

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2018								LAST -12- MONTHS (May '17 - April '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	804,713	3%	18,385	33,922	52,307	3%	128.34	8.34	10,699,290	-1%	220,618	474,839	695,457	-1%	1706.43	110.92
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	225,470	-11%	6,000	9,219	15,219	-11%	52.61	3.55	2,613,515	4%	72,000	110,412	182,412	8%	609.78	42.56
Castagnola's	9,107	0	-100% (1)	22,248	0	22,248	0%	0.00	2.44	819,697	-70%	266,978	1,900	268,878	-1%	90.01	29.52
D & G Co.(Lou's Blue)	2,120	280,212	-1%	13,700	5,214	18,914	-1%	132.18	8.92	3,198,758	0%	163,877	61,999	225,876	-2%	1508.85	106.55
Herrington Tavern(formerly Fisherman's Grotto #9)	18,796	319,419	* (10)	27,990	0	27,990	0%	16.99	1.49	1,615,933	* (10a)	335,878	0	335,878	*	85.97	17.87
Nick's Lighthouse	2,238	437,426	-6%	2,326	26,107	28,433	-6%	195.45	12.70	5,300,691	-6%	27,913	316,642	344,555	-6%	2,368.49	153.96
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	226,484	-18%	10,830	4,458	15,288	-18%	54.71	3.69	3,129,907	5%	129,957	83,714	213,671	2%	756.02	51.61
Sabella & La Torre	2,236	421,621	-6%	2,479	24,926	27,405	-6%	188.56	12.26	5,451,061	3%	29,745	324,570	354,315	2%	2,437.86	158.46
Scoma's	12,421	1,011,389	-13%	20,709	45,050	65,759	-13%	81.43	5.29	13,740,384	-10%	248,507	644,815	893,322	-10%	1106.22	71.92
SFO Forecast, Inc.(Portco)	7,430	620,006	-4%	5,375	36,475	41,850	-4%	83.45	5.63	7,757,065	5%	64,499	459,101	523,600	5%	1044.02	70.47
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,199,651	-5%	32,392	48,522	80,914	-5%	98.79	6.66	15,436,509	-2%	388,710	650,541	1,039,251	-2%	1271.23	85.58
Tarantino's	7,153	0	-100% (1)	12,279	0	12,279	-3%	0.00	1.72	1,931,271	-14%	147,349	15,199	162,548	2%	269.99	22.72
SUBTOTAL:		\$5,546,392	-7%	\$174,713	\$233,895	\$408,607	-6%	-	-	\$71,694,082	-7%	\$2,096,031	\$3,143,734	\$5,239,764	-3%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	1,950,983	-6%	41,667	76,288	117,954	-8%	98.08	5.93	26,705,380	0%	500,004	1,151,001	1,651,004	0%	1342.59	83.00
Boudin's Bakery & Café	4,400	299,105	-2%	7,484	19,435	26,919	-2%	67.98	6.12	4,339,020	15%	88,068	302,443	390,511	15%	986.14	88.75
Frances Chu (The Crab Station)	927	133,827	-22%	943	7,756	8,699	-22%	144.37	9.38	2,173,564	4%	11,314	129,965	141,279	4%	2344.73	152.40
Guardino's Souvenir & Gift	1,824	99,974	-37%	1,235	5,503	6,738	-37%	54.81	3.69	1,692,957	-8%	14,822	99,286	114,108	-8%	928.16	62.56
SUBTOTAL:		\$2,483,889	-8%	\$51,329	\$108,982	\$160,311	-10%	-	-	\$34,910,921	2%	\$614,208	\$1,682,695	\$2,296,903	2%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	863,483	16%	32,646	37,158	69,804	15%	14.56	1.18	9,920,004	10%	391,756	418,305	810,061	10%	167.31	13.66
Abraham Pedicabs dba Cabrio Taxi		2,900	-40%	200	90	290	-40%	-	-	38,549	-15%	2,400	1,815	4,215	-15%	-	-
Golden Gate Pedicab		5,390	-31%	300	239	539	-31%	-	-	79,313	1%	3,600	4,339	7,939	1%	-	-
Henriquez, Reinaldo		130	-5%	20	0	20	0%	-	-	2,299	4%	240	85	325	4%	-	-
Pedicab/K.Saggers		6,566	-15%	240	417	657	-15%	-	-	72,263	-12%	2,880	4,505	7,385	-11%	-	-
SUBTOTAL:		\$878,469	14%	\$33,406	\$37,904	\$71,310	14%	-	-	\$10,112,428	10%	\$400,876	\$429,049	\$829,925	9%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	180,342	-11%	11,541	1,002	12,543	-11%	8.62	0.60	2,367,397	-1%	138,496	38,399	176,895	0%	113.19	8.46
Frank's Fisherman's Supply	8,183	52,137	-16%	4,160	1,053	5,214	-16%	6.37	0.64	800,683	-3%	49,916	30,147	80,064	-4%	97.85	9.78
Hoppe, Arthur	10,413	303,984	6%	14,248	12,351	26,599	6%	29.19	2.55	3,502,490	1%	170,974	136,860	307,834	0%	336.36	29.56
Portco, Inc./ Safe Harbor (swl 302)		96,974	9%	10,997	0	10,997	3%	-	-	1,136,739	8%	131,962	5,127	137,089	3%	-	-
SUBTOTAL:		\$633,437	-1%	\$40,946	\$14,406	\$55,352	-1%	-	-	\$7,807,309	1%	\$491,348	\$210,533	\$701,881	0%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	48,400	-26%	2,841	63	2,904	-26%	9.27	0.56	747,568	-5%	34,092	13,080	47,172	-2%	143.13	9.03
S. F. Maritime Nat'l Park Assoc.	8,096	83,680	6%	6,855	0	6,855	0%	10.34	0.85	1,098,012	38%	82,262	5,176	87,438	3%	135.62	10.80
S. F. Museum and Historical Society	9,406	72,611	-24%	4,089	147	4,236	-26%	7.72	0.45	982,522	7%	49,070	39,514	88,584	10%	104.46	9.42
SUBTOTAL:		\$204,691	-15%	\$13,786	\$210	\$13,996	-15%	-	-	\$2,828,102	13%	\$165,425	\$57,770	\$223,195	4%	-	-
Pier 39		0	* (11)	41,667	1,140	42,807	0%	-	-	37,954,651	3%	500,000	3,326,602	3,826,602	3%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (11)	8,921	0	8,921	7%	-	-	10,322,521	0%	107,050	306,400	413,450	0%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$1,140	\$51,728	1%	-	-	\$48,277,172	3%	\$607,050	\$3,633,002	\$4,240,052	3%	-	-
TOTAL : FISHERMAN'S WHARF		\$9,746,878	-6%	\$364,767	\$396,536	\$761,304	-4%	-	-	\$175,630,014	-1%	\$4,374,937	\$9,156,782	\$13,531,720	1%		
TOTAL PORT		\$18,787,620	-1%	\$1,530,489	\$1,322,120	\$2,852,608	7%			\$281,344,562	2%	\$15,809,950	\$18,186,650	\$33,996,600	4%		

