

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	March		2016						LAST 12 MONTHS (April '15 - March '16)							
		SALES	% Change (Over Prior Yr.)	MINIMUM Rent	Percentage Rent (over Minimum)	TOTAL RENT	% Change (Over Prior Yr.)	Sales per Sq.Ft.	Rent per Sq.Ft.	SALES	% Change (Over Prior Yr.)	MINIMUM Rent	Percentage Rent (over Minimum)	TOTAL RENT	%Change (Over Prior Yr.)	Sales/ Sq.Ft.	Rent/ Sq.Ft.
RESTAURANTS - FULL SERVICE		FISHERMAN'S WHARF															
Alioto's	6,270	810,884	-10%	18,385	34,323	52,707	-10%	129.33	8.41	11,030,799	-9%	214,210	502,793	717,002	-9%	1759.30	114.35
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	0	-100% (11)	6,000	0	6,000	-58%	0.00	1.40	1,101,734	-57%	72,000	44,368	116,368	-32%	257.05	27.15
Castagnola's	9,107	0	-100% (11)	22,248	0	22,248	13%	0.00	2.44	1,522,566	-52%	264,393	4,369	268,762	9%	167.19	29.51
D & G Co.(Lou's Blue)	2,120	240,377	-17%	13,307	2,918	16,225	-17%	113.39	7.65	3,289,699	-6%	158,506	72,094	230,600	-3%	1551.74	108.77
Fisherman's Grotto #9	18,796	437,752	-32%	27,990	464	28,454	-32%	23.29	1.51	6,555,573	-12%	332,618	107,744	440,362	-9%	348.77	23.43
Nick's Lighthouse	2,238	386,982	-2%	2,326	22,829	25,154	-2%	172.91	11.24	5,251,460	0%	27,641	313,713	341,353	0%	2,346.50	152.53
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	173,825	-9%	10,830	904	11,733	-9%	41.99	2.83	2,485,950	-5%	129,957	47,076	177,032	-1%	600.47	42.76
Sabella & La Torre	2,236	393,336	-8%	2,479	23,088	25,567	-8%	175.91	11.43	5,137,800	-2%	29,457	304,497	333,954	-2%	2,297.76	149.35
Scoma's	12,421	1,142,712	0%	20,709	53,576	74,285	0%	92.00	5.98	15,114,650	-4%	246,095	736,532	982,627	-4%	1216.86	79.11
SFO Forecast, Inc.(Portco)	7,430	529,968	-1%	5,375	30,398	35,773	-1%	71.33	4.81	7,365,425	5%	62,075	435,092	497,167	5%	991.31	66.91
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,049,663	5%	25,577	45,048	70,625	5%	86.44	5.82	13,640,147	0%	306,930	613,177	920,107	0%	1123.29	75.77
Tarantino's	7,153	151,545	-7%	12,279	0	12,279	3%	21.19	1.72	2,309,743	-8%	145,917	20,749	166,666	-2%	322.91	23.30
