

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2017								LAST -12- MONTHS (Jan '17 - Dec '17)							
		December 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	876,424	1%	18,385	38,583	56,968	1%	139.78	9.09	10,670,679	-3%	220,618	472,978	693,596	-3%	1701.86	110.62
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	229,895	17%	6,000	9,518	15,518	17%	53.64	3.62	2,515,976	-2%	72,000	103,828	175,828	1%	587.02	41.02
Castagnola's	9,107	0	-100% (2)	22,248	0	22,248	0%	0.00	2.44	1,406,527	-51%	266,978	1,900	268,878	-1%	154.44	29.52
D & G Co.(Lou's Blue)	2,120	175,223	12%	13,700	0	13,700	2%	82.65	6.46	3,104,824	-7%	162,829	61,057	223,886	-3%	1464.54	105.61
Fisherman's Grotto #9	18,796	0	* (11)	27,990	0	27,990	0%	0.00	1.49	0	-100%	335,878	0	335,878	-15%	0.00	17.87
Nick's Lighthouse	2,238	489,773	-1%	2,326	29,510	31,836	-1%	218.84	14.23	5,358,969	-4%	27,913	320,433	348,346	-4%	2,394.53	155.65
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	175,533	40%	10,830	1,019	11,849	9%	42.40	2.86	3,151,689	10%	129,957	88,997	218,954	9%	761.28	52.89
Sabella & La Torre	2,236	438,479	7%	2,479	26,022	28,501	7%	196.10	12.75	5,394,919	2%	29,745	320,921	350,666	1%	2,412.75	156.83
Scoma's	12,421	1,080,547	-8%	20,709	49,565	70,274	-8%	86.99	5.66	14,316,074	-8%	248,507	682,228	936,876	-7%	1152.57	75.43
SFO Forecast, Inc.(Portco)	7,430	386,763	-20%	5,375	20,731	26,106	-20%	52.05	3.51	7,600,829	3%	64,499	448,556	513,055	3%	1022.99	69.05
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,163,037	1%	32,392	45,070	77,462	1%	95.78	6.38	15,470,598	0%	388,710	652,112	1,040,822	0%	1274.03	85.71
Tarantino's	7,153	152,128	-30%	12,279	0	12,279	-13%	21.27	1.72	2,269,868	4%	147,349	15,539	162,888	3%	317.33	22.77
SUBTOTAL:		\$5,167,801	-5%	\$174,713	\$220,019	\$394,731	-2%	-	-	\$71,260,951	-9%	\$2,094,983	\$3,168,550	\$5,263,533	-3%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,423,815	2%	41,667	106,966	148,633	1%	121.85	7.47	26,495,536	-1%	500,004	1,143,705	1,643,709	-1%	1332.04	82.64
Boudin's Bakery & Café	4,400	324,728	24%	7,266	21,959	29,226	24%	73.80	6.64	4,160,650	10%	87,196	287,264	374,461	10%	945.60	85.10
Frances Chu (The Crab Station)	927	183,424	1%	943	10,980	11,923	1%	197.87	12.86	2,192,013	7%	11,314	131,164	142,478	7%	2364.63	153.70
Guardino's Souvenir & Gift	1,824	139,701	-9%	1,235	8,058	9,293	-10%	76.59	5.09	1,775,085	-4%	14,822	104,660	119,482	-4%	973.18	65.51
