

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	November		2016						LAST 12 MONTHS (Dec '15 - November '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	829,219	11%	18,385	35,515	53,899	11%	132.25	8.60	10,876,615	-4%	220,618	486,365	706,982	-4%	1734.71	112.76
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	153,711	17%	6,000	4,375	10,375	17%	35.86	2.42	2,522,756	3%	72,000	98,286	170,286	3%	588.60	39.73
Castagnola's	9,107	0	-100% (11)	22,248	0	22,248	0%	0.00	2.44	2,367,625	-23%	266,978	3,471	270,449	5%	259.98	29.70
D & G Co.(Lou's Blue)	2,120	205,864	23%	13,438	458	13,896	4%	97.11	6.55	3,325,632	-1%	160,340	70,703	231,043	0%	1568.69	108.98
Fisherman's Grotto #9	18,796	0	-100% (12)	27,990	0	27,990	0%	0.00	1.49	5,047,053	-31%	335,878	60,450	396,328	-17%	268.52	21.09
Nick's Lighthouse	2,238	418,184	17%	2,326	24,857	27,183	17%	186.86	12.15	5,504,369	3%	27,913	329,883	357,796	3%	2,459.50	159.87
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	190,102	33%	10,830	2,002	12,832	18%	45.92	3.10	2,860,965	9%	129,957	71,216	201,173	12%	691.05	48.59
Sabella & La Torre	2,236	452,327	33%	2,479	26,922	29,401	33%	202.29	13.15	5,250,808	3%	29,745	314,554	344,299	3%	2,348.30	153.98
Scoma's	12,421	1,147,982	6%	20,709	53,922	74,631	6%	92.42	6.01	15,422,899	2%	248,507	754,131	1,002,638	2%	1241.68	80.72
SFO Forecast, Inc.(Portco)	7,430	435,463	9%	5,375	24,019	29,394	9%	58.61	3.96	7,326,723	-1%	64,499	430,053	494,552	-1%	986.10	66.56
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,099,407	25%	32,392	41,184	73,576	25%	90.54	6.06	15,312,181	12%	354,635	678,233	1,032,868	12%	1260.99	85.06
Tarantino's	7,153	142,904	22%	12,279	0	12,279	0%	19.98	1.72	2,169,122	-10%	147,349	10,938	158,287	-5%	303.25	22.13
SUBTOTAL:		\$5,075,164	3%	\$174,450	\$213,254	\$387,704	12%	-	-	\$77,986,749	-2%	\$2,058,418	\$3,308,283	\$5,366,701	1%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	1,853,971	10%	41,667	71,996	113,662	10%	93.21	5.71	27,331,910	3%	500,004	1,192,558	1,692,561	4%	1374.08	85.09
Boudin's Bakery & Café	4,400	232,423	28%	7,063	13,855	20,918	28%	52.82	4.75	3,764,647	8%	84,536	254,285	338,821	8%	855.60	77.00
Frances Chu (The Crab Station)	927	152,682	32%	943	8,982	9,924	32%	164.71	10.71	1,996,865	-1%	11,314	118,481	129,794	-1%	2154.12	140.02
Guardino's Souvenir & Gift	1,824	131,459	24%	1,235	7,610	8,845	24%	72.07	4.85	1,803,337	5%	14,822	107,295	122,117	4%	988.67	66.95
