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# Port Revenues and the Recovery

Southern Advisory Committee

Nov 2023



# Our Business Pre-Pandemic



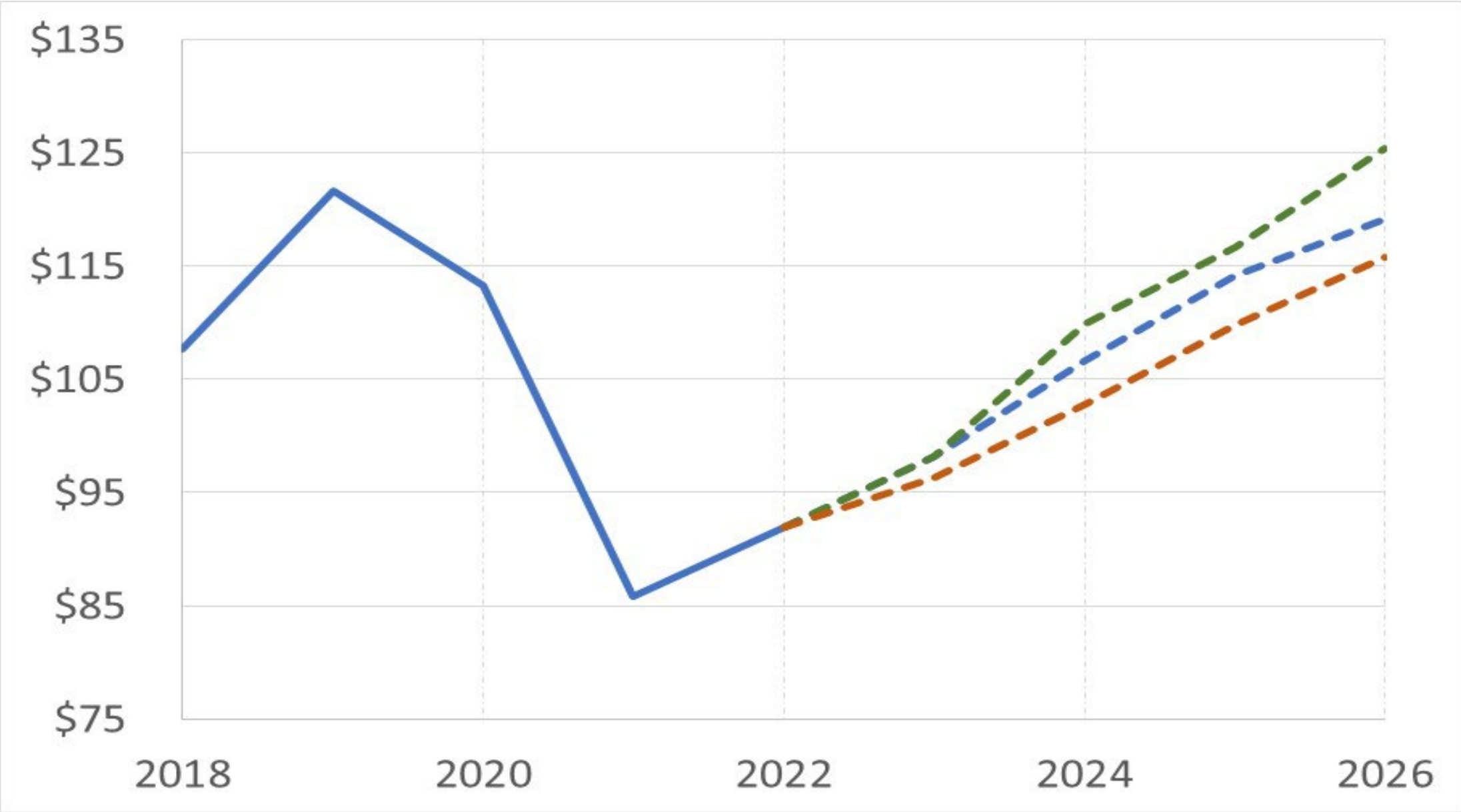
	<u>Annualized Revenue<sup>2</sup></u>	
Real Estate		
Industrial	\$24,854 <sup>4</sup>	26.7 %
Ground Lease	14,552	15.6
Restaurant & Retail	10,447	11.2
Parking	11,670	12.5
Office	7,653	8.2
Subtotal Real Estate	<u>\$69,176</u>	<u>74.2 %</u>
Maritime <sup>5</sup>		
Cargo	\$8,322	8.9 %
Commercial Fishing	2,745	2.9
Passenger Cruise	8,403	9.0
Various Maritime	2,666 <sup>6</sup>	2.9
Harbor Services	1,929	2.1
Ship Repair <sup>7</sup>	0	0.0
Subtotal Maritime	<u>\$24,065</u>	<u>25.8 %</u>
Total	\$93,241	100.0 %