SUBTOTAL:		\$3,071,669	3%	\$51,111	\$147,963	\$199,073	3%	-	-	\$34,623,285	1%	\$613,336	\$1,666,793	\$2,280,128	1%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	325,174	3%	32,646	0	32,646	0%	5.48	0.55	9,790,636	10%	391,756	406,227	797,983	10%	165.13	13.46
Abraham Pedicabs dba Cabrio Taxi		1,085	-16%	200	0	200	0%	-	-	39,926	-12%	2,400	2,011	4,411	-11%	-	-
Golden Gate Pedicab		2,945	-36%	300	0	300	-35%	-	-	84,633	8%	3,600	4,870	8,470	8%	-	-
Henriquez, Reinaldo		261	-1%	20	14	34	0%	-	-	2,337	-14%	240	87	327	-10%	-	-
Pedicab/K.Saggers		2,356	-17%	240	0	240	-15%	-	-	75,896	-14%	2,880	4,728	7,608	-14%	-	-
SUBTOTAL:		\$331,820	2%	\$33,406	\$14	\$33,420	-1%	-	-	\$9,993,427	9%	\$400,876	\$417,923	\$818,799	9%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	128,552	-3%	11,541	0	11,541	0%	6.15	0.55	2,388,405	2%	138,496	39,557	178,053	3%	114.20	8.51
Frank's Fisherman's Supply	8,183	57,853	9%	4,160	1,625	5,785	9%	7.07	0.71	799,580	-4%	49,916	30,579	80,495	-4%	97.71	9.84
Hoppe, Arthur	10,413	177,941	8%	14,248	1,322	15,570	8%	17.09	1.50	3,415,892	-1%	170,744	130,634	301,378	-1%	328.04	28.94
Portco, Inc./ Safe Harbor (swl 302)		66,536	57%	10,997	0	10,997	3%	-	-	1,083,718	3%	130,666	5,127	135,793	3%	-	-
SUBTOTAL:		\$430,882	10%	\$40,946	\$2,947	\$43,894	5%	-	-	\$7,687,595	0%	\$489,822	\$205,897	\$695,720	0%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	40,440	-17%	2,841	0	2,841	-3%	7.74	0.54	762,964	-3%	34,092	14,817	48,909	3%	146.08	9.36
S. F. Maritime Nat'l Park Assoc.	8,096	69,713	12%	6,855	0	6,855	0%	8.61	0.85	1,055,444	31%	82,262	5,176	87,438	3%	130.37	10.80
S. F. Museum and Historical Society	9,406	75,764	-5%	4,089	3,448	7,537	-5%	8.05	0.80	966,700	8%	49,070	37,133	86,203	8%	102.77	9.16
SUBTOTAL:		\$185,917	-3%	\$13,786	\$3,448	\$17,233	-3%	-	-	\$2,785,108	12%	\$165,425	\$57,126	\$222,550	5%	-	-
Pier 39		13,457,423	7% (12)	41,667	1,157,398	1,199,065	6%	-	-	37,642,904	2%	500,000	3,300,562	3,800,562	2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		1,972,543	-1% (12)	8,921	52,139	61,060	-2%	-	-	10,391,555	-1%	104,846	310,815	415,661	-1%	-	-
SUBTOTAL:		\$15,429,966	6%	\$50,588	\$1,209,537	\$1,260,125	6%	-	-	\$48,034,459	2%	\$604,846	\$3,611,377	\$4,216,223	2%	-	-
TOTAL : FISHERMAN'S WHARF		\$24,618,055	3%	\$364,549	\$1,583,927	\$1,948,476	3%	-	-	\$174,384,825	-3%	\$4,369,287	\$9,127,665	\$13,496,952	0%		
TOTAL PORT		\$34,590,835	8%	\$1,153,782	\$2,225,178	\$3,378,960	4%			\$279,157,107	0%	\$14,986,208	\$18,418,967	\$33,405,174	2%		

