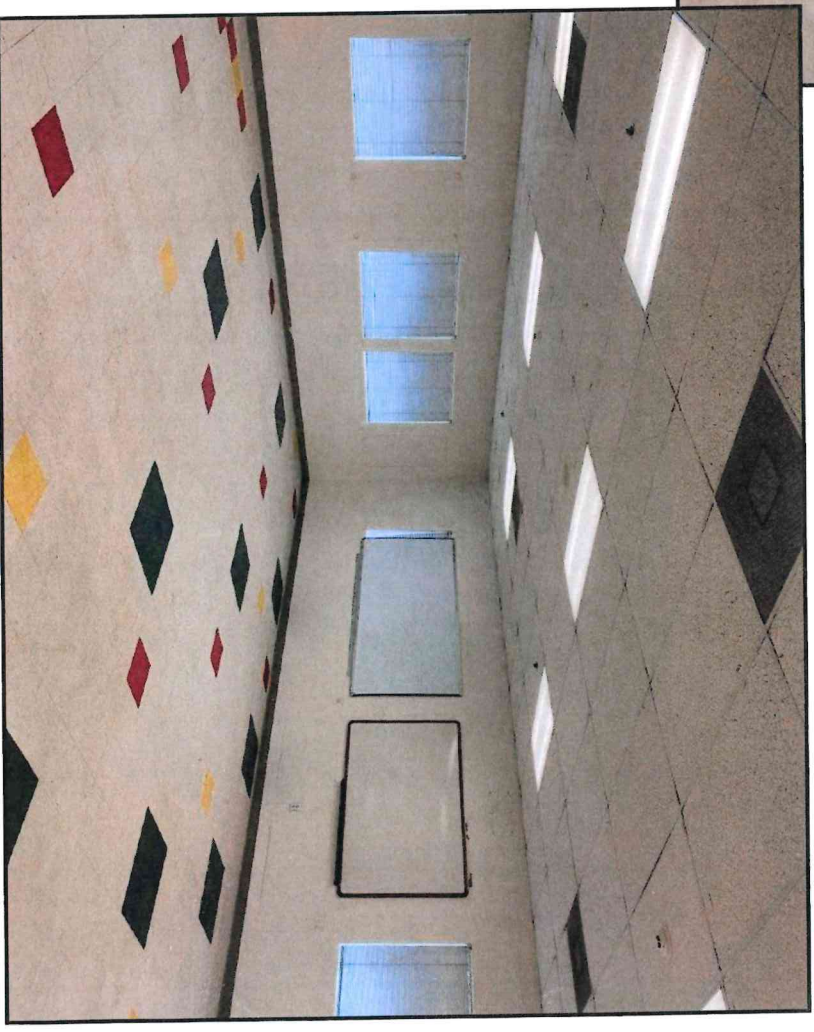
STORAGE

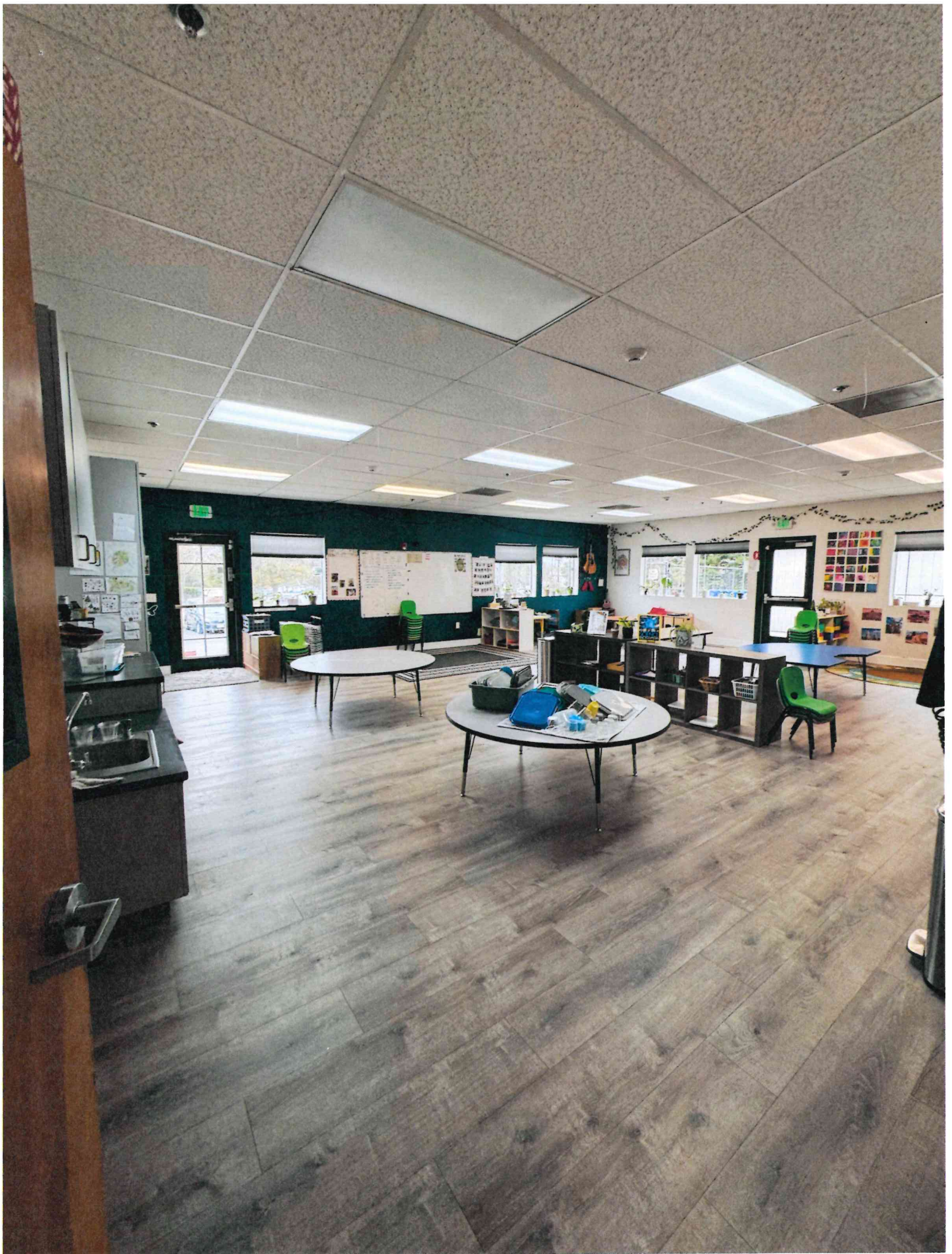