# March 2021 Assumptions



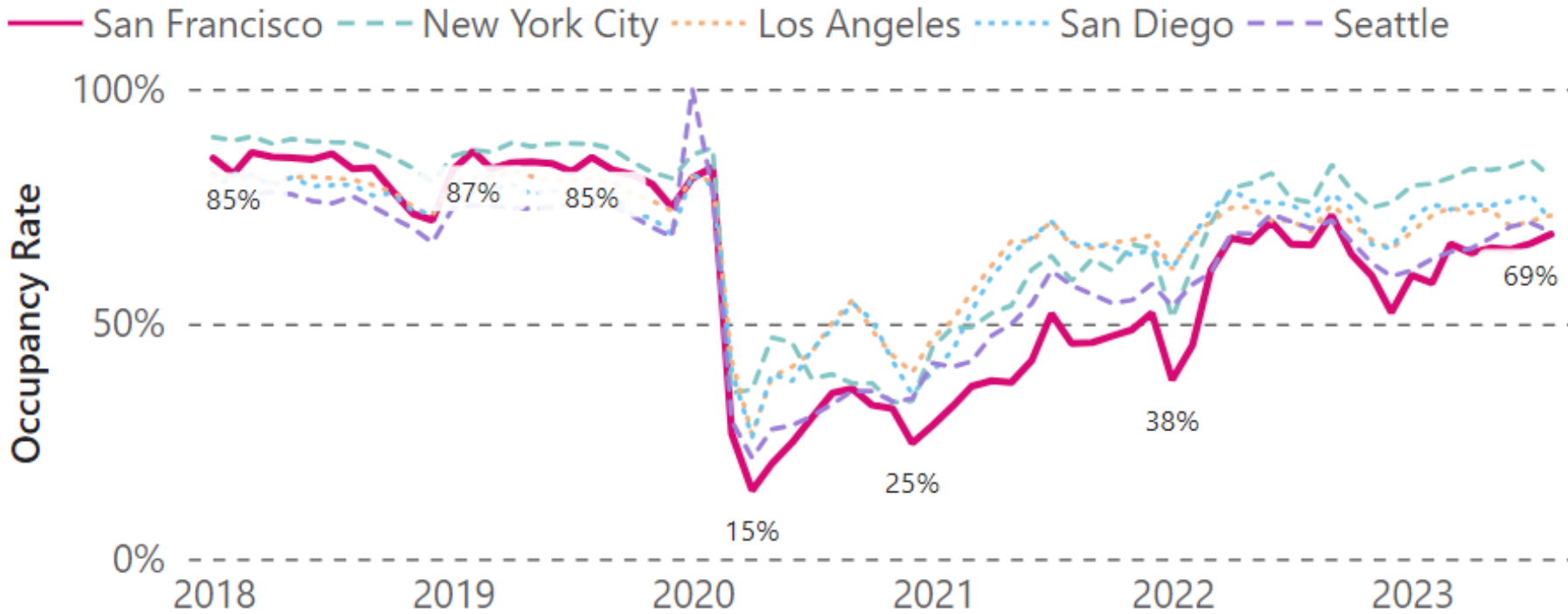
Category	2021	2022	2023	2024	2025
<b>Vaccinations</b>	Widespread vaccination (fall)				
<b>Mass Gatherings</b>	Gatherings begin in summer 2021, returning to pre-pandemic levels in summer 2022				
<b>Commuters</b>	50% telecommute by end of 2021	25% telecommute by end of 2022	10% telecommute ongoing		
<b>Tourists</b>	Pent up demand drives return of leisure tourism		Business tourism slowly returns followed by convention tourism. Tourism volume ramps up to pre-pandemic level in 2024.		Tourism spending returns (summer)