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" ->	\$28,952,680	\$9,122,279	\$75,819,603	\$10,785,943	\$174,384,825	\$13,496,952	\$279,157,107	\$33,405,174
PRIOR "YEAR" ->	\$29,005,254	\$9,101,759	\$69,636,551	\$10,144,992	\$179,688,026	\$13,466,881	\$278,329,831	\$32,713,633
CHANGE ->	0% (\$52,574)	0% \$20,520	9% \$6,183,052	6% \$640,951	-3% (\$5,303,202)	0% \$30,071	0% \$827,276	2% \$691,542

(11) Business is temporarily closed for renovation.

(12) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		186,246	-17% (1)	10,894	2,143	13,037	-17%	-	-	2,214,360	31%	130,120	29,307	159,427	0%	-	-
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	445,629	-4%	18,364	12,830	31,194	-4%	56.24	3.94	4,947,291	-4%	218,021	129,051	347,072	-4%	624.34	43.80
Java House, LLC		8,559	17%	3,193	0	3,193	0%	-	-	166,924	-5%	38,317	0	38,317	8%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	473,512	2% (3)	18,333	27,209	45,542	2%	23.70	2.28	1,823,926	2%	219,993	101,823	321,816	1%	91.31	16.11
The Ramp Restaurant		131,381	13%	8,037	0	8,037	9%	-	-	3,009,372	-1%	93,728	39,158	132,886	4%	-	-
Red's Java House	772	34,011	57%	1,652	729	2,381	57%	44.06	3.08	712,109	-9%	18,867	30,981	49,848	-9%	922.42	64.57
Sitting By, Inc. dba Hidive	1,937	150,757	-1%	6,590	3,963	10,553	-1%	77.83	5.45	2,225,614	-2%	78,833	76,957	155,790	-2%	1149.00	80.43
SUBTOTAL:		\$1,430,094	-1%	\$85,636	\$46,874	\$132,509	-1%	-	-	\$15,099,595	1%	\$1,020,740	\$407,276	\$1,428,016	-1%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	144,073	-58% (4)	52,167	83,421	135,588	-52%	0.23	0.22	5,845,054	-1%	2,777,706	1,561,174	4,338,880	-6%	9.44	7.01
China Basin Ball Park Co. (Lot A)- Spcl Event		0	0% (4)	0	0	0	0%	-	-	18,915	-69%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		13,719	-15%	0	9,055	9,055	-15%	-	-	157,966	-27%	0	104,257	104,257	-27%	-	-
Imperial Parking Inc. (Piers 30/32))		90,768	45%	0	59,907	59,907	45%	-	-	1,434,104	1%	0	946,508	946,508	1%	-	-
Imperial Parking Inc. (SWL #330)	101,471	60,837	88%	46,773	0	46,773	3%	0.60	0.46	1,047,416	5%	549,003	193,340	742,343	6%	10.32	7.32
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		43,733	21%	0	28,864	28,864	21%	-	-	484,282	30%	0	319,626	319,626	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		0	-100% (4)	0	0	0	0%	-	-	1,111,120	-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		40,500	-25% (4)	0	0	0	0%	-	-	217,500	-41%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,292	14%	0	4,813	4,813	10%	-	-	83,747	* (5)	0	55,116	55,116	*	-	-
SUBTOTAL:		\$400,923	-27%	\$98,940	\$186,059	\$284,999	-30%	-	-	\$10,400,105	-2%	\$3,326,709	\$3,180,020	\$6,506,729	-3%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		158,281	36%	16,074	0	16,074	9%	-	-	2,134,053	15%	187,460	78,314	265,774	4%	-	-
Bay Native		0	-100% (2)	4,552	0	4,552	3%	-	-	0	-100%	54,623	0	54,623	3%	-	-
Recology/Sustainable Crushing Ventures, LLC		347,052	-15% (6)	89,032	0	89,032	59%	-	-	1,318,927	-11%	867,136	0	867,136	29%	-	-
SUBTOTAL:		\$505,333	-6%	\$109,658	\$0	\$109,658	46%	-	-	\$3,452,980	-2%	\$1,109,219	\$78,314	\$1,187,533	21%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,336,350	-8%	\$294,234	\$232,933	\$527,167	-14%	-	-	\$28,952,680	0%	\$5,456,668	\$3,665,611	\$9,122,279	0%	-	-

(1) Lease commenced in 2014. Percentage rent reporting began in May 2016.

(2) Dec 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) Insufficient historical data for comparison.

(6) Quarterly reporting with special covered period from August 2017 to Oct 2017.