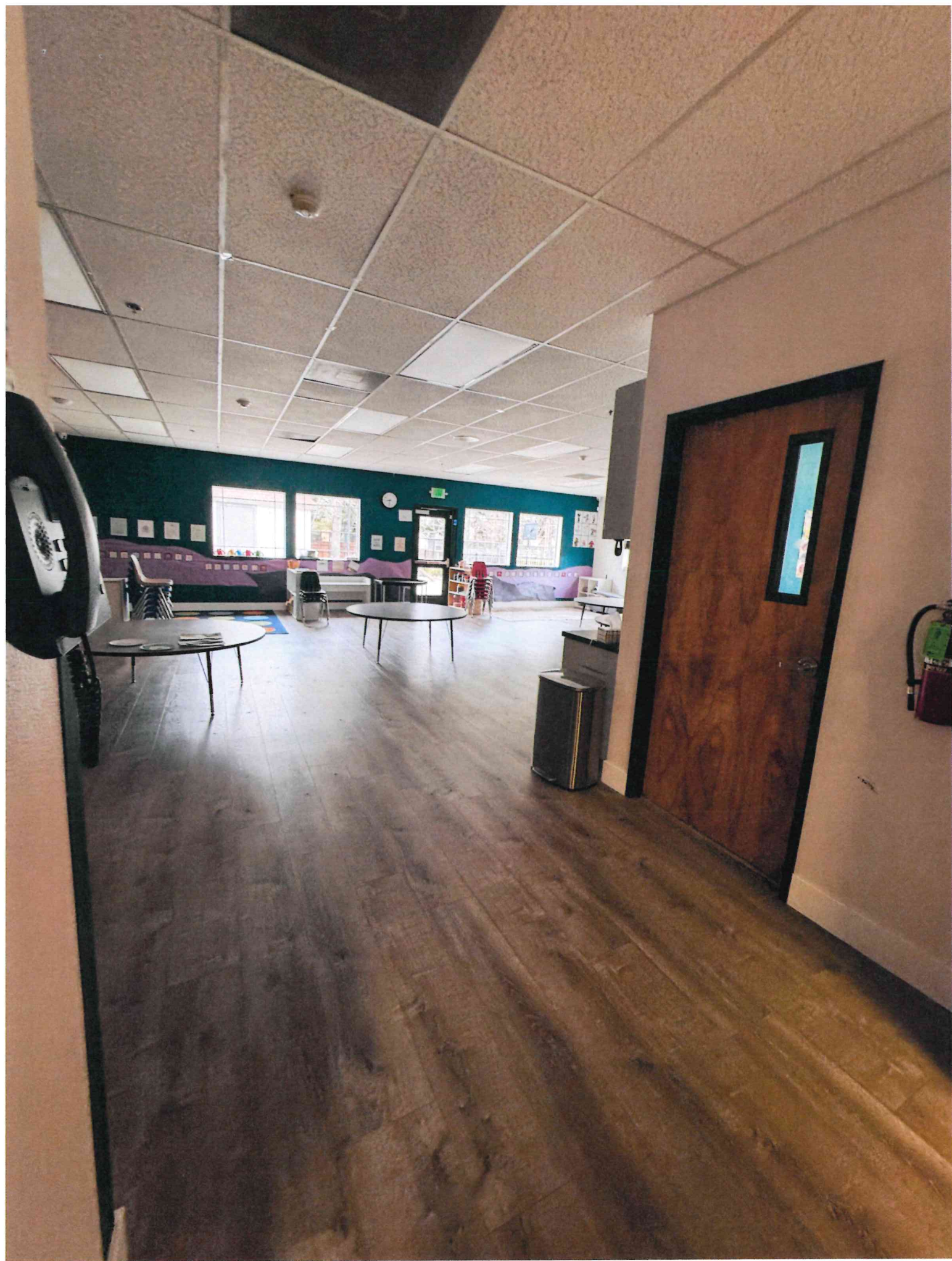


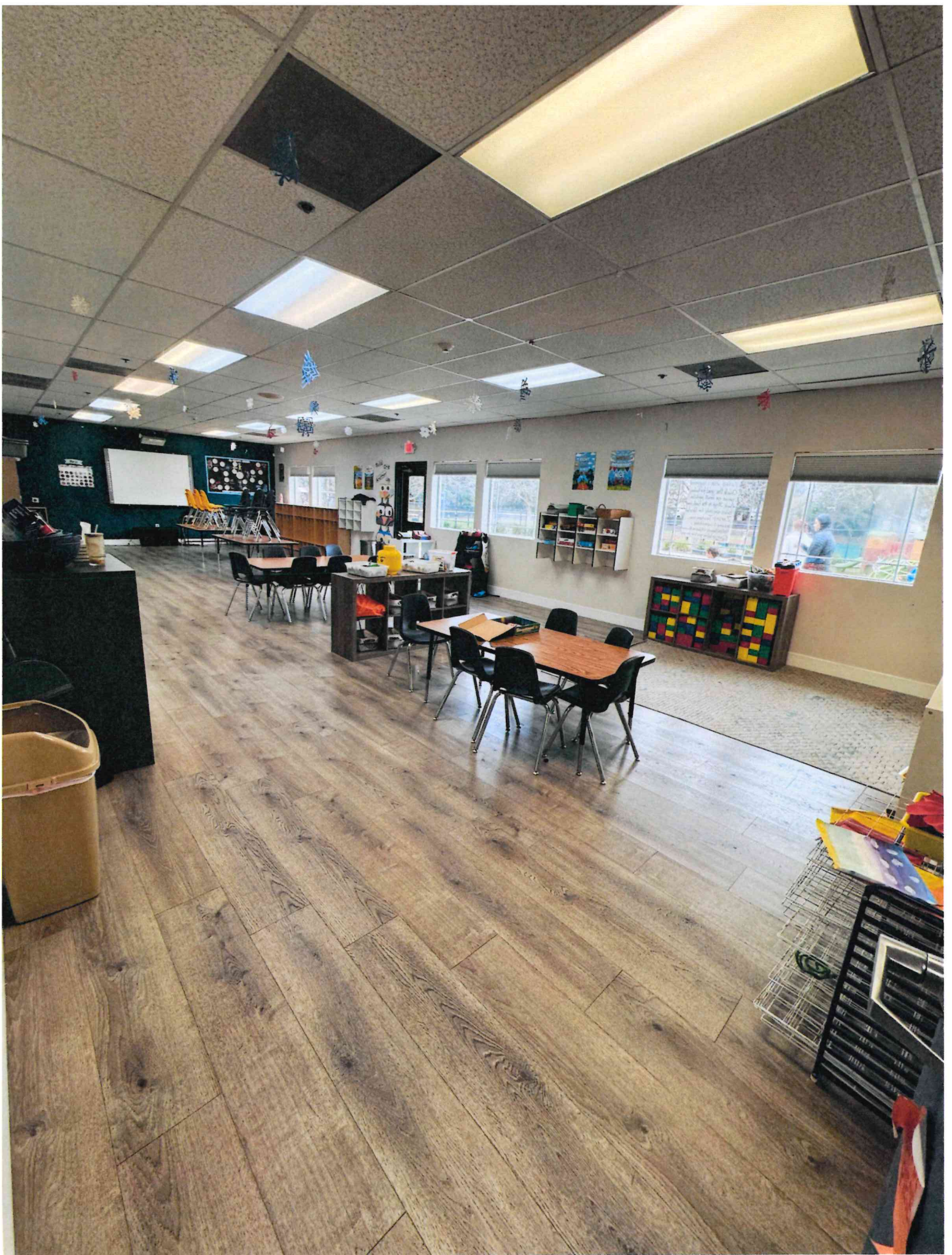