SUBTOTAL:		\$5,317,043	-13%	\$167,504	\$213,547	\$381,051	-7%	-	-	\$74,805,545	-7%	\$1,989,798	\$3,202,203	\$5,192,001	-3%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,425,182	14%	41,667	108,493	150,160	15%	121.92	7.55	27,246,575	7%	500,004	1,186,619	1,686,623	8%	1369.79	84.79
Boudin's Bakery & Café	4,400	290,321	0%	7,063	19,066	26,129	0%	65.98	5.94	3,490,906	6%	82,744	231,439	314,183	6%	793.39	71.41
Frances Chu (The Crab Station)	927	122,206	-21%	943	7,001	7,943	-21%	131.83	8.57	1,909,641	-2%	11,314	112,810	124,123	-2%	2060.02	133.90
Guardino's Souvenir & Gift	1,824	107,604	-3%	1,235	6,081	7,316	-4%	58.99	4.01	1,663,844	-6%	14,678	98,248	112,926	-7%	912.20	61.91
SUBTOTAL:		\$2,945,313	10%	\$50,907	\$140,640	\$191,548	10%	-	-	\$34,310,966	6%	\$608,739	\$1,629,115	\$2,237,855	6%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	581,932	-13%	32,646	14,657	47,303	-14%	9.81	0.80	10,333,583	4%	380,701	431,243	811,944	2%	174.28	13.69
Abraham Pedicabs dba Cabrio Taxi		0	-100%	200	0	200	-34%	-	-	51,277	-13%	2,400	3,100	5,500	-8%	-	-
Golden Gate Pedicab		4,990	-14%	300	199	499	-14%	-	-	78,436	-11%	3,600	4,262	7,862	-14%	-	-
Henriquez, Reinaldo		0	-100%	20	0	20	-35%	-	-	2,885	-5%	240	160	400	-1%	-	-
Pedicab/K.Saggers		5,990	19%	240	359	599	19%	-	-	96,665	1%	2,880	6,789	9,669	1%	-	-
SUBTOTAL:		\$592,912	-13%	\$33,406	\$15,215	\$48,621	-13%	-	-	\$10,562,846	4%	\$389,821	\$445,554	\$835,375	2%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & Ir	20,915	170,306	30%	10,094	1,665	11,759	16%	8.14	0.56	2,002,100	85%	121,132	27,088	148,220	19%	95.73	7.09
Frank's Fisherman's Supply	8,183	55,939	-24%	3,845	1,749	5,594	-24%	6.84	0.68	859,554	-7%	46,136	39,820	85,956	-7%	105.04	10.50
Hoppe, Arthur	10,413	240,231	0%	14,106	6,914	21,020	0%	23.07	2.02	3,211,153	-7%	168,067	117,714	285,781	-5%	308.38	27.44
Portco, Inc./ Safe Harbor (swl 302)		79,831	2%	10,348	0	10,348	3%	-	-	1,097,318	-11%	123,871	6,372	130,243	-4%	-	-
SUBTOTAL:		\$546,306	4%	\$38,393	\$10,328	\$48,722	0%	-	-	\$7,170,124	7%	\$459,206	\$190,994	\$650,201	-1%	-	-