# March 2021 Prediction of Port Revenues



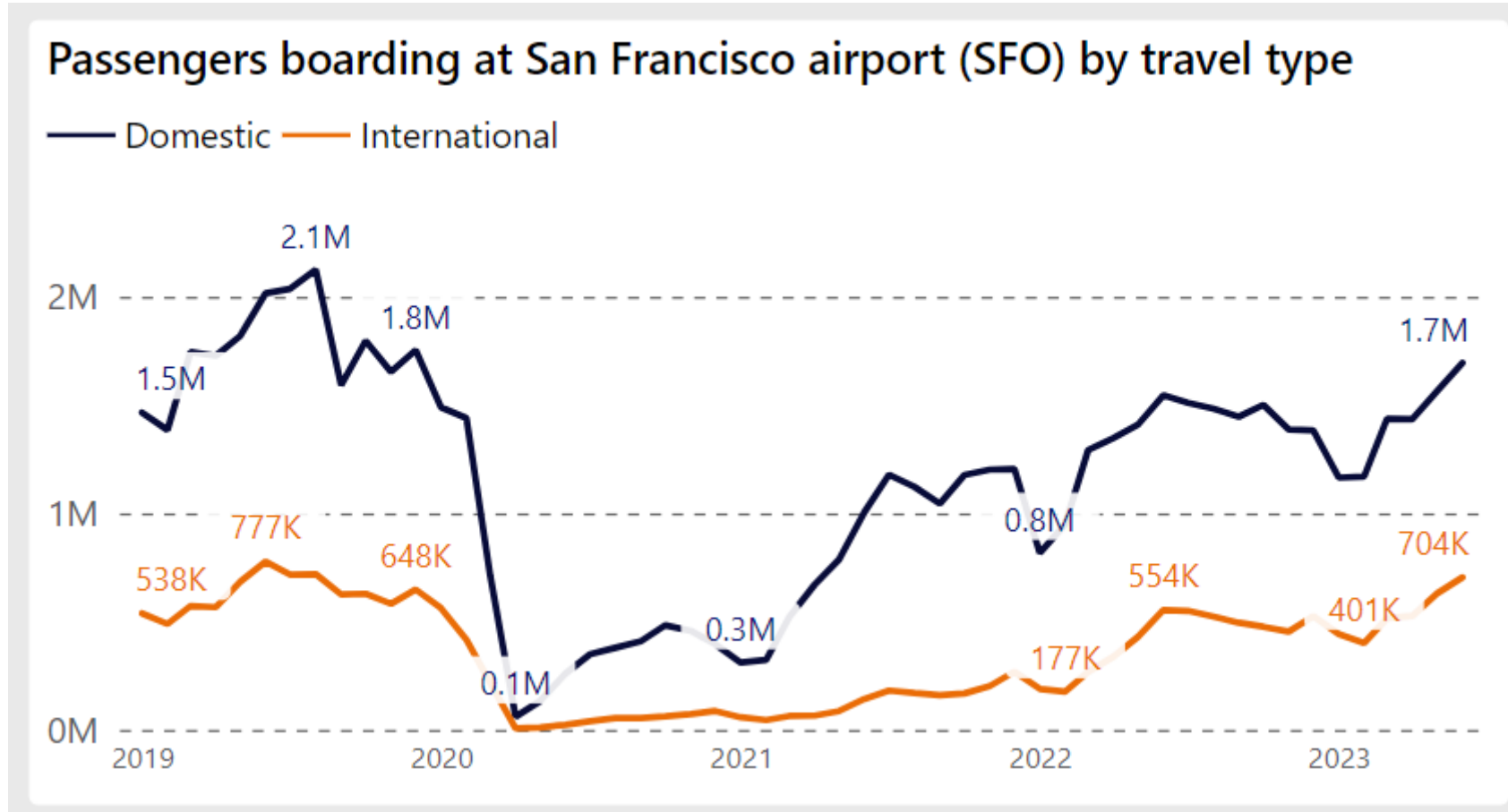
# Hotel Occupancy

## Monthly hotel occupancy (seasonally adjusted)



City and County of San Francisco, Office of Economic and Workforce Development.  
Data from SF Travel.  
Data through August 2023.  
Update monthly with a 2-month lag.  
Last updated October 6, 2023.