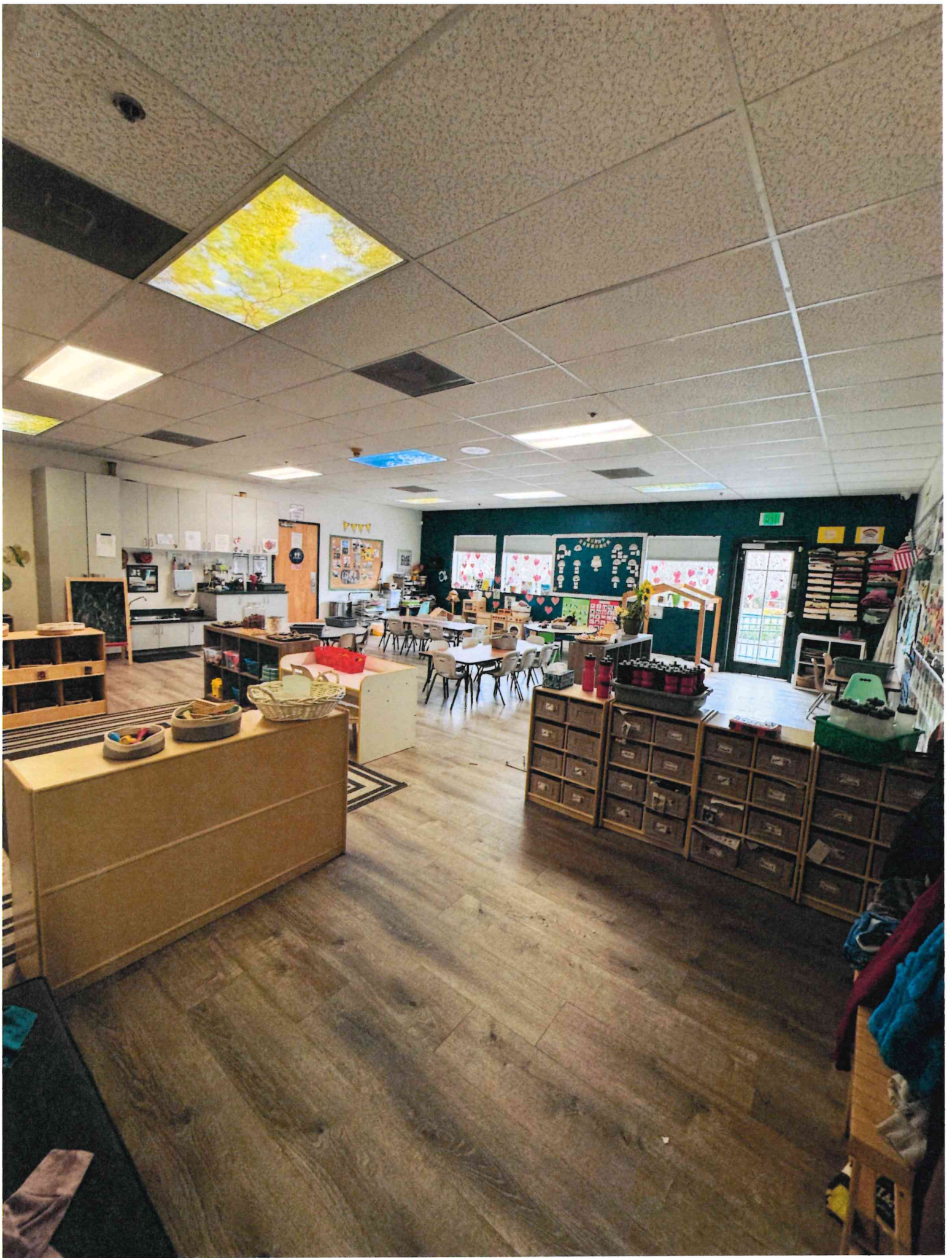
CLASSROOMS

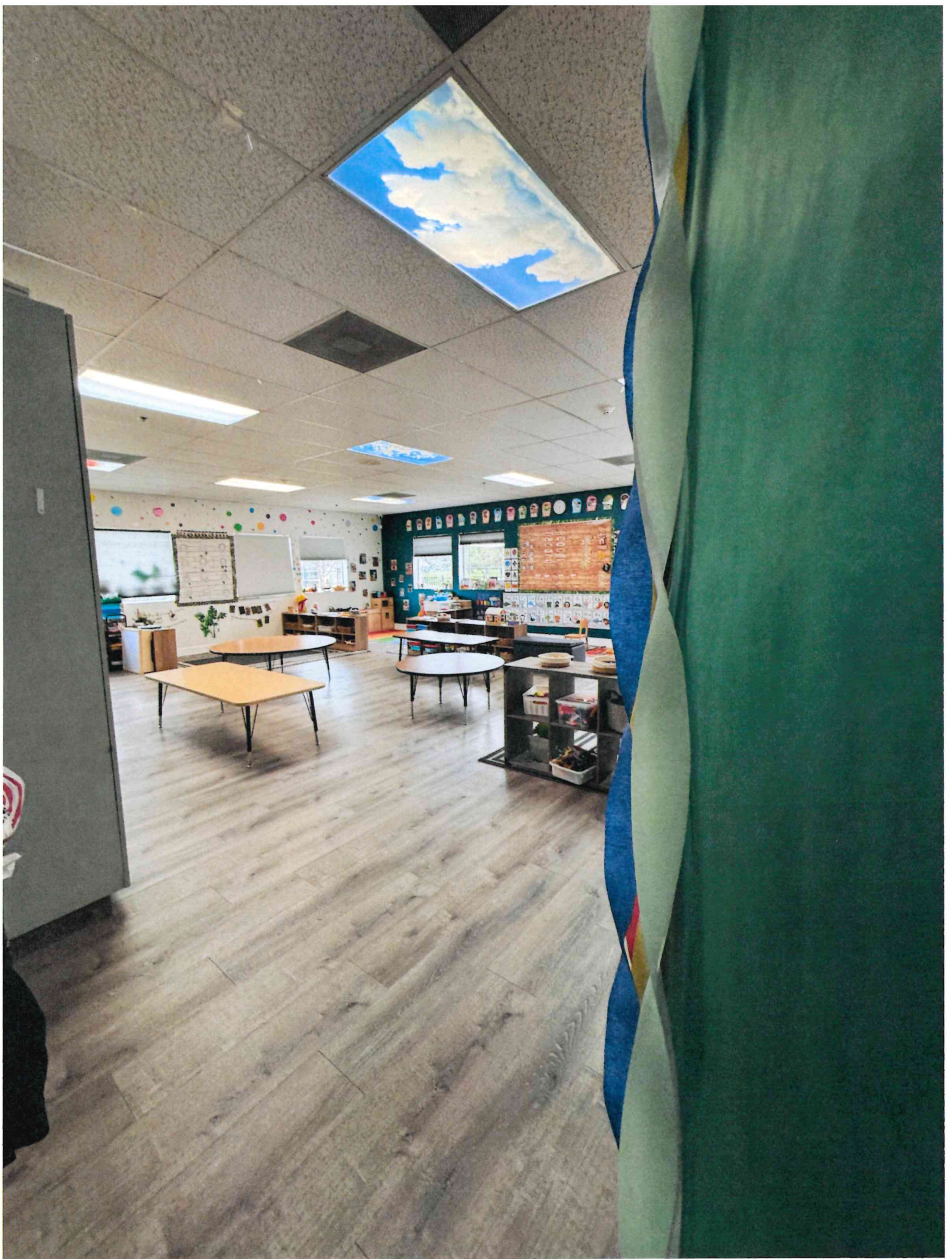