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" ->	\$29,080,257	\$9,389,806	\$76,634,292	\$11,075,074	\$175,630,014	\$13,531,720	\$281,344,562	\$33,996,600
PRIOR "YEAR" ->	\$29,355,532	\$9,058,587	\$69,580,948	\$10,068,977	\$177,604,895	\$13,453,329	\$276,541,375	\$32,580,893
CHANGE ->	-1% (\$275,275)	4% \$331,219	10% \$7,053,344	10% \$1,006,097	-1% (\$1,974,881)	1% \$78,391	2% \$4,803,187	4% \$1,415,707

(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.

(11) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		209,201	-5%	11,200	3,444	14,644	-5%	-	-	2,123,201	-11%	131,340	24,345	155,685	-8%	-	-
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	414,771	-10%	18,364	10,670	29,034	-10%	52.34	3.66	4,846,142	-2%	219,901	120,417	340,318	-2%	611.58	42.95
Java House, LLC		0	-100% (1)	3,193	0	3,193	0%	-	-	117,612	-32%	38,317	0	38,317	2%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,838,656	4%	219,993	113,125	333,118	5%	92.04	16.68
The Ramp Restaurant		254,882	-14%	8,037	3,969	12,006	3%	-	-	2,993,515	2%	96,444	40,077	136,521	7%	-	-
Red's Java House	772	87,305	3%	1,652	4,459	6,111	3%	113.09	7.92	717,188	-4%	19,414	30,789	50,203	-4%	929.00	65.03
Sitting By, Inc. dba Hivive	1,937	222,027	-4%	6,688	8,853	15,542	-4%	114.62	8.02	2,231,842	1%	79,275	76,950	156,226	1%	1152.22	80.65
SUBTOTAL:		\$1,188,186	-10%	\$86,040	\$31,396	\$117,436	-3%	-	-	\$14,868,156	-2%	\$1,027,545	\$405,704	\$1,433,249	0%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	740,423	1% (3)	423,890	157,209	581,100	9%	1.20	0.94	5,658,865	-7%	2,794,609	1,430,902	4,225,512	-8%	9.14	6.82
China Basin Ball Park Co. (Lot A)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	17,686	-67%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		12,375	8%	0	8,167	8,167	8%	-	-	143,837	-31%	0	94,932	94,932	-31%	-	-
Imperial Parking Inc. (Piers 30/32))		293,148	52%	0	193,478	193,478	52%	-	-	1,591,162	17%	0	1,050,167	1,050,167	17%	-	-
Imperial Parking Inc. (SWL #330)	101,471	156,825	29%	46,773	56,732	103,505	29%	1.55	1.02	1,166,138	27%	554,455	226,670	781,125	12%	11.49	7.70
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		84,946	125%	0	56,064	56,064	125%	-	-	604,604	51%	0	399,039	399,039	51%	-	-
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		158,057	-21% (3)	0	0	0	0%	-	-	1,067,470	-11%	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		81,300	0% (3)	0	0	0	0%	-	-	265,800	-2%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,622	13%	0	5,031	5,031	13%	-	-	87,016	* (4)	0	57,434	57,434	*	-	-
SUBTOTAL:		\$1,534,696	18%	\$470,663	\$476,681	\$947,344	22%	-	-	\$10,602,578	1%	\$3,349,064	\$3,259,144	\$6,608,208	-1%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		213,504	25%	16,074	7,938	24,012	3%	-	-	2,330,664	19%	192,888	80,152	273,040	7%	-	-
Bay Native		0	* (1)	8,033	0	8,033	76%	-	-	0	-100%	75,508	0	75,508	41%	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (5)	89,032	0	89,032	59%	-	-	1,278,859	-19%	999,800	0	999,800	49%	-	-
SUBTOTAL:		\$213,504	25%	\$113,139	\$7,938	\$121,077	44%	-	-	\$3,609,523	-1%	\$1,268,196	\$80,152	\$1,348,349	38%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,936,386	5%	\$669,841	\$516,016	\$1,185,857	21%	-	-	\$29,080,257	-1%	\$5,644,806	\$3,745,001	\$9,389,806	4%	-	-