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	260,234	-18%	10,074	7,492	17,566	-18%	34.12	2.30	3,054,624	-16%	120,893	85,298	206,190	-16%	400.50	27.03
Pier 23 Cafe	4,835	321,878	-3%	21,944	588	22,531	-3%	66.57	4.66	5,062,695	-7%	243,841	115,525	359,365	-5%	1047.09	74.33
Waterfront Restaurant	11,894	673,795	4%	12,808	27,620	40,428	4%	56.65	3.40	6,139,283	3%	152,385	215,970	368,355	4%	516.17	30.97
SUBTOTAL:		\$1,255,907	-3%	\$44,826	\$35,699	\$80,525	-4%	-	-	\$14,256,602	-5%	\$517,118	\$416,792	\$933,910	-5%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	106,804	-5% (7)	53,841	0	53,841	0%	3.57	1.80	1,454,837	-1%	646,093	0	646,093	0%	48.63	21.60
Central Parking (Triangle lot)		179,201	-4% (7)	123,747	11,175	134,922	-6%	-	-	2,493,313	-3%	1,484,963	541,673	2,026,636	0%	-	-
Central Parking (Pier 45-Shed A)		35,553	-15%	0	23,465	23,465	-15%	-	-	516,217	7%	0	340,705	340,705	7%	-	-
Central Parking (Pier 45-Shed C & Valley)		5,340	-22%	0	3,524	3,524	-22%	-	-	90,599	-9%	0	59,794	59,794	-9%	-	-
Central Parking (SWL 321)		79,375	16%	73,000	0	73,000	62%	-	-	987,877	12%	511,000	247,888	758,888	30%	-	-
Central Parking (SWL 323/324)		82,284	14%	78,000	0	78,000	63%	-	-	958,499	-8%	546,000	233,008	779,008	13%	-	-
Central Parking (Swl 322-i)	37,812	57,756	-3%	0	38,119	38,119	-3%	1.53	1.01	678,836	-10%	0	448,033	448,033	-10%	17.95	11.85
Central Parking (Pier 19.5)		21,800	-34%	0	14,388	14,388	-34%	-	-	432,297	-8%	0	285,315	285,315	-8%	-	-
Central Parking (Pier 29.5)		26,737	164% (8)	0	17,647	17,647	164%	-	-	432,784	98%	0	285,638	285,638	98%	-	-
SUBTOTAL:		\$594,850	1%	\$328,588	\$108,319	\$436,907	12%	-	-	\$8,045,259	1%	\$3,188,056	\$2,442,055	\$5,630,111	7%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		1,711,994	437% (9),(9a)	31,668	88,171	119,840	278%	-	-	29,031,312	18%	380,019	1,666,844	2,046,864	13%	-	-
Hornblower Yachts, Inc. (Pier 3)		2,644,766	38% (9a)	18,908	154,519	173,427	33%	-	-	15,758,226	19%	226,900	900,342	1,127,242	16%	-	-
SUBTOTAL:		\$4,356,760	95%	\$50,576	\$242,690	\$293,266	81%	-	-	\$44,789,538	19%	\$606,919	\$2,567,186	\$3,174,105	14%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	3%	-	-	480,000	0%	63,488	0	63,488	3%	-	-
S. F. Pier 33, LLC	4,300	188,183	16%	12,371	1,188	13,559	13%	43.76	3.15	3,271,345	16%	145,920	91,880	237,800	10%	760.78	55.30
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		1,200,729	-6% (10)	53,229	20,421	73,651	-13%	-	-	4,976,858	-10%	638,751	107,777	746,529	-10%	-	-
SUBTOTAL:		\$1,428,912	-3%	\$71,009	\$21,610	\$92,619	-9%	-	-	\$8,728,203	-2%	\$848,159	\$199,658	\$1,047,817	-6%	-	-
TOTAL :	NORTHERN	\$7,636,430	36%	\$494,999	\$408,318	\$903,317	22%	-	-	\$75,819,603	9%	\$5,160,253	\$5,625,691	\$10,785,943	6%	-	-

(7) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (8) Pier 29.5 lot was closed from June 2016 to Dec 23,2016 due to renovation.
 (9) Data is preliminary, pending for revision. (9a) 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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