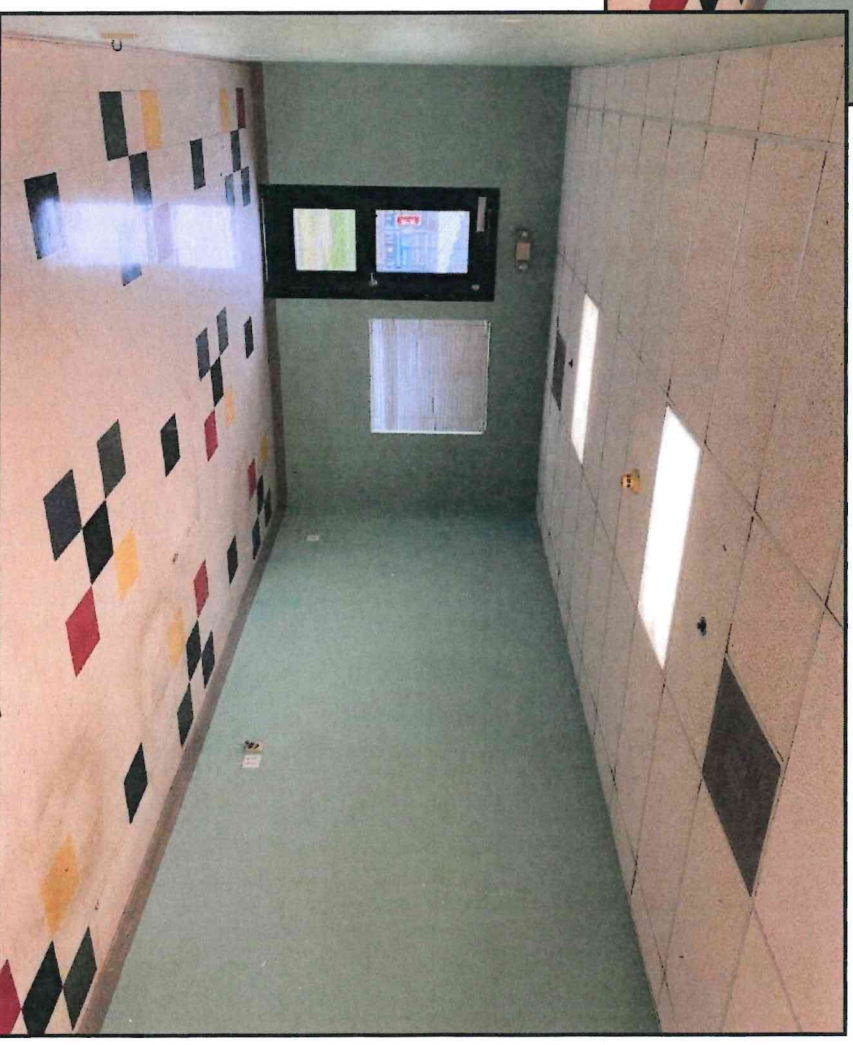
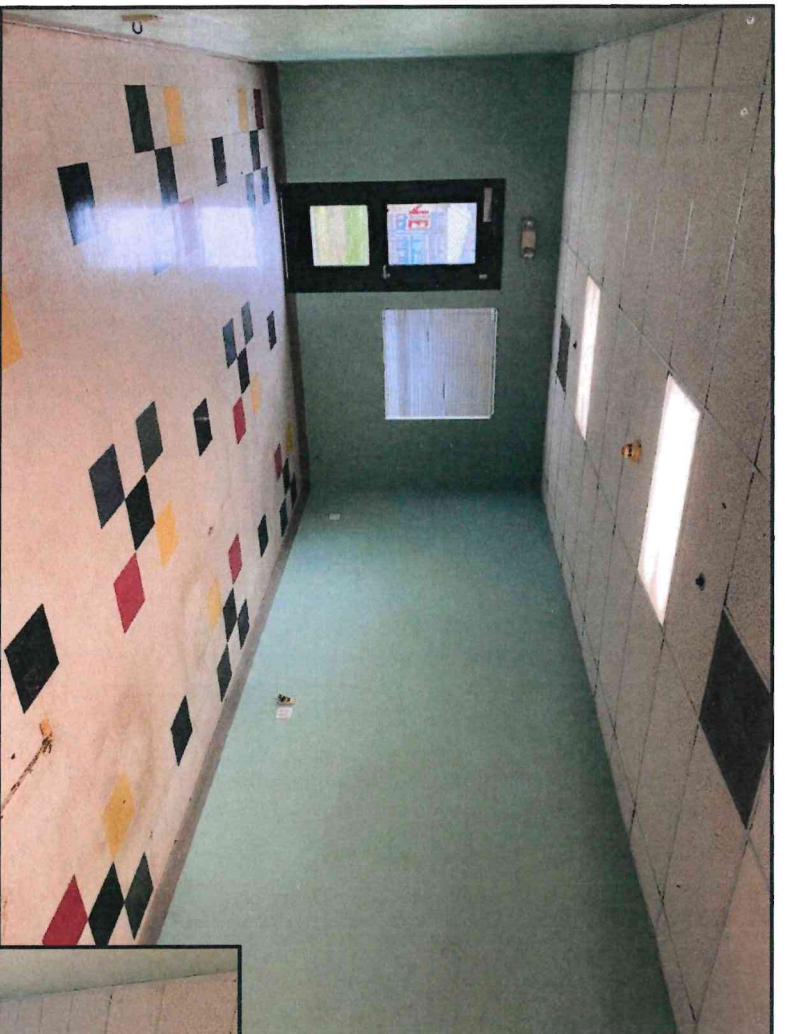