SUBTOTAL:		\$2,370,536	13%	\$50,907	\$102,443	\$153,350	14%	-	-	\$34,896,760	4%	\$610,675	\$1,672,619	\$2,283,294	4%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	449,817	-4%	32,646	4,696	37,342	-2%	7.59	0.63	9,087,296	-12%	391,756	341,504	733,260	-10%	153.26	12.37
Abraham Pedicabs dba Cabrio Taxi		1,813	-49%	200	0	200	-44%	-	-	46,430	-17%	2,400	2,634	5,034	-11%	-	-
Golden Gate Pedicab		4,870	48%	300	187	487	48%	-	-	76,757	6%	3,600	4,095	7,695	3%	-	-
Henriquez, Reinaldo		116	-12%	20	0	20	0%	-	-	2,731	-2%	240	126	366	-2%	-	-
Pedicab/K.Saggers		4,053	-20%	240	165	405	-20%	-	-	89,621	-3%	2,880	6,083	8,963	-3%	-	-
SUBTOTAL:		\$460,669	-5%	\$33,406	\$5,048	\$38,454	-2%	-	-	\$9,302,835	-12%	\$400,876	\$354,442	\$755,318	-10%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	142,279	17%	11,541	0	11,541	14%	6.80	0.55	2,323,812	22%	126,920	44,431	171,351	17%	111.11	8.19
Frank's Fisherman's Supply	8,183	55,588	-15%	4,160	1,399	5,559	-15%	6.79	0.68	834,209	-6%	48,656	34,762	83,418	-6%	101.94	10.19
Hoppe, Arthur	10,413	169,584	2%	14,171	667	14,839	2%	16.29	1.43	3,427,094	5%	169,660	135,013	304,674	7%	329.12	29.26
Portco, Inc./ Safe Harbor (swl 302)		55,643	9%	10,673	0	10,673	3%	-	-	1,055,454	-4%	126,449	5,189	131,638	2%	-	-
SUBTOTAL:		\$423,093	4%	\$40,546	\$2,066	\$42,611	2%	-	-	\$7,640,568	7%	\$471,686	\$219,395	\$691,080	6%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	53,437	12%	7,000	0	7,000	144%	10.23	1.34	788,220	5%	59,046	1,617	60,663	29%	150.91	11.61
S. F. Maritime Nat'l Park Assoc.	8,096	22,791	-40%	6,855	0	6,855	0%	2.82	0.85	800,192	3%	82,262	2,673	84,935	3%	98.84	10.49
S. F. Museum and Historical Society	9,406	62,461	10%	3,951	2,252	6,203	10%	6.64	0.66	858,754	-10%	47,291	28,350	75,641	-11%	91.30	8.04
SUBTOTAL:		\$138,689	-3%	\$17,806	\$2,252	\$20,058	31%	-	-	\$2,447,166	-1%	\$188,599	\$32,640	\$221,239	3%	-	-
Pier 39		0	* (13)	41,667	1,140	42,807	0%	-	-	36,915,282	2%	500,000	3,230,990	3,730,990	2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (13)	8,370	0	8,370	0%	-	-	10,340,075	7%	100,436	313,166	413,602	7%	-	-
SUBTOTAL:		\$0	0%	\$50,037	\$1,140	\$51,177	0%	-	-	\$47,255,357	3%	\$600,436	\$3,544,156	\$4,144,592	3%	-	-
TOTAL : FISHERMAN'S WHARF		\$8,468,150	5%	\$367,152	\$326,202	\$693,354	11%	-	-	\$179,529,434	0%	\$4,330,690	\$9,131,534	\$13,462,224	2%		
TOTAL PORT		\$15,516,990	-20%	\$1,059,705	\$975,344	\$2,035,050	8%			\$322,548,651	-9%	\$14,654,991	\$19,859,121	\$34,514,112	-2%		

