

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	February 2018								LAST -12- MONTHS (March '17 - Feb '18)							
		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	624,493	2%	18,385	22,208	40,593	2%	99.60	6.47	10,724,509	-1%	220,618	476,478	697,096	-1%	1710.45	111.18
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	197,029	33%	6,000	7,299	13,299	33%	45.97	3.10	2,593,567	5%	72,000	109,066	181,066	9%	605.13	42.25
Castagnola's	9,107	0	-100% (1)	22,248	0	22,248	0%	0.00	2.44	1,186,132	-57%	266,978	1,900	268,878	-1%	130.24	29.52
D & G Co.(Lou's Blue)	2,120	178,260	35%	13,700	0	13,700	2%	84.09	6.46	3,177,038	-1%	163,353	61,057	224,410	-2%	1498.60	105.85
Herrington Tavern(formerly Fisherman's Grotto #9)	18,796	270,441	* (10)	27,990	0	27,990	0%	14.39	1.49	990,749	* (10a)	335,878	0	335,878	*	52.71	17.87
Nick's Lighthouse	2,238	336,399	1%	2,326	19,540	21,866	1%	150.31	9.77	5,313,845	-5%	27,913	317,499	345,412	-5%	2,374.37	154.34
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	153,721	18%	10,830	0	10,830	0%	37.13	2.62	3,208,172	12%	129,957	88,997	218,954	9%	774.92	52.89
Sabella & La Torre	2,236	359,555	9%	2,479	20,892	23,371	9%	160.80	10.45	5,456,597	5%	29,745	324,930	354,675	4%	2,440.34	158.62
Scoma's	12,421	830,362	-12%	20,709	33,271	53,980	-12%	66.85	4.35	14,026,456	-8%	248,507	663,394	911,901	-8%	1129.25	73.42
SFO Forecast, Inc.(Portco)	7,430	435,699	28%	5,375	24,035	29,410	28%	58.64	3.96	7,739,232	6%	64,499	457,898	522,397	6%	1041.62	70.31
SFS39, inc. (formerly Franciscan Restaurant)	12,143	936,473	7%	32,392	30,349	62,741	7%	77.12	5.17	15,475,068	-1%	388,710	652,685	1,041,395	-1%	1274.40	85.76
Tarantino's	7,153	115,507	-9%	12,279	0	12,279	0%	16.15	1.72	2,210,559	0%	147,349	15,539	162,888	3%	309.04	22.77
SUBTOTAL:		\$4,437,938	8%	\$174,713	\$157,593	\$332,306	3%	-	-	\$72,101,924	-7%	\$2,095,507	\$3,169,442	\$5,264,948	-2%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	1,584,809	9%	41,667	53,269	94,936	6%	79.67	4.77	26,747,626	1%	500,004	1,156,748	1,656,752	1%	1344.71	83.29
Boudin's Bakery & Café	4,400	225,975	68%	7,484	12,853	20,338	68%	51.36	4.62	4,334,766	17%	87,632	302,497	390,130	17%	985.17	88.67
Frances Chu (The Crab Station)	927	150,043	27%	943	8,810	9,753	27%	161.86	10.52	2,211,697	9%	11,314	132,443	143,757	9%	2385.87	155.08
Guardino's Souvenir & Gift	1,824	86,880	-7%	1,235	4,619	5,854	-6%	47.63	3.21	1,766,324	-4%	14,822	104,125	118,947	-4%	968.38	65.21