# International & Domestic Enplanements

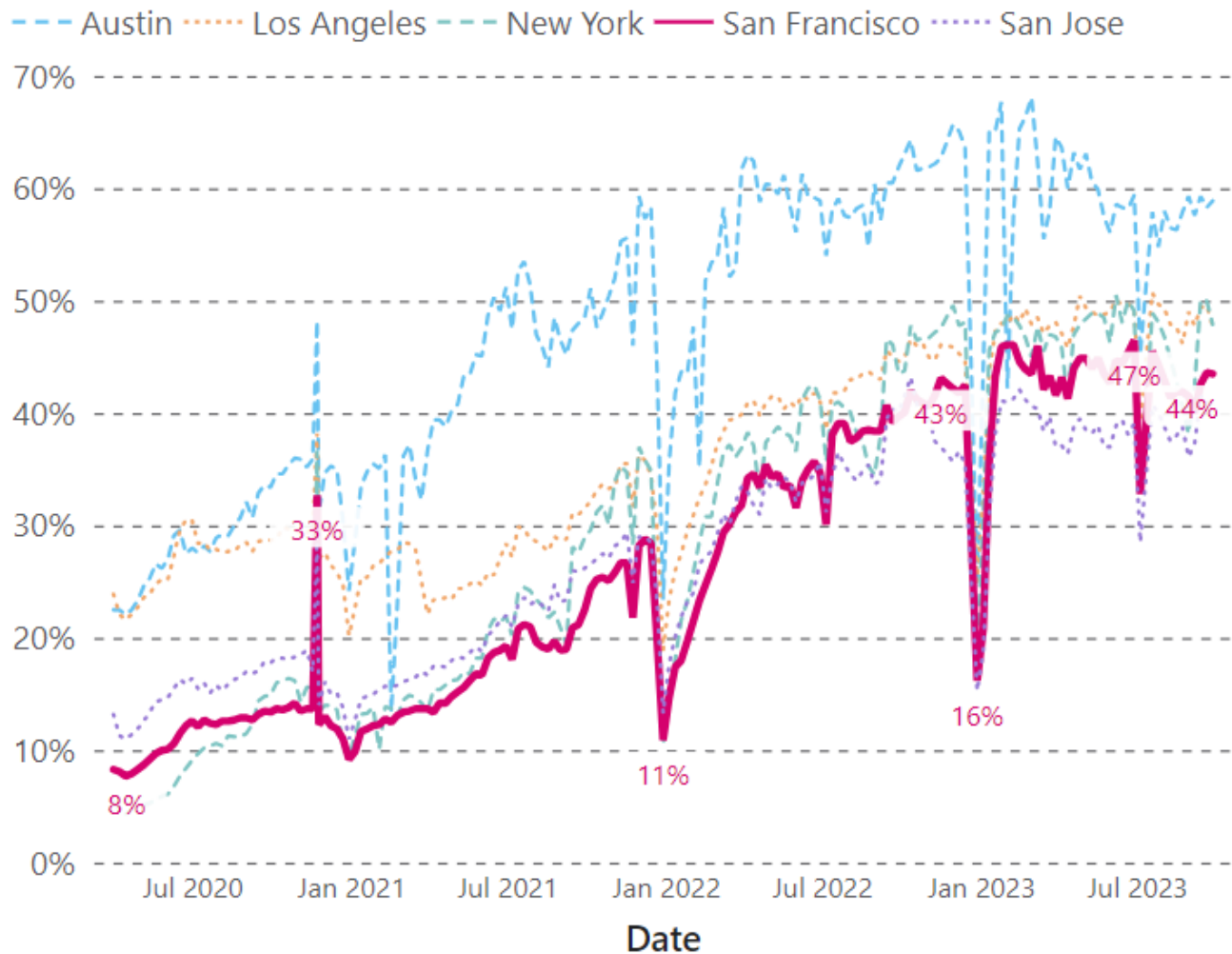


City & County of San Francisco, Office of Economic Workforce & Development.  
Data from SFO.  
Data through June 2023.  
Data updated quarterly with a 1-month lag.