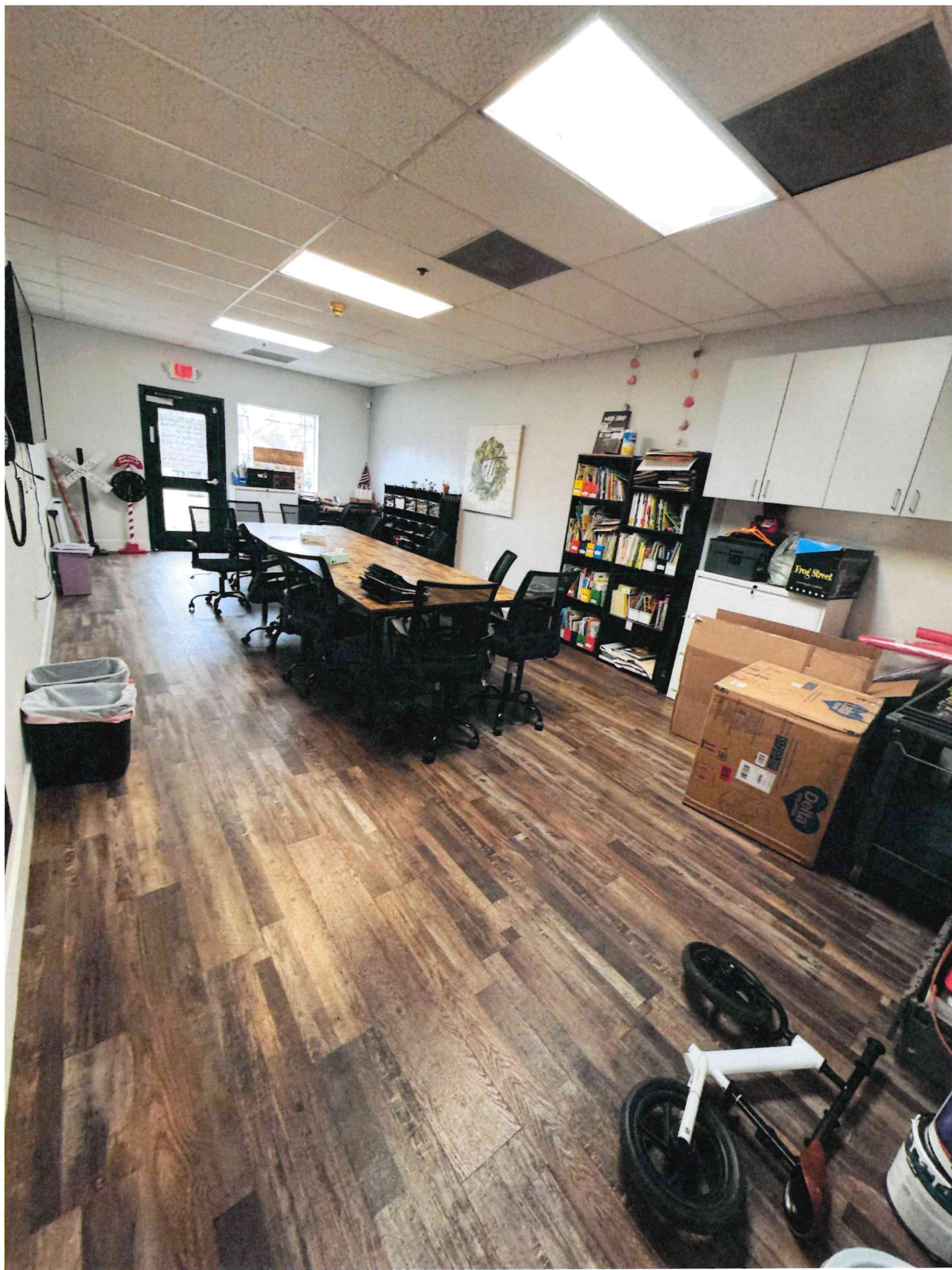






OFFICES





KITCHEN



PREP AREA

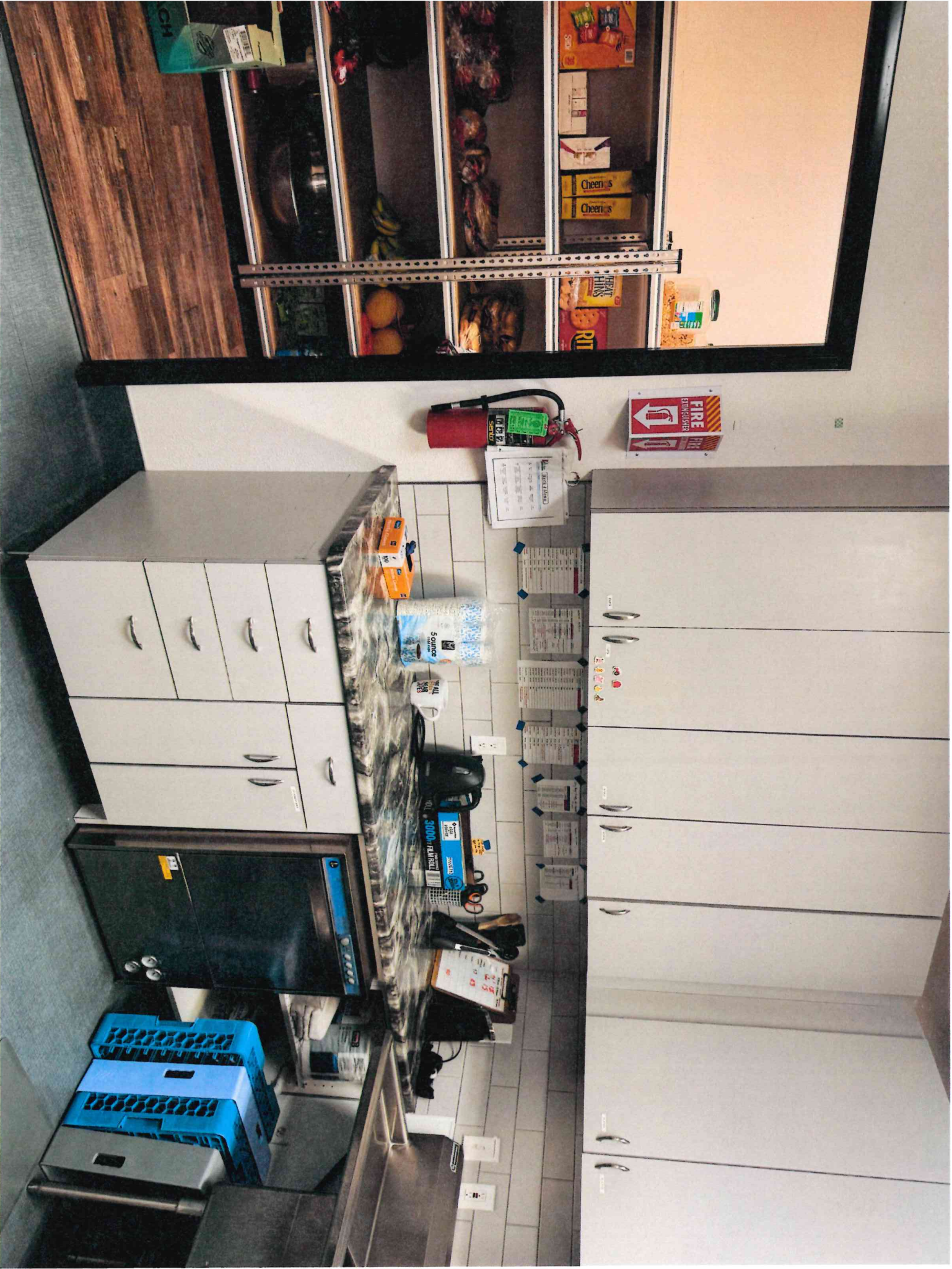


STORAGE











Kitchen Cleaning List

1. Wipe down the countertop with a disinfectant.

2. Clean the microwave interior and exterior.

3. Wash the dishes and put them away.

4. Sweep the floor and mop it.