SUBTOTAL:		\$2,047,707	13%	\$51,329	\$79,551	\$130,880	13%	-	-	\$35,060,413	3%	\$613,772	\$1,695,813	\$2,309,585	3%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	351,865	-22%	32,646	0	32,646	-13%	5.93	0.55	9,642,888	7%	391,756	396,966	788,722	7%	162.63	13.30
Abraham Pedicabs dba Cabrio Taxi		1,243	30%	200	0	200	0%	-	-	40,441	-10%	2,400	2,011	4,411	-11%	-	-
Golden Gate Pedicab		3,905	-3%	300	91	391	-3%	-	-	83,903	9%	3,600	4,798	8,398	9%	-	-
Henriquez, Reinaldo		115	121%	20	0	20	0%	-	-	2,376	7%	240	87	327	3%	-	-
Pedicab/K.Saggers		1,561	-43%	240	0	240	-12%	-	-	74,160	-13%	2,880	4,695	7,575	-12%	-	-
SUBTOTAL:		\$358,689	-22%	\$33,406	\$91	\$33,497	-13%	-	-	\$9,843,768	7%	\$400,876	\$408,557	\$809,433	6%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	118,088	2%	11,541	0	11,541	0%	5.65	0.55	2,384,534	1%	138,496	39,557	178,053	1%	114.01	8.51
Frank's Fisherman's Supply	8,183	50,648	7%	4,160	905	5,065	7%	6.19	0.62	809,100	-2%	49,916	30,989	80,905	-3%	98.88	9.89
Hoppe, Arthur	10,413	178,562	17%	14,248	1,376	15,624	10%	17.15	1.50	3,447,061	0%	170,974	132,010	302,984	-1%	331.03	29.10
Portco, Inc./ Safe Harbor (swl 302)		60,213	33%	10,997	0	10,997	3%	-	-	1,112,791	6%	131,314	5,127	136,441	3%	-	-
SUBTOTAL:		\$407,512	13%	\$40,946	\$2,281	\$43,227	5%	-	-	\$7,753,487	1%	\$490,700	\$207,683	\$698,383	0%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	43,440	45%	2,841	0	2,841	0%	8.32	0.54	772,424	1%	34,092	14,572	48,664	3%	147.89	9.32
S. F. Maritime Nat'l Park Assoc.	8,096	56,661	10%	6,855	0	6,855	0%	7.00	0.85	1,074,595	34%	82,262	5,176	87,438	3%	132.73	10.80
S. F. Museum and Historical Society	9,406	48,989	-12%	4,089	767	4,856	-12%	5.21	0.52	977,960	10%	49,070	38,251	87,321	11%	103.97	9.28
SUBTOTAL:		\$149,091	9%	\$13,786	\$767	\$14,553	-4%	-	-	\$2,824,980	15%	\$165,425	\$57,999	\$223,424	6%	-	-
Pier 39		0	* (11)	41,667	1,140	42,807	0%	-	-	37,677,843	2%	500,000	3,304,755	3,804,755	2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (11)	8,921	0	8,921	7%	-	-	10,391,555	-1%	105,948	310,815	416,763	0%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$1,140	\$51,728	1%	-	-	\$48,069,398	2%	\$605,948	\$3,615,570	\$4,221,518	2%	-	-
TOTAL : FISHERMAN'S WHARF		\$7,400,938	8%	\$364,767	\$241,423	\$606,191	4%	-	-	\$175,653,970	-1%	\$4,372,227	\$9,155,064	\$13,527,291	1%		
TOTAL PORT		\$12,831,824	11%	\$1,154,881	\$659,766	\$1,814,647	11%			\$281,203,434	2%	\$15,382,410	\$18,219,401	\$33,601,811	3%		