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TENANT	AREA (GLA)	2016									LAST 12 MONTHS (April '15 - March '16)									
		March			2016			Percentage Rent			SALES			Percentage Rent			TOTAL RENT		%Change	
		SALES	% Change (Over Prior Yr)	MINIMUM Rent	Percentage Rent (over Minimum)	TOTAL RENT	% Change (Over Prior Yr.)	Sales per Sq.Ft.	Rent per Sq.Ft.		SALES	% Change (Over Prior Yr.)	MINIMUM Rent	Percentage Rent (over Minimum)	TOTAL RENT	%Change (Over Prior Yr.)	Sales/ Sq.Ft.	Rent/ Sq.Ft.		
OTHER																				
National Liberty Ship Memorial	5,223	50,763	184%	2,841	205	3,046	7%	9.72	0.58	790,849	15%	34,092	13,391	47,483	7%	151.42	9.09			
S. F. Maritime Nat'l Park Assoc.	8,096	80,676	36%	6,855	0	6,855	0%	9.96	0.85	823,190	4%	82,262	141	82,403	0%	101.68	10.18			
S. F. Museum and Historical Society	9,406	47,781	-34%	3,951	785	4,736	-34%	5.08	0.50	872,541	-9%	45,135	31,605	76,740	-10%	92.76	8.16			
SUBTOTAL:		\$179,220	20%	\$13,647	\$990	\$14,637	-13%	-	-	\$2,486,580	2%	\$161,489	\$45,137	\$206,626	-2%	-	-			
Pier 39																				
The Bay Institutes (formerly Aquarium of the Bay)		5,583,588	1% (12)	41,667	334,966	376,633	1%	-	-	36,569,831	1%	500,000	3,174,169	3,674,169	2%	-	-			
		2,195,198	10% (12)	8,370	62,699	71,068	11%	-	-	9,970,053	3%	98,756	300,046	398,801	3%	-	-			
SUBTOTAL:		\$7,778,786	3%	\$50,037	\$397,664	\$447,701	3%	-	-	\$46,539,884	2%	\$598,756	\$3,474,214	\$4,072,970	2%	-	-			
TOTAL : FISHERMAN'S WHARF		\$17,359,582	-2%	\$353,895	\$778,385	\$1,132,280	-1%	-	-	\$175,875,947	-1%	\$4,207,810	\$8,987,218	\$13,195,028	0%					
TOTAL PORT		\$36,886,537	3%	\$1,030,975	\$1,999,089	\$3,030,064	4%			\$341,987,261	0%	\$15,689,855	\$19,244,462	\$34,934,316	1%					