# Office Attendance



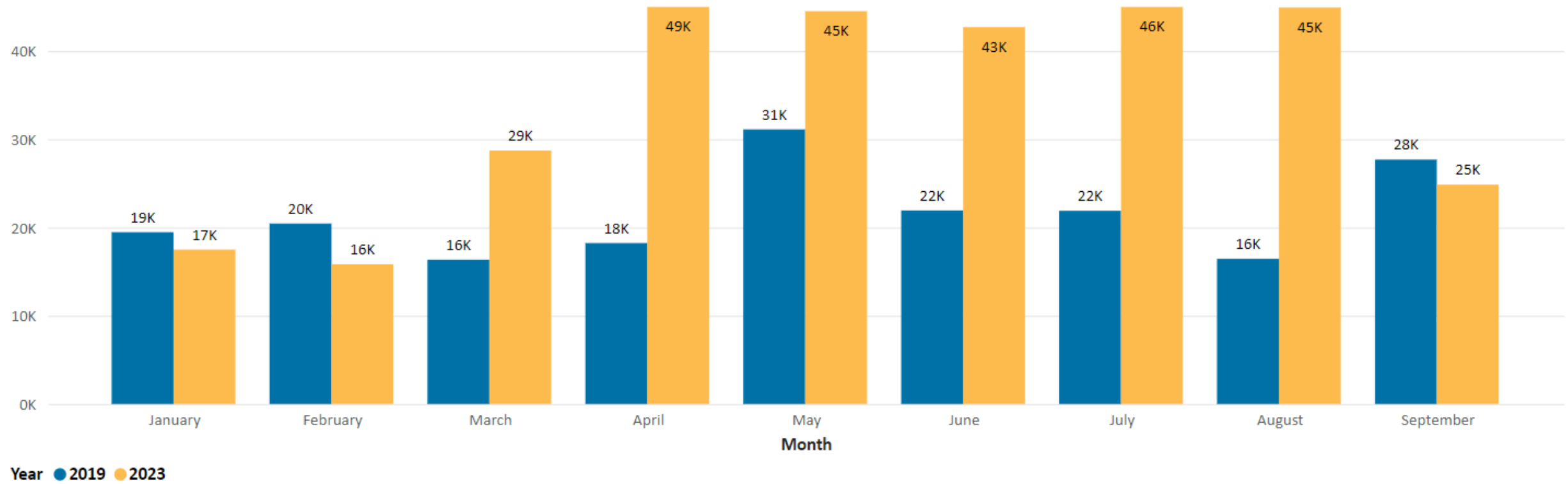
### Weekly average office attendance



City and County of San Francisco, Office of Economic Workforce & Development  
Data from Kastle Systems  
Data through September 27, 2023.  
Dashboard updated monthly with a 2-week lag.  
Last updated October 6, 2023.

