

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2017								LAST -12- MONTHS (Sept '16 - August '17)							
		August		MINIMUM		Percentage Rent		TOTAL RENT		% Change		MINIMUM		Percentage Rent		TOTAL RENT	
		SALES	% Change (Over Prior Yr.)	Rent	(over Minimum)	SALES	% Change (Over Prior Yr.)	Sales per Sq.Ft.	Rent per Sq.Ft.	SALES	% Change (Over Prior Yr.)	Rent	(over Minimum)	SALES	% Change (Over Prior Yr.)	Sales/ Sq.Ft.	Rent/ Sq.Ft.
RESTAURANTS - FULL SERVICE		FISHERMAN'S WHARF															
Alioto's	6,270	1,156,229	5%	18,385	56,770	75,155	5%	184.41	11.99	10,797,226	0%	220,618	481,205	701,823	0%	1722.05	111.93
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	0	-100% (2)	6,000	0	6,000	-66%	0.00	1.40	2,375,691	-6%	72,000	94,359	166,359	-2%	554.29	38.81
Castagnola's	9,107	0	-100% (2)	22,248	0	22,248	0%	0.00	2.44	2,362,665	-14%	266,978	1,900	268,878	-1%	259.43	29.52
D & G Co.(Lou's Blue)	2,120	380,703	0%	13,700	11,998	25,697	0%	179.58	12.12	3,110,482	-5%	161,781	61,093	222,873	-3%	1467.21	105.13
Fisherman's Grotto #9	18,796	0	-100% (13)	27,990	0	27,990	-33%	0.00	1.49	486,233	-92%	335,878	3,615	339,493	-18%	25.87	18.06
Nick's Lighthouse	2,238	517,452	-6%	2,326	31,310	33,636	-6%	231.21	15.03	5,508,789	1%	27,913	330,171	358,084	1%	2,461.48	160.00
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	379,051	2%	10,830	14,756	25,586	2%	91.56	6.18	3,072,458	14%	129,957	85,994	215,951	13%	742.14	52.16
Sabella & La Torre	2,236	556,913	6%	2,479	33,720	36,199	-3%	249.07	16.19	5,396,605	6%	29,745	321,030	350,775	5%	2,413.51	156.88
Scoma's	12,421	1,389,680	-8%	20,709	69,635	90,344	-8%	111.88	7.27	14,835,230	-4%	248,507	715,942	964,449	-4%	1194.37	77.65
SFO Forecast, Inc.(Portco)	7,430	918,559	7%	5,375	56,628	62,003	7%	123.63	8.34	7,545,330	3%	64,499	444,810	509,309	3%	1015.52	68.55
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,595,650	-6%	32,392	75,835	108,227	-7%	131.40	8.91	15,604,673	7%	388,710	661,909	1,050,619	6%	1285.08	86.52
Tarantino's	7,153	236,725	8%	12,279	3,108	15,387	8%	33.09	2.15	2,322,833	8%	147,349	16,233	163,582	3%	324.74	22.87
SUBTOTAL:		\$7,130,962	-15%	\$174,713	\$353,761	\$528,474	-6%	-	-	\$73,418,215	-6%	\$2,093,935	\$3,218,262	\$5,312,197	0%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,675,305	-1%	41,667	123,965	165,631	-2%	134.50	8.33	26,332,612	-3%	500,004	1,135,701	1,635,704	-3%	1323.85	82.23
Boudin's Bakery & Café	4,400	493,004	10%	7,266	37,104	44,370	10%	112.05	10.08	3,938,398	7%	86,384	268,075	354,459	7%	895.09	80.56
Frances Chu (The Crab Station)	927	241,404	1%	943	14,748	15,691	1%	260.41	16.93	2,181,036	13%	11,314	130,450	141,764	13%	2352.79	152.93
Guardino's Souvenir & Gift	1,824	202,329	2%	1,235	12,444	13,679	1%	110.93	7.50	1,840,267	5%	14,822	109,317	124,139	5%	1,008.92	68.06
SUBTOTAL:		\$3,612,042	0%	\$51,111	\$188,261	\$239,371	0%	-	-	\$34,292,313	-1%	\$612,524	\$1,643,543	\$2,256,066	0%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	1,228,767	0%	32,646	67,429	100,075	-1%	20.72	1.69	9,327,520	-2%	391,756	373,285	765,041	1%	157.31	12.90
Abraham Pedicabs dba Cabrio Taxi		5,496	-16%	200	350	550	-16%	-	-	40,052	-20%	2,400	2,022	4,422	-18%	-	-
Golden Gate Pedicab		8,050	10%	300	505	805	10%	-	-	86,346	21%	3,600	5,036	8,636	21%	-	-
Henriquez, Reinaldo		206	-9%	20	7	27	-8%	-	-	2,138	-26%	240	65	305	-21%	-	-
Pedicab/K.Saggers		8,442	-8%	240	604	844	-8%	-	-	79,517	-15%	2,880	5,086	7,966	-15%	-	-
SUBTOTAL:		\$1,250,961	-1%	\$33,406	\$68,895	\$102,301	-1%	-	-	\$9,535,573	-2%	\$400,876	\$385,494	\$786,370	1%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	290,508	0%	11,541	8,587	20,128	0%	13.89	0.96	2,413,521	9%	138,496	40,851	179,347	10%	115.40	8.58
Frank's Fisherman's Supply	8,183	89,038	-10%	4,160	4,744	8,904	-10%	10.88	1.09	806,952	-6%	49,916	31,316	81,232	-5%	98.61	9.93
Hoppe, Arthur	10,413	431,560	-8%	14,248	23,514	37,761	-8%	41.44	3.63	3,419,676	2%	170,513	131,270	301,782	1%	328.40	28.98
Portco, Inc./ Safe Harbor (swl 302)		139,474	-3%	10,997	1,207	12,204	-3%	-	-	1,059,238	0%	129,370	5,127	134,497	3%	-	-
SUBTOTAL:		\$950,580	-5%	\$40,946	\$38,051	\$78,997	-5%	-	-	\$7,699,387	3%	\$488,295	\$208,563	\$696,858	3%	-	-