		CENTRAL & SOUTHERN				NORTHERN				FISHERMAN'S WHARF				- TOTAL PORT -			
		Total Sales		Revenues To Port		Total Sales		Revenues To Port		Total Sales		Revenues To Port		Total Sales		Revenues To Port	
CURRENT "YEAR" ->		\$94,981,619	\$11,034,647	\$71,129,696	\$10,704,641	\$175,875,947	\$13,195,028	\$341,987,261	\$34,934,316								
PRIOR "YEAR" ->		\$91,688,388	\$10,406,891	\$73,641,819	\$10,948,851	\$178,296,335	\$13,169,614	\$343,626,541	\$34,525,356								
CHANGE ->		4% \$3,293,231	6% \$627,756	-3% (\$2,512,123)	-2% (\$244,210)	-1% (\$2,420,389)	0% \$25,414	0% (\$1,639,281)	1% \$408,960								

(11) March 2016 sales unavailable.
 (12) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
Ferry Plaza Limited Partnership	19,085	0	0% (1)	18,572	0	18,572	0%	0.00	0.97	0	0%	222,860	0	222,860	8%	0.00	11.68
Golden Bear Restaurant /Mission Rock	7,924	393,278	-18%	17,373	10,156	27,529	-18%	49.63	3.47	5,445,631	14%	207,343	173,851	381,194	14%	687.23	48.11
Java House, LLC		9,180	-3%	2,624	0	2,624	0%	-	-	146,795	3%	31,489	0	31,489	0%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	403,165	10% (2)	18,333	20,174	38,507	10%	20.18	1.93	1,690,442	5%	219,993	88,474	308,467	3%	84.62	15.44
The Ramp Restaurant		184,490	-50%	7,358	1,350	8,708	-42%	-	-	3,226,216	-7%	88,296	57,561	145,857	-4%	-	-
Red's Java House	772	42,283	-28%	1,471	1,489	2,960	-28%	54.77	3.83	736,696	-11%	17,482	34,088	51,570	-11%	954.27	66.80
Sitting By, Inc. dba Hivive	1,937	164,043	-12%	6,467	5,016	11,483	-12%	84.69	5.93	2,232,233	4%	76,250	80,001	156,251	4%	1152.42	80.67
SUBTOTAL:		\$1,196,437	-19%	\$72,199	\$38,185	\$110,384	-9%	-	-	\$13,478,012	4%	\$863,714	\$433,975	\$1,297,689	5%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	197,053	63% (3)	49,173	165,905	215,078	132%	0.32	0.35	5,464,647	-6%	2,622,549	1,626,131	4,248,680	-1%	8.82	6.86
China Basin Ball Park Co. (Lot A)- Spcl Event		6,340	0% (3)	0	0	0	0%	-	-	33,225	-37%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		15,590	19%	0	10,289	10,289	19%	-	-	219,922	16%	0	145,147	145,147	16%	-	-
Imperial Parking Inc. (Piers 30/32))		102,043	-5%	0	67,348	67,348	-5%	-	-	1,643,876	37%	0	1,084,959	1,084,959	*	-	-
Imperial Parking Inc. (SWL #330)	101,471	69,025	-11%	44,064	1,492	45,557	-11%	0.68	0.45	1,314,770	4%	517,064	350,684	867,749	3%	12.96	8.55
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		28,048	149%	0	18,511	18,511	149%	-	-	273,986	* (4)	0	180,830	180,830	*	-	-
Imperial Parking Inc. (TFB. & Illinois St.)		0	0%	0	0	0	0%	-	-	0	-100%	0	0	0	-100%	-	-
Imperial Parking Inc. (TFB. & Illinois St.) -Spcl Event		0	0% (3)	0	0	0	0%	-	-	10,000	11%	0	0	0	0%	-	-
Imperial Parking Inc. (Port Bus Lot)	39,820	0	0% (3)	0	0	0	0%	0.00	0.00	0	0%	0	0	0	0%	0.00	0.00
Imperial Parking Inc. (pier 48)- Parking		16,945	0% (3)	0	0	0	0%	-	-	1,199,070	18%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	7,457	-93%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		67,500	* (3)	0	0	0	0%	-	-	278,500	101%	0	0	0	*	-	-
SUBTOTAL:		\$502,543	52%	\$93,237	\$263,547	\$356,784	55%	-	-	\$10,445,452	7%	\$3,139,613	\$3,387,753	\$6,527,366	8%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		154,127	-31%	14,717	2,670	17,387	-42%	-	-	2,358,389	-2%	176,604	115,147	291,751	-4%	#DIV/0!	-
Bay Native		30,951	11%	4,420	0	4,420	3%	-	-	253,261	2%	52,138	0	52,138	3%	-	-
BAE Systems/San Francisco Drydock, Inc.	791,490	11,257,262	22% (5)	100,000	376,929	476,929	22%	14.22	0.60	66,881,228	4%	1,187,496	1,019,581	2,207,077	4%	84.50	2.79
Recology/Sustainable Crushing Ventures, LLC		292,126	-21% (6)	55,866	0	55,866	6%	-	-	1,565,277	-10%	658,627	0	658,627	6%	-	-
SUBTOTAL:		\$11,734,466	19%	\$175,002	\$379,599	\$554,601	16%	-	-	\$71,058,155	3%	\$2,074,865	\$1,134,728	\$3,209,593	3%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$13,433,446	15%	\$340,439	\$681,330	\$1,021,769	23%	-	-	\$94,981,619	4%	\$6,078,192	\$4,956,455	\$11,034,647	6%	-	-

(1) March 2016 sales unavailable.

(2) Quarterly reporting on rent revenues.

(3) Lease combines revenues from CBBP (lot A), Port Bus lot, P-48 lot and TFB & Illinois St.(spcl.event only) for percentage rent calculation & consolidates under CBBP.

(4) Insufficient historical data for comparison.

(5) Percentage rent is due when YTD percentage rent @ 3.3% of Gross Sales is in excess of minimum rent per calendar quarter.

(6) Quarterly reporting with special covered period. (Nov 2015 - Jan 2016)