# Cruise Passengers

Total Cruise Passengers by Month and Calendar Year



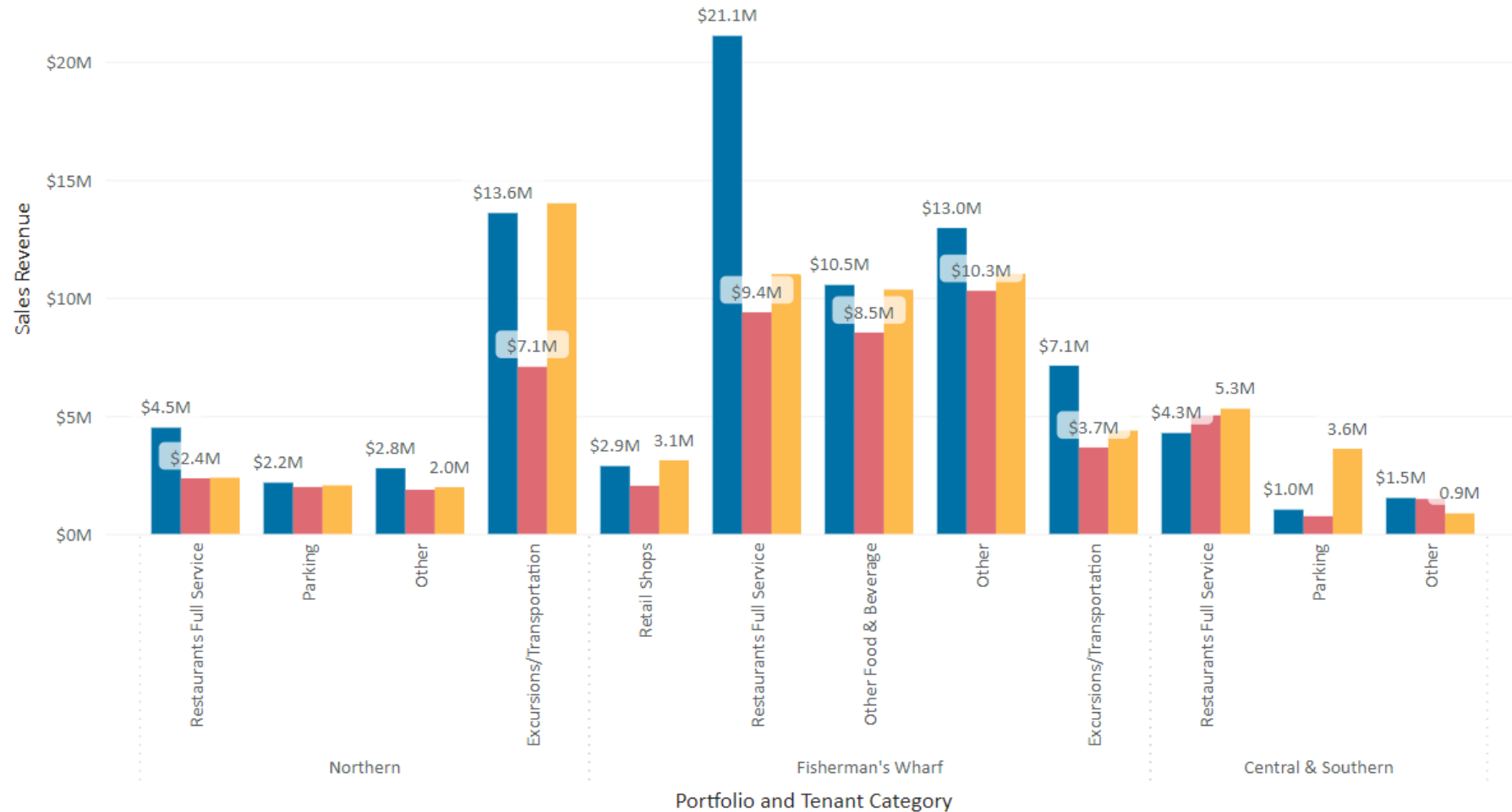


# Tenant Gross Sales – Latest 3 Months



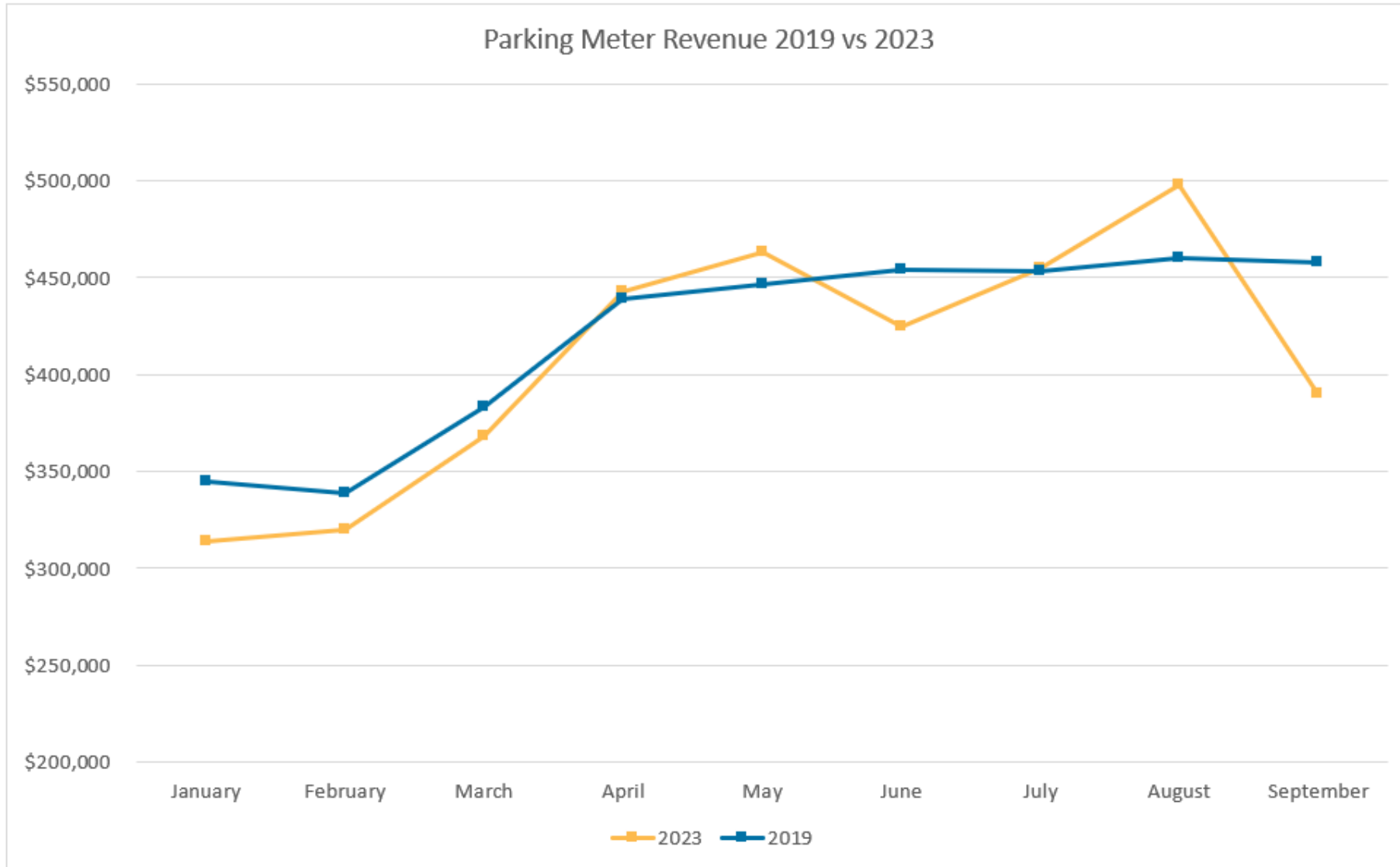