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TENANT	AREA (GLA)	2017								LAST -12- MONTHS (Sept '16 - August '17)							
		August 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	103,044	-4%	2,841	3,342	6,183	-4%	19.73	1.18	808,906	6%	34,092	15,488	49,580	6%	154.87	9.49
S. F. Maritime Nat'l Park Assoc.	8,096	148,151	16%	6,855	2,034	8,889	16%	18.30	1.10	850,355	-5%	82,262	5,003	87,265	3%	105.03	10.78
S. F. Museum and Historical Society	9,406	110,494	2%	4,089	6,898	10,988	2%	11.75	1.17	930,946	8%	48,518	34,116	82,635	9%	98.97	8.79
SUBTOTAL:		\$361,689	5%	\$13,786	\$12,274	\$26,059	5%	-	-	\$2,590,207	3%	\$164,873	\$54,608	\$219,480	6%	-	-
Pier 39		0	* (14)	41,667	1,140	42,807	0%	-	-	36,685,824	1%	500,000	3,221,275	3,721,275	2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (14)	8,921	0	8,921	7%	-	-	10,436,588	4%	102,642	315,923	418,565	4%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$1,140	\$51,728	1%	-	-	\$47,122,412	1%	\$602,642	\$3,537,198	\$4,139,840	2%	-	-
TOTAL : FISHERMAN'S WHARF		\$13,306,234	-9%	\$364,549	\$662,382	\$1,026,931	-3%	-	-	\$174,658,107	-2%	\$4,363,144	\$9,047,668	\$13,410,812	1%		
TOTAL PORT		\$23,061,648	-1%	\$1,500,366	\$1,633,260	\$3,133,626	3%			\$273,728,619	-1%	\$14,066,976	\$18,672,881	\$32,739,857	0%		

12 MONTH SUMMARY

\$ IMPACT

	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" ->	\$26,953,251	\$8,981,738	\$72,117,261	\$10,347,308	\$174,658,107	\$13,410,812	\$273,728,619	\$32,739,857
PRIOR "YEAR" ->	\$27,967,420	\$8,984,715	\$70,292,936	\$10,310,112	\$179,052,129	\$13,300,155	\$277,312,485	\$32,594,982
CHANGE ->	-4% (\$1,014,169)	0% (\$2,977)	3% \$1,824,325	0% \$37,195	-2% (\$4,394,022)	1% \$110,657	-1% (\$3,583,866)	0% \$144,875

(13) Business is temporarily closed for renovation.

(14) Quarterly reporting on rent revenues.