5. Wipe down the cabinets and drawers.

6. Clean the sink and faucet.

7. Wash the walls with a mild detergent.

8. Clean the floor with a mop.

9. Wipe down the counter with a disinfectant.

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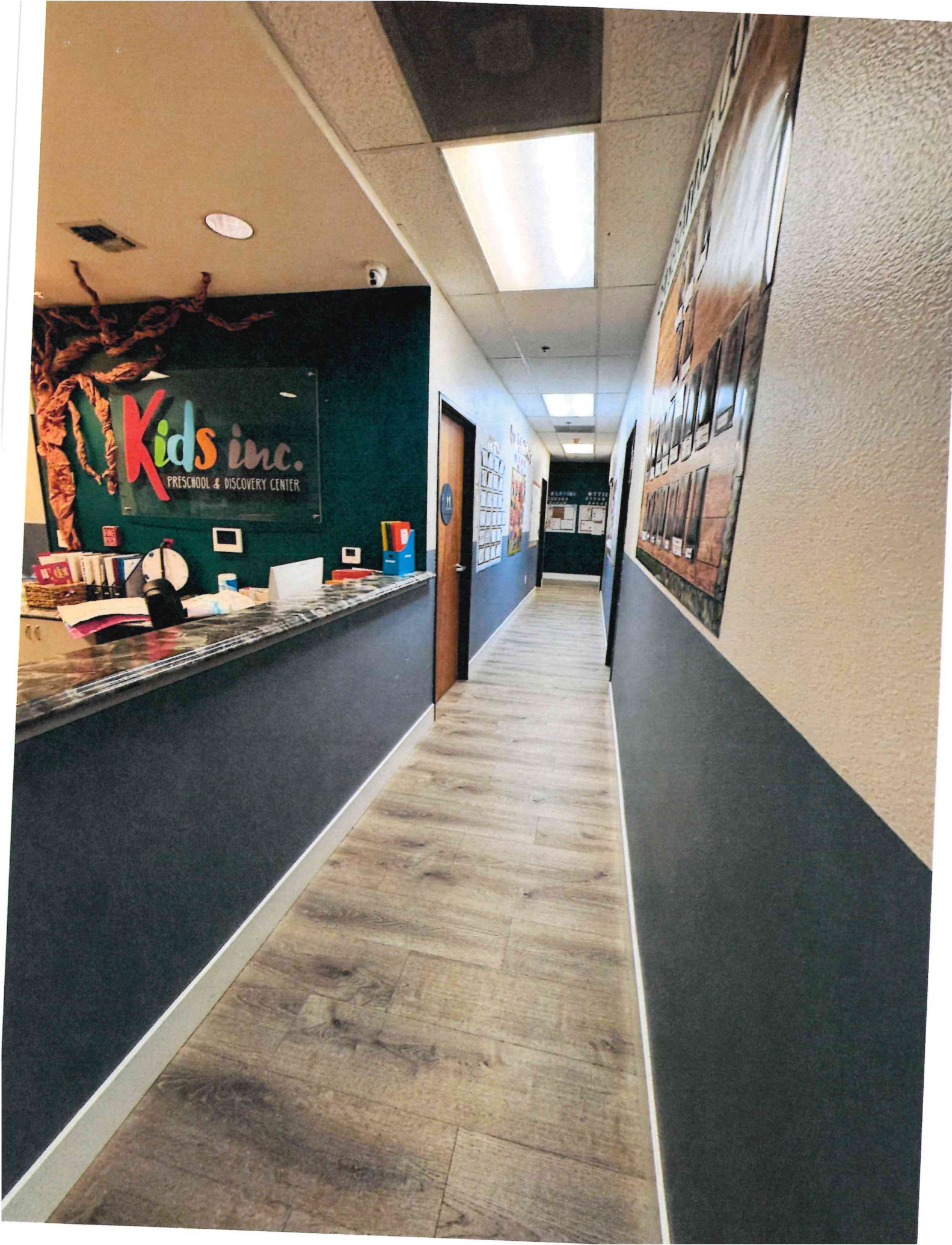
100. Sweep the floor and mop it.