Sales Revenue by Category and Portfolio

● 2019 totals ● 2021 totals ● 2023 totals

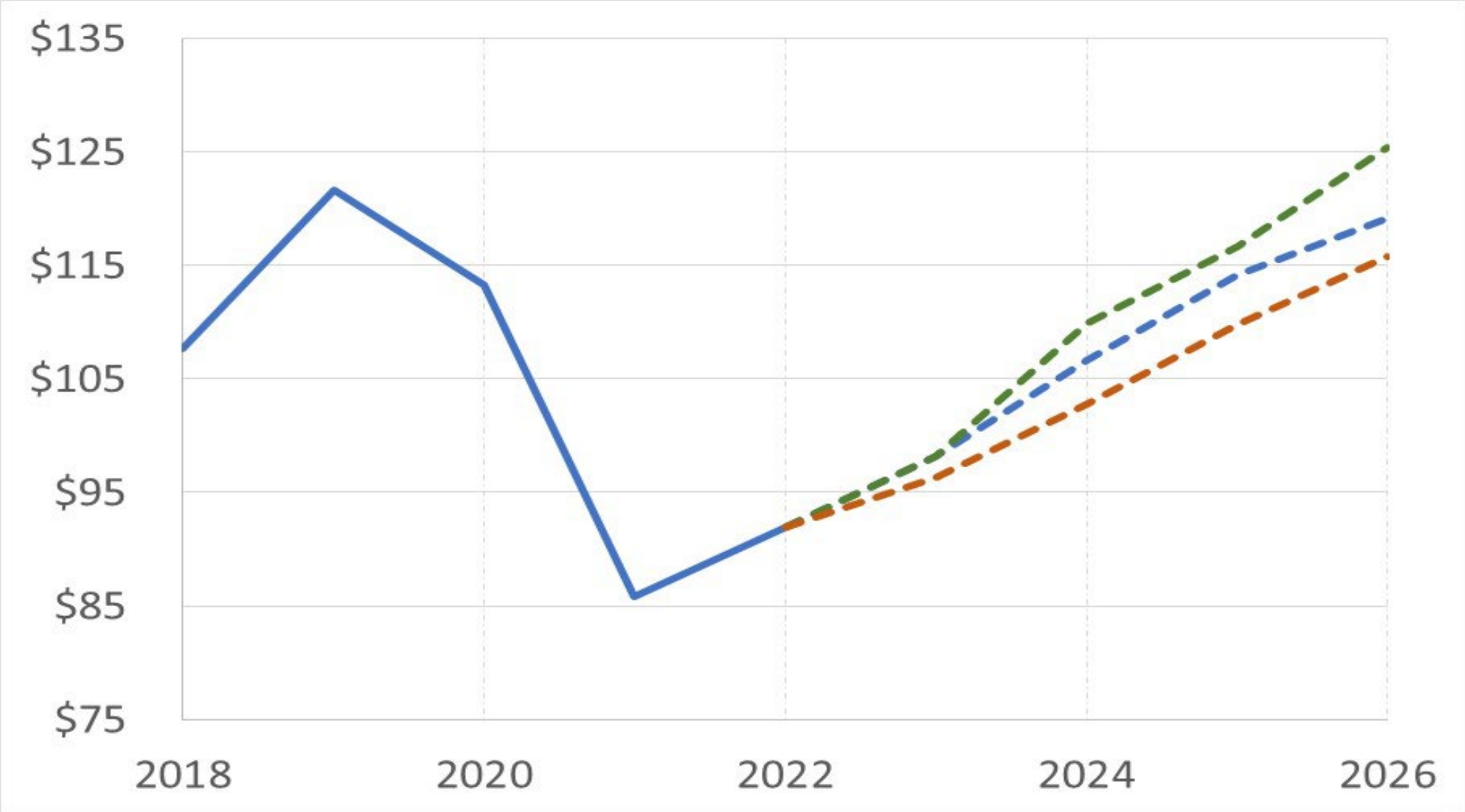


\*2019, 2021, and 2023 totals span the months of June - August for comparison purposes.