12 MONTH SUMMARY

\$ IMPACT

CENTRAL & SOUTHERN

NORTHERN

FISHERMAN'S WHARF

- TOTAL PORT -

	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" ->	\$70,542,161	\$10,680,838	\$72,477,056	\$10,371,051	\$179,529,434	\$13,462,224	\$322,548,651	\$34,514,112
PRIOR "YEAR" ->	\$104,416,778	\$11,043,640	\$72,647,469	\$11,037,841	\$179,118,817	\$13,228,617	\$356,183,064	\$35,310,098
CHANGE ->	-32% (\$33,874,616)	-3% (\$362,802)	0% (\$170,413)	-6% (\$666,790)	0% \$410,617	2% \$233,606	-9% (\$33,634,413)	-2% (\$795,986)

- (11) November 2016 sales unavailable.
- (12) Business is temporarily closed for renovation.
- (13) 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	0%	0.00	11.68
Golden Bear Restaurant /Mission Rock	7,924	302,350	-12%	17,894	3,270	21,164	-12%	38.16	2.67	5,090,925	-8%	211,605	144,760	356,365	-8%	642.47	44.97
Java House, LLC		11,426	27%	3,193	0	3,193	22%	-	-	172,797	12%	34,903	0	34,903	11%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,765,545	8%	219,993	95,985	315,978	4%	88.38	15.82
The Ramp Restaurant		161,447	-1%	7,358	0	7,358	0%	-	-	3,021,365	-14%	88,296	40,004	128,300	-18%	-	-
Red's Java House	772	42,792	11%	1,515	1,480	2,995	11%	55.43	3.88	786,732	5%	17,830	37,243	55,073	5%	1019.08	71.34
Sitting By, Inc. dba Hivive	1,937	130,850	3%	6,467	2,692	9,159	3%	67.55	4.73	2,264,213	3%	77,234	81,255	158,489	3%	1168.93	81.82
SUBTOTAL:		\$648,865	-4%	\$73,333	\$7,443	\$80,776	-2%	-	-	\$13,101,577	-5%	\$872,722	\$399,248	\$1,271,970	-3%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	297,229	62% (3)	50,648	185,665	236,313	40%	0.48	0.38	5,868,600	7%	2,695,327	1,906,659	4,601,986	13%	9.48	7.43
China Basin Ball Park Co. (Lot A)- Spcl Event		8,358	29% (3)	0	0	0	0%	-	-	61,118	155%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		16,534	3%	0	10,912	10,912	3%	-	-	218,488	-1%	0	144,202	144,202	-1%	-	-
Imperial Parking Inc. (Piers 30/32))		96,325	-13%	0	63,575	63,575	-13%	-	-	1,469,044	-8%	0	969,569	969,569	-8%	-	-
Imperial Parking Inc. (SWL #330)	101,471	34,697	-55%	44,064	0	44,064	-14%	0.34	0.43	1,042,732	-19%	528,770	180,597	709,368	-17%	10.28	6.99
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		30,235	30%	0	19,955	19,955	30%	-	-	355,193	* (4)	0	234,427	234,427	*	-	-
Imperial Parking Inc. (TFB. & Illinois St.)		0	0%	0	0	0	0%	-	-	0	0%	0	0	0	0%	-	-
Imperial Parking Inc. (TFB. & Illinois St.) -Spcl Event		0	-100% (3)	0	0	0	0%	-	-	4,000	-50%	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		4,976	16% (3)	0	0	0	0%	-	-	1,186,760	0%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	7,457	0%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		28,500	-21% (3)	0	0	0	0%	-	-	368,238	64%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		6,610	* (4) (4a)	0	4,363	4,363	-99%	-	-	22,849	* (4)	0	15,080	15,080	*	-	-
SUBTOTAL:		\$523,465	14%	\$94,712	\$284,470	\$379,183	19%	-	-	\$10,604,480	4%	\$3,224,097	\$3,450,535	\$6,674,632	7%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		110,058	-9%	14,717	0	14,717	0%	-	-	1,903,054	-26%	176,604	79,972	256,576	-18%	-	-
Bay Native		13,303	-42%	4,420	0	4,420	6%	-	-	195,084	-22%	53,295	0	53,295	7%	-	-
BAE Systems/San Francisco Drydock, Inc.	791,490	1,320,795	-77% (5)	103,000	0	103,000	3%	1.67	0.13	43,273,508	-43%	1,223,996	529,981	1,753,977	-29%	54.67	2.22
Recology/Sustainable Crushing Ventures, LLC		0	0% (6)	55,866	0	55,866	0%	-	-	1,464,459	-13%	670,388	0	670,388	4%	-	-
SUBTOTAL:		\$1,444,156	-75%	\$178,002	\$0	\$178,002	2%	-	-	\$46,836,105	-42%	\$2,124,283	\$609,953	\$2,734,236	-21%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,616,485	-62%	\$346,048	\$291,913	\$637,961	11%	-	-	\$70,542,161	-32%	\$6,221,102	\$4,459,736	\$10,680,838	-3%	-	-

(1) November 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. (4a) New lot (401 Terry Francois/P-50) operation began 8/2016.

(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.