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TENANT	AREA (GLA)	August 2017								LAST 12 MONTHS (Sept '16 - August '17)							
		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		CENTRAL & SOUTHERN															
Carmen's Restaurant		32,580	* (1)	1,854	1,070	2,924	*	-	-	197,775	* (1)	14,778	4,643	19,421	*	-	-
Ferry Plaza Limited Partnership	19,085	0	0% (2)	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	421,276	-1%	18,364	11,126	29,489	-1%	53.16	3.72	4,974,694	-6%	216,141	132,091	348,231	-6%	627.80	43.95
Java House, LLC		20,441	8%	3,193	0	3,193	0%	-	-	184,834	13%	38,317	0	38,317	15%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (3)	18,333	0	18,333	0%	0.00	0.92	1,786,170	3%	219,993	98,047	318,040	1%	89.42	15.92
The Ramp Restaurant		276,515	-7%	8,037	3,747	11,784	11%	-	-	2,938,224	-7%	91,012	36,430	127,442	-6%	-	-
Red's Java House	772	72,350	-18%	1,652	3,412	5,064	-18%	93.72	6.56	718,906	-7%	18,319	32,005	50,324	-7%	931.23	65.19
Sitting By, Inc. dba Hivide	1,937	207,247	-7%	6,590	7,917	14,507	-7%	106.99	7.49	2,206,718	-3%	78,341	76,126	154,467	-3%	1139.25	79.75
SUBTOTAL:		\$1,030,408	-2%	\$76,595	\$27,272	\$103,868	2%	-	-	\$13,007,320	-3%	\$899,761	\$379,342	\$1,279,104	-1%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	887,150	8% (4)	411,544	211,656	623,200	-1%	1.43	1.01	6,123,402	6%	2,761,162	1,820,778	4,581,940	1%	9.89	7.40
China Basin Ball Park Co. (Lot A)- Spcl Event		0	-100% (4)	0	0	0	0%	-	-	29,694	-45%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		11,510	-31%	0	7,596	7,596	-31%	-	-	169,570	-25%	0	111,916	111,916	-25%	-	-
Imperial Parking Inc. (Piers 30/32))		157,459	5%	0	103,923	103,923	5%	-	-	1,390,362	-11%	0	917,639	917,639	-11%	-	-
Imperial Parking Inc. (SWL #330)	101,471	122,712	12%	45,410	35,580	80,990	12%	1.21	0.80	942,508	-20%	543,574	166,088	709,662	-8%	9.29	6.99
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		37,803	6%	0	24,950	24,950	6%	-	-	436,871	30%	0	288,334	288,334	30%	-	-
Imperial Parking Inc. (Port Bus Lot)	39,820	0	0% (4)	0	0	0	0%	0.00	0.00	0	0%	0	0	0	0%	0.00	0.00
Imperial Parking Inc. (pier 48)- Parking		203,326	-9% (4)	0	0	0	0%	-	-	1,146,674	-7%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (4)	0	0	0	0%	-	-	0	-100%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	-100% (4)	0	0	0	0%	-	-	246,000	-25%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		6,950	53%	0	4,587	4,587	53%	-	-	78,696	* (1)	0	51,937	51,937	*	-	-
SUBTOTAL:		\$1,426,909	3%	\$456,954	\$388,292	\$845,246	1%	-	-	\$10,563,776	-1%	\$3,304,736	\$3,356,692	\$6,661,428	-1%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		189,206	42%	16,074	7,494	23,568	11%	-	-	1,957,717	-5%	182,032	72,856	254,888	-6%	-	-
Bay Native		0	-100% (2)	4,552	0	4,552	3%	-	-	42,857	-81%	54,095	0	54,095	2%	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (6)	86,783	0	86,783	55%	-	-	1,381,581	-12%	732,222	0	732,222	9%	-	-
SUBTOTAL:		\$189,206	33%	\$107,410	\$7,494	\$114,904	41%	-	-	\$3,382,155	-13%	\$968,350	\$72,856	\$1,041,206	5%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,646,524	2%	\$640,959	\$423,058	\$1,064,017	4%	-	-	\$26,953,251	-4%	\$5,172,847	\$3,808,891	\$8,981,738	0%	-	-

- (1) Insufficient historical data for comparison.
- (2) August 2017 sales unavailable.
- (3) Quarterly reporting on rent revenues.
- (4) Lease combines revenues from CBBP (Lot A), Port Bus lot and P-48 lot for percentage rent calculation & consolidates under CBBP.
- (5) Percentage rent is due when YTD percentage rent @ 3.3% of gross sales is in excess of minimum rent per calendar quarter. Legal issues pending.
- (6) Quarterly reporting with special covered period.