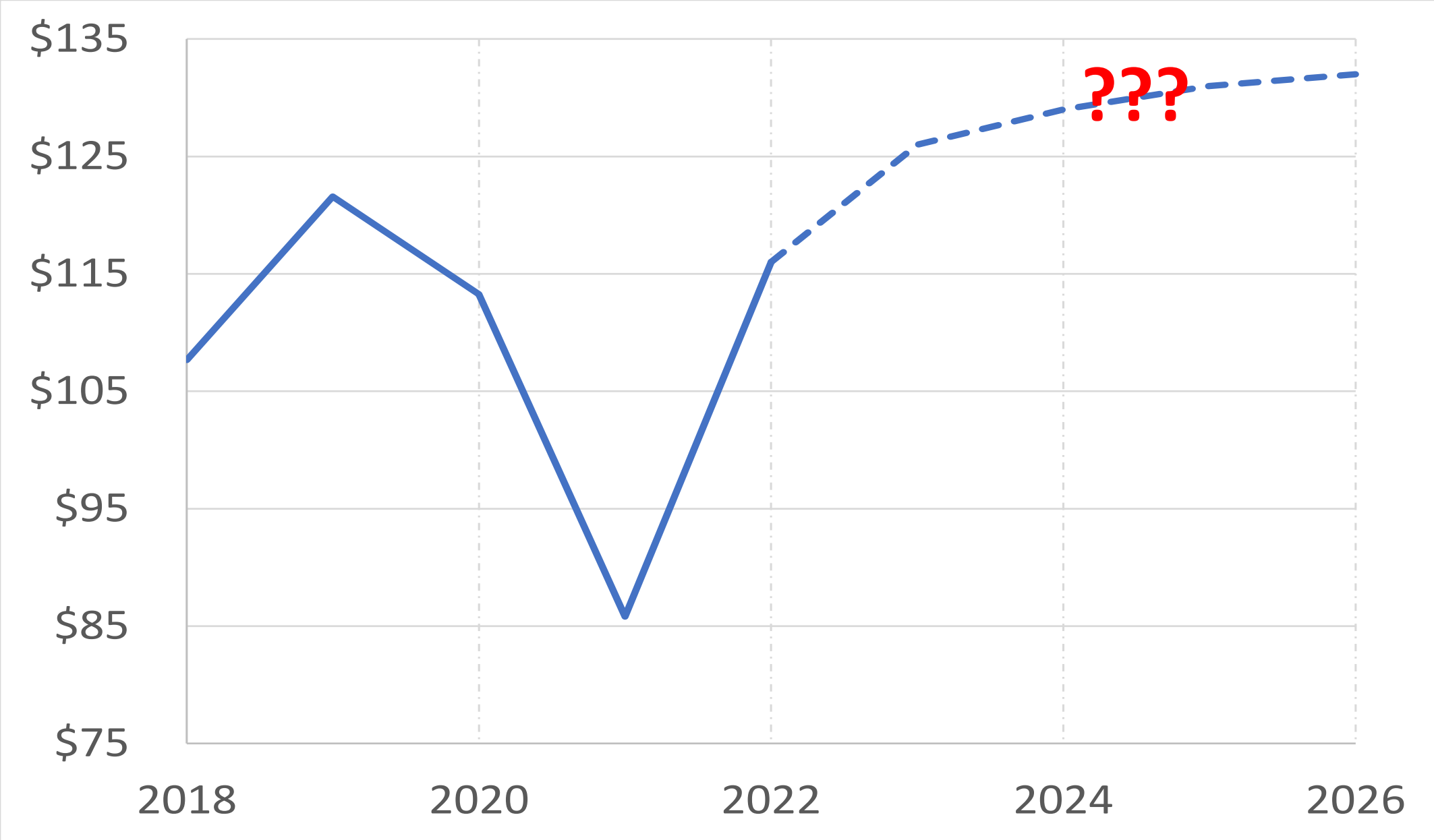
# Parking Meters



# 2021 Prediction of Port Revenues



# 2023 Forecast of Port Revenues



# Highlights

- Port recovery has been faster due to leisure tourism
- Now we're in the slow part of the recovery waiting for business tourism to return.
- While revenues have been recovering, expenses have been growing with highest inflation in a generation.
- Biggest uncertainty: will office workers return?