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	340,007	-9%	9,594	13,356	22,950	-9%	44.58	3.01	4,121,748	-12%	110,497	167,719	278,216	-12%	540.42	36.48
Pier 23 Cafe	4,835	373,790	-21%	17,073	9,092	26,165	-21%	77.31	5.41	5,456,826	3%	204,873	177,101	381,974	3%	1128.61	79.00
RGN Corporation/Butterfly Restaurant	6,772	0	-100% (1)	8,804	0	8,804	-22%	0.00	1.30	1,805,259	-24%	105,651	36,539	142,190	-15%	266.58	21.00
Waterfront Restaurant	11,894	414,556	-15%	10,000	14,873	24,873	-15%	34.85	2.09	5,823,289	-9%	120,000	229,394	349,394	-9%	489.60	29.38
SUBTOTAL:		\$1,128,352	-25%	\$45,471	\$37,322	\$82,793	-16%	-	-	\$17,207,121	-8%	\$541,021	\$610,754	\$1,151,775	-7%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	113,070	-17% (7)	53,841	0	53,841	3%	3.78	1.80	1,468,086	-5%	644,525	0	644,525	3%	49.07	21.54
Central Parking (Triangle lot)		208,370	3% (7)	123,747	34,563	158,309	-7%	-	-	2,547,351	4%	1,481,381	540,574	2,021,954	1%	-	-
Central Parking (Pier 45-Shed A)		26,640	-15%	0	17,582	17,582	-15%	-	-	418,536	-4%	0	276,235	276,235	-4%	-	-
Central Parking (Pier 45-Shed C & Valley)		8,700	13%	0	5,742	5,742	13%	-	-	110,433	20%	0	72,886	72,886	*	-	-
Central Parking (SWL 321)		74,453	-21% (8)	0	49,139	49,139	-30%	-	-	1,044,052	-15% (8a)	491,833	231,857	723,690	-17%	-	-
Central Parking (SWL 323/324)		80,845	-20% (8)	0	53,357	53,357	-30%	-	-	1,149,549	-14% (8a)	532,820	263,385	796,205	-15%	-	-
Central Parking (Swl 322-i)	37,812	88,600	13% (8)	0	58,476	58,476	13%	2.34	1.55	873,251	-5%	351,866	242,360	594,226	-5%	23.09	15.72
Central Parking (Pier 19.5)		38,195	47% (8)	0	25,208	25,208	47%	-	-	436,535	40%	0	288,113	288,113	*	-	-
Central Parking (Pier 29.5)		53,060	0% (8)	0	35,020	35,020	0%	-	-	554,213	2%	0	365,780	365,780	*	-	-
Central Parking (Pier 33)		480	-86% (8)	0	317	317	-86%	-	-	27,380	-24%	0	18,069	18,069	-24%	-	-
SUBTOTAL:		\$692,413	-5%	\$177,588	\$279,404	\$456,992	-9%	-	-	\$8,629,386	-3%	\$3,502,425	\$2,299,259	\$5,801,684	-3%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		2,012,551	-3% (9)	31,668	109,210	140,879	-3%	-	-	24,306,643	-4%	380,019	1,321,445	1,701,465	6%	-	-
Hornblower Yachts, Inc. (Pier 3)		555,896	4% (9)	18,908	31,937	50,844	-10%	-	-	11,708,552	-6%	226,900	681,341	908,240	-10%	-	-
SUBTOTAL:		\$2,568,447	-2%	\$50,576	\$141,147	\$191,723	-5%	-	-	\$36,015,195	-5%	\$606,919	\$2,002,786	\$2,609,705	0%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,087	0	5,087	3%	-	-	480,000	0%	59,895	0	59,895	2%	-	-
S. F. Pier 33, LLC	4,300	224,960	-4%	11,649	4,413	16,062	-4%	52.32	3.74	3,037,703	61%	138,339	79,202	217,542	36%	706.44	50.59
S. F. Waterfront Partners, Inc.		1,439,337	0% (10)	46,271	77,087	123,358	-1%	-	-	5,760,290	-2%	555,254	308,787	864,041	-2%	-	-
SUBTOTAL:		\$1,704,297	-1%	\$63,006	\$81,500	\$144,507	-1%	-	-	\$9,277,993	13%	\$753,488	\$387,989	\$1,141,477	4%	-	-
TOTAL :	NORTHERN	\$6,093,509	-7%	\$336,641	\$539,374	\$876,015	-8%	-	-	\$71,129,696	-3%	\$5,403,853	\$5,300,789	\$10,704,641	-2%	-	-

(7) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (8) Central Parking took over lot's operation as an interim operator effective Nov 2015. (8a) Split reporting of SWL 321 and SWL 323/324 using pro-rata by sq.ft.
 (9) Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease.
 (10) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.

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