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	271,545	-11%	9,587	8,742	18,329	-11%	35.60	2.40	3,687,325	-16%	114,194	134,694	248,888	-16%	483.46	32.63
Pier 23 Cafe	4,835	317,979	7%	17,073	5,186	22,259	7%	65.77	4.60	5,412,869	-3%	204,873	174,025	378,898	-3%	1119.52	78.37
RGN Corporation/Butterfly Restaurant	6,772	0	-100% (1)	8,804	0	8,804	-33%	0.00	1.30	1,777,254	-18%	105,651	27,568	133,219	-11%	262.44	19.67
Waterfront Restaurant	11,894	422,280	3%	12,371	12,966	25,337	3%	35.50	2.13	5,869,622	-2%	134,226	215,579	349,805	-2%	493.49	29.41
SUBTOTAL:		\$1,011,804	-16%	\$47,835	\$26,893	\$74,728	-6%	-	-	\$16,747,070	-7%	\$558,944	\$551,865	\$1,110,809	-7%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	110,207	0% (7)	53,841	0	53,841	0%	3.68	1.80	1,445,331	-6%	646,093	0	646,093	1%	48.31	21.60
Central Parking (Triangle lot)		178,187	-8% (7)	123,747	12,753	136,499	-7%	-	-	2,545,542	0%	1,484,963	519,191	2,004,153	-2%	-	-
Central Parking (Pier 45-Shed A)		21,650	36%	0	14,289	14,289	36%	-	-	461,708	3%	0	304,727	304,727	3%	-	-
Central Parking (Pier 45-Shed C & Valley)		9,231	-19%	0	6,093	6,093	-19%	-	-	101,633	-4%	0	67,078	67,078	-4%	-	-
Central Parking (SWL 321)		63,734	9%	0	42,065	42,065	9%	-	-	883,561	-23%	0	583,151	583,151	-29%	-	-
Central Parking (SWL 323/324)		72,220	31%	0	47,665	47,665	31%	-	-	1,048,738	-15%	0	692,167	692,167	-22%	-	-
Central Parking (Swl 322-i)	37,812	49,043	9%	0	32,368	32,368	9%	1.30	0.86	758,806	-10%	0	500,812	500,812	-15%	20.07	13.24
Central Parking (Pier 19.5)		33,976	33%	0	22,424	22,424	33%	-	-	471,792	18%	0	311,381	311,381	18%	-	-
Central Parking (Pier 29.5)		0	-100% (8)	0	0	0	-100%	-	-	250,153	-56%	0	165,102	165,102	-56%	-	-
Central Parking (Pier 33)		0	* (8)	0	0	0	*	-	-	10,560	-67%	0	6,966	6,966	-67%	-	-
SUBTOTAL:		\$538,250	-2%	\$177,588	\$177,657	\$355,245	-2%	-	-	\$7,977,826	-10%	\$2,131,056	\$3,150,575	\$5,281,631	-12%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		1,906,148	21% (9)	31,668	111,293	142,961	29%	-	-	25,629,572	5%	380,019	1,487,852	1,867,871	9%	-	-
Hornblower Yachts, Inc. (Pier 3)		733,314	2% (9)	18,908	38,845	57,753	-1%	-	-	13,133,003	10%	226,900	739,577	966,477	1%	-	-
SUBTOTAL:		\$2,639,462	15%	\$50,576	\$150,138	\$200,714	19%	-	-	\$38,762,575	7%	\$606,919	\$2,227,429	\$2,834,348	6%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,267	0	5,267	6%	-	-	480,000	0%	61,091	0	61,091	3%	-	-
S. F. Pier 33, LLC	4,300	202,839	-1%	12,010	2,540	14,550	0%	47.17	3.38	2,826,002	-7%	141,227	75,490	216,717	0%	657.21	50.40
S. F. Waterfront Partners, Inc.		0	0% (10)	53,229	0	53,229	15%	-	-	5,683,583	-2%	603,961	262,492	866,453	-1%	-	-
SUBTOTAL:		\$242,839	-1%	\$70,507	\$2,540	\$73,047	11%	-	-	\$8,989,585	-3%	\$806,280	\$337,982	\$1,144,262	0%	-	-
TOTAL :	NORTHERN	\$4,432,355	3%	\$346,506	\$357,229	\$703,735	4%	-	-	\$72,477,056	0%	\$4,103,199	\$6,267,852	\$10,371,051	-6%	-	-

(7) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.

(8) No sales due to lot is closed for renovation.

(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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