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" ->	\$29,035,560	\$9,091,089	\$76,513,904	\$10,983,431	\$175,653,970	\$13,527,291	\$281,203,434	\$33,601,811
PRIOR "YEAR" ->	\$28,852,352	\$9,077,445	\$69,054,087	\$10,078,028	\$178,016,970	\$13,420,603	\$275,923,409	\$32,576,076
CHANGE ->	1% \$183,208	0% \$13,644	11% \$7,459,817	9% \$905,403	-1% (\$2,363,000)	1% \$106,689	2% \$5,280,025	3% \$1,025,735

(10) Business was closed due to renovation from Oct '16 to Oct '17. Resumed operation under a new business name effective Nov 2017. (10a) Insufficient historical data for comparison, data covers sales from Nov '17.

(11) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		136,662	18%	10,894	0	10,894	3%	-	-	2,182,573	11%	130,730	28,434	159,164	-1%	-	-
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	339,783	21%	18,364	5,421	23,785	21%	42.88	3.00	4,959,694	0%	218,961	129,305	348,266	0%	625.91	43.95
Java House, LLC		0	-100% (1)	3,193	0	3,193	0%	-	-	153,106	-12%	38,317	0	38,317	5%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,823,926	2%	219,993	101,823	321,816	1%	91.31	16.11
The Ramp Restaurant		202,195	46%	8,037	1,641	9,678	32%	-	-	3,079,842	6%	95,086	41,127	136,213	9%	#DIV/0!	-
Red's Java House	772	41,050	30%	1,652	1,221	2,873	30%	53.17	3.72	724,288	-3%	19,158	31,560	50,718	-3%	938.20	65.70
Sitting By, Inc. dba Hivive	1,937	137,211	25%	6,590	3,015	9,605	25%	70.84	4.96	2,252,399	3%	79,079	78,586	157,665	3%	1162.83	81.40
SUBTOTAL:		\$856,900	26%	\$85,636	\$11,298	\$96,934	11%	-	-	\$15,175,827	3%	\$1,024,185	\$410,835	\$1,435,020	1%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	163,222	-7% (3)	52,167	58,305	110,472	-21%	0.26	0.18	5,645,130	-6%	2,780,744	1,404,949	4,185,693	-10%	9.12	6.76
China Basin Ball Park Co. (Lot A)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	18,915	-68%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		12,006	-33%	0	7,924	7,924	-33%	-	-	147,032	-33%	0	97,041	97,041	-33%	-	-
Imperial Parking Inc. (Piers 30/32))		83,572	26%	0	55,157	55,157	26%	-	-	1,476,750	9%	0	974,655	974,655	9%	-	-
Imperial Parking Inc. (SWL #330)	101,471	71,520	60%	46,773	431	47,203	4%	0.70	0.47	1,099,681	17%	551,729	193,771	745,499	6%	10.84	7.35
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		57,358	70%	0	37,856	37,856	70%	-	-	509,173	32%	0	336,054	336,054	32%	-	-
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		4,160	-8% (3)	0	0	0	0%	-	-	1,110,761	-7%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	0	0%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	-100% (3)	0	0	0	0%	-	-	196,500	-40%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,434	10%	0	4,906	4,906	16%	-	-	85,375	* (4)	0	56,608	56,608	*	-	-
SUBTOTAL:		\$399,271	8%	\$98,940	\$164,579	\$263,519	-1%	-	-	\$10,289,316	-3%	\$3,332,473	\$3,063,078	\$6,395,551	-4%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		173,303	63%	16,074	3,282	19,356	32%	-	-	2,251,490	18%	190,174	82,253	272,427	9%	-	-
Bay Native		0	* (1)	4,552	0	4,552	0%	-	-	0	-100%	54,623	0	54,623	2%	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (5)	89,032	0	89,032	59%	-	-	1,318,927	-11%	933,468	0	933,468	39%	-	-
SUBTOTAL:		\$173,303	63%	\$109,658	\$3,282	\$112,941	50%	-	-	\$3,570,417	1%	\$1,178,265	\$82,253	\$1,260,518	29%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,429,474	23%	\$294,234	\$179,160	\$473,393	10%	-	-	\$29,035,560	1%	\$5,534,923	\$3,556,167	\$9,091,089	0%	-	-

(1) Feb 2018 sales unavailable.

(2) Quarterly reporting on rent revenues.

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

(4) Insufficient historical data for comparison.

(5) Quarterly reporting with special covered period.