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RESTAURANTS - FULL SERVICE																	
Northern																	
Blue Jeans Equities / Fog City Diner	7,627	270,565	-13%	10,074	8,189	18,263	-13%	35.47	2.39	3,195,920	-17%	118,945	96,782	215,727	-17%	419.03	28.28
Pier 23 Cafe	4,835	503,961	-8%	21,944	13,334	35,277	-8%	104.23	7.30	5,207,278	-5%	224,357	141,244	365,600	-4%	1077.00	75.62
Waterfront Restaurant	11,894	418,659	-15% (7)	12,808	12,311	25,119	-15%	35.20	2.11	5,966,277	1%	150,637	204,967	355,604	0%	501.62	29.90
SUBTOTAL:		\$1,193,185	-12%	\$44,826	\$33,834	\$78,660	-12%	-	-	\$14,369,475	-6%	\$493,938	\$442,993	\$936,931	-6%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	144,023	3% (8)	53,841	0	53,841	0%	4.81	1.80	1,445,733	1%	646,093	0	646,093	0%	48.32	21.60
Central Parking (Triangle lot)		254,734	-4% (8)	123,747	85,592	209,339	-2%	-	-	2,512,438	-2%	1,484,963	548,289	2,033,252	1%	-	-
Central Parking (Pier 45-Shed A)		60,403	-9%	0	39,866	39,866	-9%	-	-	520,601	19%	0	343,597	343,597	19%	-	-
Central Parking (Pier 45-Shed C & Valley)		9,250	-1%	0	6,105	6,105	-1%	-	-	93,620	-12%	0	61,790	61,790	-12%	-	-
Central Parking (SWL 321)		96,310	12% (9)	73,000	0	73,000	28%	-	-	918,391	1%	219,000	432,314	651,314	5%	-	-
Central Parking (SWL 323/324)		90,494	-18% (9)	78,000	0	78,000	7%	-	-	946,053	-10%	234,000	442,272	676,272	-6%	-	-
Central Parking (Swl 322-i)	37,812	62,842	-8%	0	41,476	41,476	-8%	1.66	1.10	690,543	-11%	0	455,760	455,760	-12%	18.26	12.05
Central Parking (Pier 19.5)		40,030	-17%	0	26,420	26,420	-17%	-	-	474,413	3%	0	313,112	313,112	3%	-	-
Central Parking (Pier 29.5)		31,148	* (10)	0	20,558	20,558	*	-	-	299,809	-24%	0	197,873	197,873	-24%	-	-
SUBTOTAL:		\$789,234	-1%	\$328,588	\$220,016	\$548,604	5%	-	-	\$7,901,601	-3%	\$2,584,056	\$2,795,006	\$5,379,062	-1%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		2,923,167	15% (11),(11a)	31,668	172,953	204,622	7%	-	-	27,131,121	9%	380,019	1,564,476	1,944,496	9%	-	-
Hornblower Yachts, Inc. (Pier 3)		1,819,005	93% (11a)	18,908	108,752	127,660	81%	-	-	14,186,414	10%	226,900	806,741	1,033,641	9%	-	-
SUBTOTAL:		\$4,742,172	36%	\$50,576	\$281,706	\$332,282	27%	-	-	\$41,317,535	10%	\$606,919	\$2,371,218	\$2,978,137	9%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,267	0	5,267	4%	-	-	480,000	0%	62,844	0	62,844	4%	-	-
S. F. Pier 33, LLC	4,300	344,299	8%	12,371	12,264	24,635	8%	80.07	5.73	2,985,010	-1%	144,476	86,311	230,787	7%	694.19	53.67
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (12)	53,229	0	53,229	0%	-	-	5,063,640	-12%	638,751	120,794	759,545	-13%	-	-
SUBTOTAL:		\$384,299	7%	\$70,868	\$12,264	\$83,132	3%	-	-	\$8,528,650	-8%	\$846,072	\$207,105	\$1,053,177	-9%	-	-
TOTAL :	NORTHERN	\$7,108,890	18%	\$494,858	\$547,820	\$1,042,678	9%	-	-	\$72,117,261	3%	\$4,530,985	\$5,816,322	\$10,347,308	0%	-	-

(7) Data is preliminary, pending for revision.
 (8) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (9) Lot was replaced with new lease # L-16141 effective 6/1/2017. New lease requires base rent plus 66% of gross receipts in excess of the monthly base rent.
 (10) Pier 29.5 lot was closed from June 2016 to Dec 23,2016 due to renovation.
 (11) Data is preliminary, pending for revision. (11a) Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease.
 (12) 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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