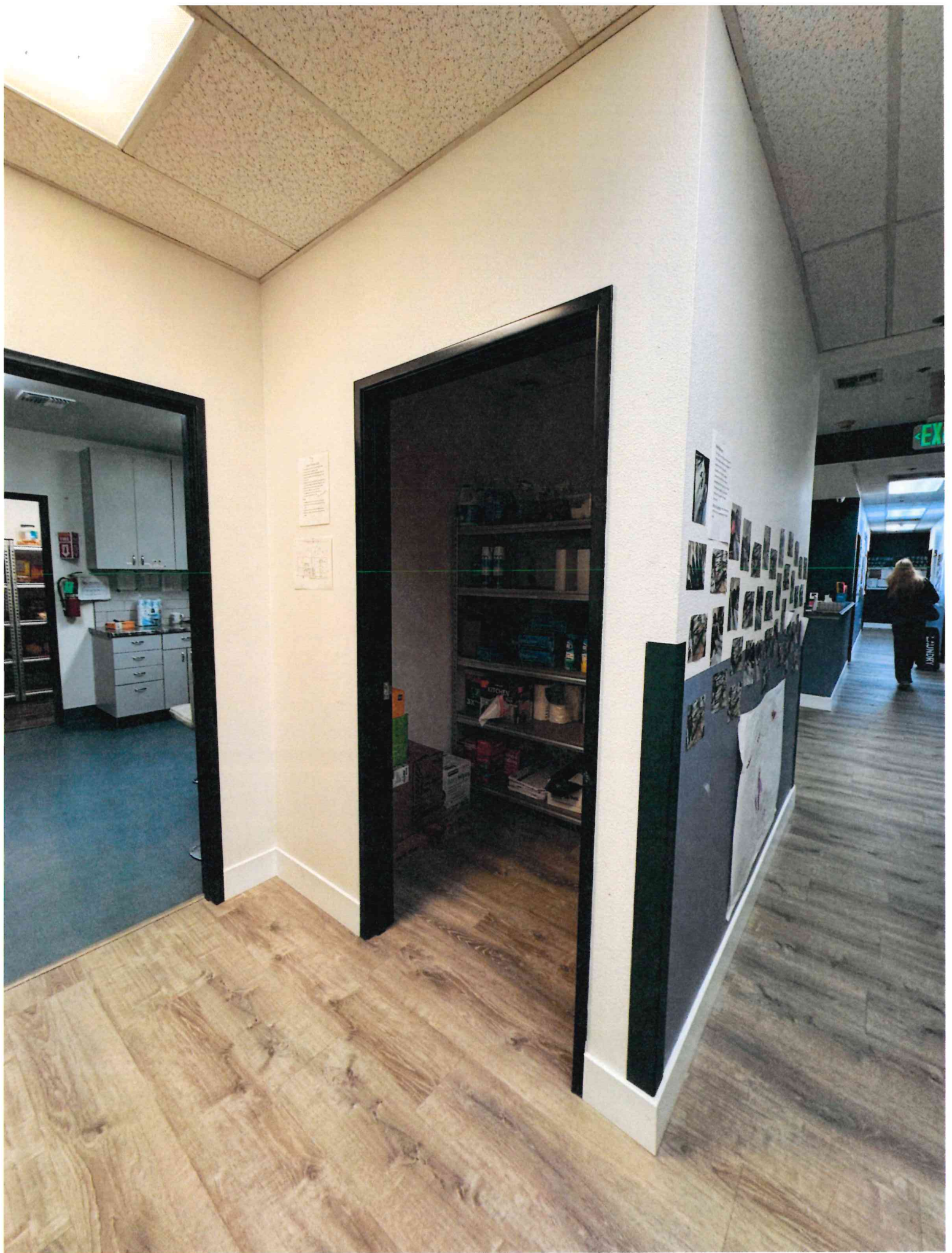


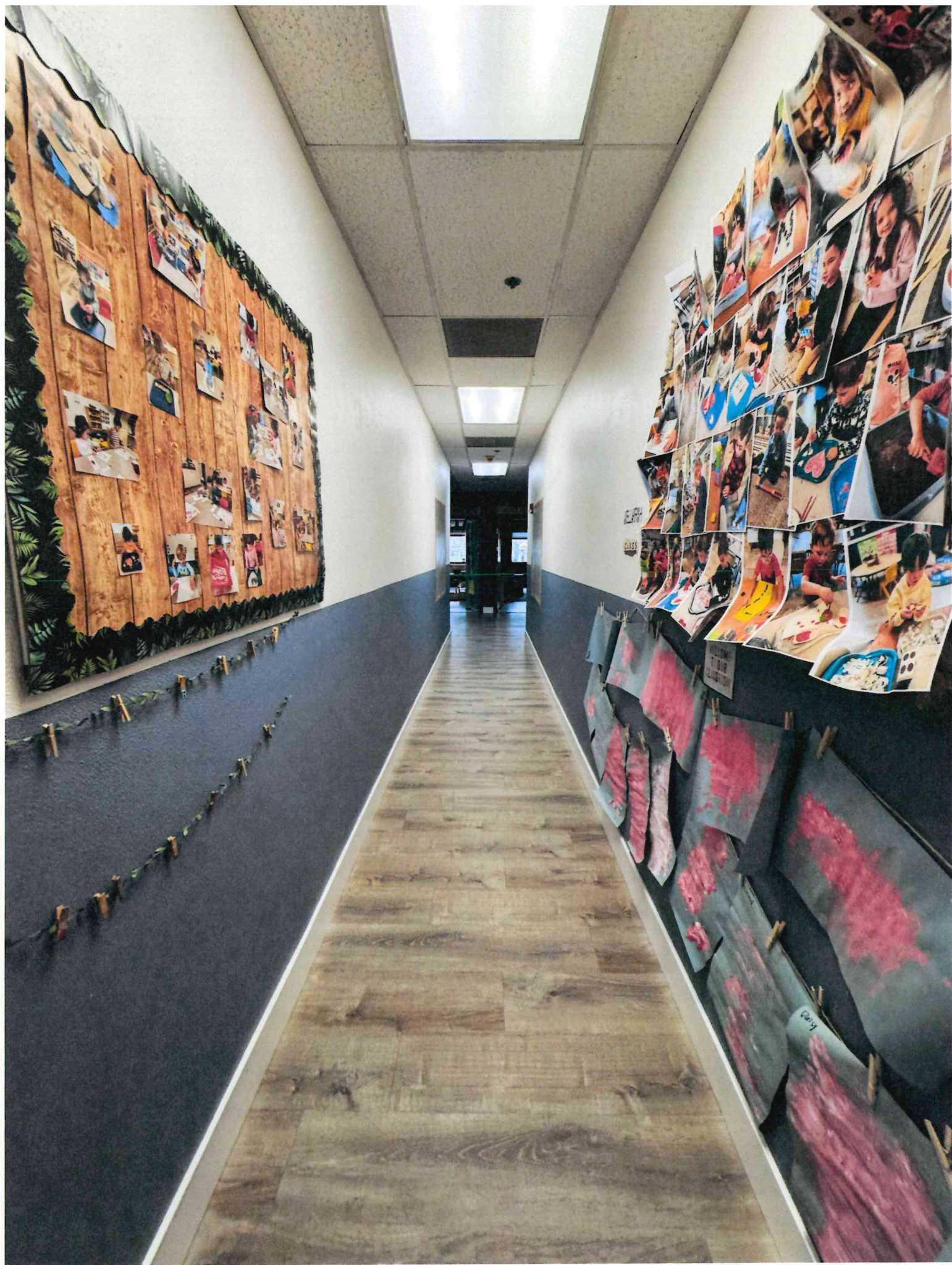
HALLWAY CORRIDOR



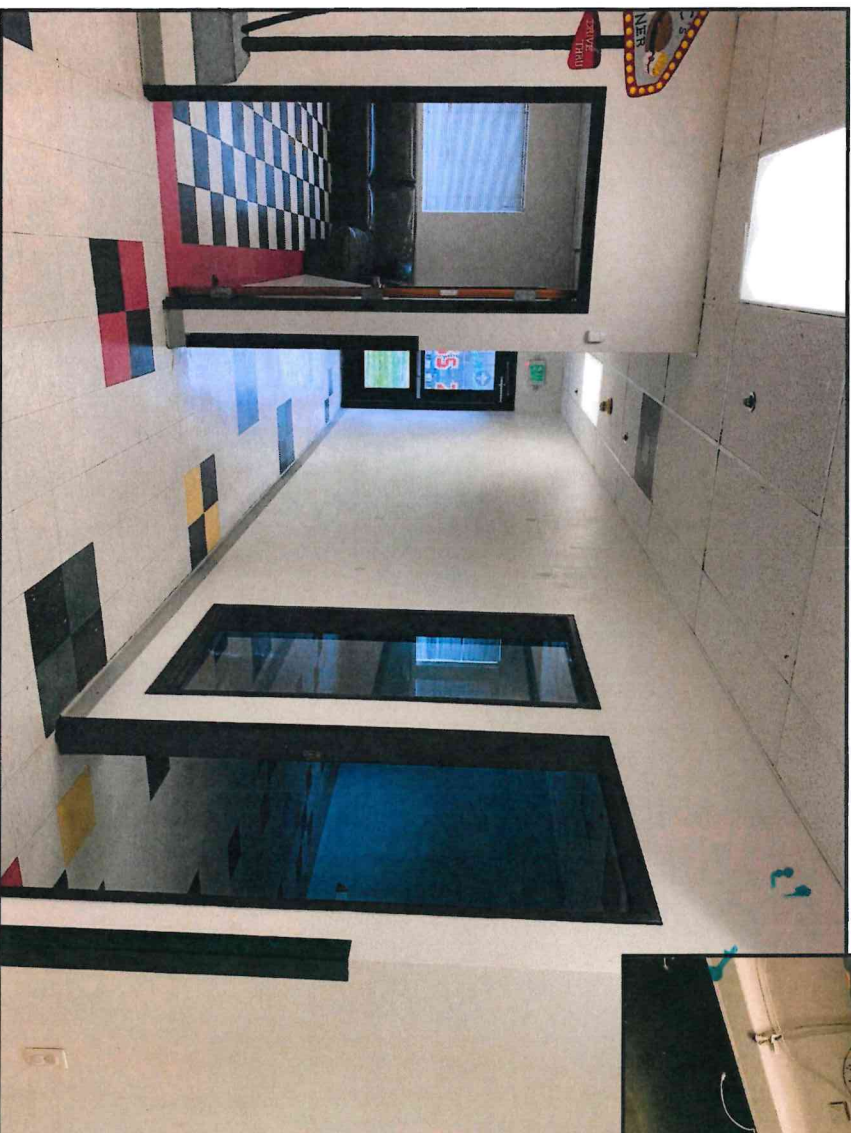
LOBBY







HALLWAY OFF LOBBY



FRONT DESK / RECEPTION AREA

Kids inc.
PRESCHOOL & DISCOVERY CENTER

CELEBRATING OUR TEAM