(1) April 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	244,559	2%	10,578	5,930	16,508	2%	32.06	2.16	3,030,659	-8%	122,909	81,668	204,577	-8%	397.36	26.82
Pier 23 Cafe	4,835	436,348	-8%	21,944	8,601	30,544	-8%	90.25	6.32	4,991,742	-6%	263,325	96,729	360,053	-3%	1032.42	74.47
Waterfront Restaurant	11,894	423,648	-19%	13,185	12,234	25,419	-19%	35.62	2.14	6,032,512	2%	154,827	207,123	361,950	2%	507.19	30.43
SUBTOTAL:		\$1,104,555	-11%	\$45,707	\$26,764	\$72,471	-10%	-	-	\$14,054,913	-3%	\$541,061	\$385,519	\$926,580	-2%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	131,586	7% (6)	53,841	0	53,841	0%	4.40	1.80	1,494,829	4%	646,093	0	646,093	0%	49.97	21.60
Central Parking (Triangle lot)		184,752	-19% (6)	123,747	31,195	154,942	-13%	-	-	2,442,886	-3%	1,484,963	503,655	1,988,618	-2%	-	-
Central Parking (Pier 45-Shed A)		19,273	-59%	0	12,720	12,720	-59%	-	-	470,235	-9%	0	310,356	310,356	-9%	-	-
Central Parking (Pier 45-Shed C & Valley)		4,756	-35%	0	3,139	3,139	-35%	-	-	86,733	-9%	0	57,242	57,242	-9%	-	-
Central Parking (SWL 321)		111,393	39%	73,000	520	73,520	39%	-	-	1,084,458	22%	803,000	64,821	867,821	48%	-	-
Central Parking (SWL 323/324)		115,632	58%	78,000	0	78,000	62%	-	-	1,074,653	9%	858,000	56,012	914,012	40%	-	-
Central Parking (Swl 322-i)	37,812	49,141	-10%	0	32,433	32,433	-10%	1.30	0.86	687,769	-3%	0	453,930	453,930	-3%	18.19	12.00
Central Parking (Pier 19.5)		35,195	-6%	0	23,229	23,229	-6%	-	-	422,981	-10%	0	279,167	279,167	-10%	-	-
Central Parking (Pier 29.5)		38,096	-1%	0	25,143	25,143	-1%	-	-	438,074	* (7)	0	289,129	289,129	*	-	-
SUBTOTAL:		\$689,823	0%	\$328,588	\$128,379	\$456,967	1%	-	-	\$8,202,617	5%	\$3,792,056	\$2,014,312	\$5,806,368	12%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		2,746,668	1% (8),(8a)	31,668	174,332	206,000	9%	-	-	29,762,995	16%	380,019	1,762,528	2,142,547	14%	-	-
Hornblower Yachts, Inc. (Pier 3)		1,205,986	26% (8a)	18,908	69,381	88,288	23%	-	-	16,201,071	24%	226,900	928,593	1,155,492	20%	-	-
SUBTOTAL:		\$3,952,654	8%	\$50,576	\$243,713	\$294,289	13%	-	-	\$45,964,066	19%	\$606,919	\$2,691,121	\$3,298,040	16%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	3%	-	-	480,000	0%	64,056	0	64,056	3%	-	-
S. F. Pier 33, LLC	4,300	317,324	6%	12,371	10,712	23,083	7%	73.80	5.37	3,360,287	18%	147,364	95,358	242,722	10%	781.46	56.45
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (9)	53,229	0	53,229	0%	-	-	4,572,408	-13%	638,751	98,558	737,309	-7%	-	-
SUBTOTAL:		\$357,324	5%	\$71,009	\$10,712	\$81,721	2%	-	-	\$8,412,695	-2%	\$850,171	\$193,916	\$1,044,087	-3%	-	-
TOTAL :	NORTHERN	\$6,104,357	3%	\$495,880	\$409,567	\$905,447	3%	-	-	\$76,634,292	10%	\$5,790,207	\$5,284,867	\$11,075,074	10%	-	-

(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. Insufficient historical data for comparison.
 (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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