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	216,960	-4%	10,578	4,068	14,646	-4%	28.45	1.92	3,019,226	-13%	121,901	81,902	203,803	-13%	395.86	26.72
Pier 23 Cafe	4,835	323,119	17%	21,944	675	22,618	17%	66.83	4.68	5,097,321	-3%	253,583	113,860	367,442	0%	1054.25	76.00
Waterfront Restaurant	11,894	404,990	20%	13,185	11,491	24,676	22%	34.05	2.07	6,159,907	6%	153,636	216,333	369,969	6%	517.90	31.11
SUBTOTAL:		\$945,069	12%	\$45,707	\$16,234	\$61,940	13%	-	-	\$14,276,454	-2%	\$529,120	\$412,095	\$941,214	-1%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	101,034	30% (6)	53,841	0	53,841	0%	3.38	1.80	1,482,572	3%	646,093	0	646,093	0%	49.56	21.60
Central Parking (Triangle lot)		145,578	18% (6)	123,747	0	123,747	0%	-	-	2,512,748	1%	1,484,963	541,673	2,026,636	0%	-	-
Central Parking (Pier 45-Shed A)		21,609	-14%	0	14,262	14,262	-14%	-	-	504,069	1%	0	332,687	332,687	1%	-	-
Central Parking (Pier 45-Shed C & Valley)		6,627	-9%	0	4,374	4,374	-9%	-	-	91,222	-6%	0	60,205	60,205	-6%	-	-
Central Parking (SWL 321)		82,427	29%	73,000	0	73,000	73%	-	-	1,010,745	14%	657,000	162,171	819,171	40%	-	-
Central Parking (SWL 323/324)		87,532	56%	78,000	0	78,000	111%	-	-	1,006,192	1%	702,000	158,866	860,866	31%	-	-
Central Parking (Swl 322-i)	37,812	55,814	19%	0	36,838	36,838	19%	1.48	0.97	688,233	-6%	0	454,236	454,236	-6%	18.20	12.01
Central Parking (Pier 19.5)		30,943	3%	0	20,422	20,422	3%	-	-	424,855	-9%	0	280,403	280,403	-9%	-	-
Central Parking (Pier 29.5)		32,103	33% (7)	0	21,188	21,188	33%	-	-	439,967	133%	0	290,379	290,379	133%	-	-
SUBTOTAL:		\$563,667	24%	\$328,588	\$97,084	\$425,671	23%	-	-	\$8,160,603	5%	\$3,490,056	\$2,280,620	\$5,770,675	11%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		1,669,266	13% (8),(8a)	31,668	93,527	125,195	22%	-	-	29,259,101	18%	380,019	1,698,967	2,078,986	14%	-	-
Hornblower Yachts, Inc. (Pier 3)		594,831	8% (8a)	18,908	31,114	50,022	6%	-	-	16,038,581	23%	226,900	915,608	1,142,508	18%	-	-
SUBTOTAL:		\$2,264,097	12%	\$50,576	\$124,641	\$175,217	17%	-	-	\$45,297,682	20%	\$606,919	\$2,614,575	\$3,221,494	15%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	3%	-	-	480,000	0%	63,772	0	63,772	3%	-	-
S. F. Pier 33, LLC	4,300	188,579	20%	12,371	1,225	13,596	13%	43.86	3.16	3,322,306	18%	146,642	93,105	239,747	10%	772.63	55.76
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (9)	53,229	0	53,229	0%	-	-	4,976,858	-10%	638,751	107,777	746,528	-12%	-	-
SUBTOTAL:		\$228,579	16%	\$71,009	\$1,225	\$72,234	2%	-	-	\$8,779,164	-1%	\$849,165	\$200,882	\$1,050,047	-7%	-	-
TOTAL :	NORTHERN	\$4,001,413	14%	\$495,880	\$239,183	\$735,063	18%	-	-	\$76,513,904	11%	\$5,475,260	\$5,508,171	\$10,983,431	9%	-	-

(6) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (7) Pier 29.5 lot was closed from June 2016 to Dec 23,2016 due to renovation.
 (8) Data is preliminary, pending for revision. (8a) Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease.
 (9) 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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