

PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2019								LAST 12 MONTHS (Sept '18 - Aug '19)							
		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.
RESTAURANTS - FULL SERVICE		FISHERMAN'S WHARF															
Alioto's 000575	6,270	1,019,766	0%	18,385	47,900	66,285	0%	162.64	10.57	9,508,726	-9%	220,618	397,451	618,069	-9%	1516.54	98.58
Capurro's (Formerly Mama Franceschi / Franceschi) 001774	4,286	312,573	-2%	7,200	13,899	21,099	-2%	72.93	4.92	2,554,350	-12%	86,400	86,017	172,417	-12%	595.98	40.23
Castagnola's 000650	9,107	223,781	-13%	22,248	0	22,248	0%	24.57	2.44	1,884,593	-30%	266,978	0	266,978	-1%	206.94	29.32
D & G Co.(Lou's Blue) 002834	2,120	377,090	0%	14,267	11,187	25,454	0%	177.87	12.01	3,089,033	-6%	168,585	56,661	225,246	-2%	1457.09	106.25
Herrington Tavern dba Fisherman's Grotto #9 003944	18,796	401,089	-17%	27,990	0	27,990	-11%	21.34	1.49	3,880,156	* (5)	335,878	1,675	337,553	*	206.44	17.96
Nick's Lighthouse 000527	2,238	520,482	-7%	2,326	31,506	33,832	-7%	232.57	15.12	5,151,364	-5%	27,913	306,931	334,844	-5%	2,301.77	149.62
340 Jefferson, LLC (formerly Pompei's Grotto) 003631	4,140	305,071	-9%	10,830	9,763	20,593	-9%	73.69	4.97	2,474,673	-16%	129,957	44,824	174,781	-13%	597.75	42.22
Sabella & La Torre 000532	2,236	533,986	1%	2,479	32,230	34,709	1%	238.81	15.52	5,065,191	-5%	29,745	299,490	329,235	-5%	2,265.29	147.24
Scoma's 000603	12,421	1,221,681	2%	20,709	58,769	79,478	2%	98.36	6.40	12,610,544	-3%	248,507	571,629	820,136	-3%	1015.26	66.03
SFO Forecast, Inc.(Portco) 000707	7,430	823,776	-11%	5,375	50,230	55,605	-11%	110.87	7.48	7,029,700	-10%	64,499	410,006	474,505	-10%	946.12	63.86
SFS39, inc. (formerly Franciscan Restaurant) 001985	12,143	1,277,857	-19%	32,392	54,728	87,120	-18%	105.23	7.17	12,815,511	-16%	388,710	476,426	865,136	-16%	1055.38	71.25
Herrington Tavern dba Tarantino's 004173	7,153	128,808	-30%	12,279	0	12,279	0%	18.01	1.72	1,343,721	-27%	147,349	0	147,349	-2%	187.85	20.60
SUBTOTAL:		\$7,145,958	-8%	\$176,480	\$310,211	\$486,691	-6%	-	-	\$67,407,560	-9%	\$2,115,139	\$2,651,109	\$4,766,248	-8%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc. 001679	19891	2,486,840	-10%	41,667	122,697	164,364	-4%	125.02	8.26	26,978,564	-2%	500,004	1,175,088	1,675,092	0%	1356.32	84.21
Boudin's Bakery & Café 002906	4,400	478,924	2%	7,715	35,388	43,103	2%	108.85	9.80	3,963,962	-8%	91,660	265,098	356,758	-8%	900.90	81.08
Frances Chu (The Crab Station) 000019	927	167,647	-13%	943	9,954	10,897	-13%	180.85	11.76	1,539,243	-24%	11,314	88,736	100,050	-24%	1660.46	107.93
Guardino's Souvenir & Gift 000587	1,824	109,369	-25%	1,235	6,196	7,431	-26%	59.96	4.07	966,051	-36%	14,822	50,769	65,591	-36%	529.63	35.96
SUBTOTAL:		\$3,242,780	-10%	\$51,559	\$174,235	\$225,795	-4%	-	-	\$33,447,820	-5%	\$617,799	\$1,579,691	\$2,197,491	-5%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet 000739	59292	1,163,849	-10%	32,646	61,086	93,732	-10%	19.63	1.58	8,281,834	-16%	391,756	302,229	693,985	-14%	139.68	11.70
Abraham Pedicabs dba Cabrio Taxi 002987		3,069	-32%	200	107	307	-31%	-	-	30,925	-18%	2,400	1,002	3,402	-18%	-	-
Golden Gate Pedicab 002781		8,695	10%	300	570	870	10%	-	-	56,859	-16%	3,600	2,618	6,218	-9%	-	-
Golden Gate Scenic (Red & White Fleet) 000757		1,699,906	7% (12)	38,090	91,088	129,178	7%	-	-	11,692,920	-5%	309,143	575,607	884,750	-5%	-	-
Henriquez, Reinaldo 000631		185	-4%	20	4	24	-4%	-	-	2,089	-7%	240	42	282	-11%	-	-
Pedicab/K.Saggers 001478		8,971	2%	240	657	897	2%	-	-	57,301	-16%	2,880	3,267	6,147	-12%	-	-
SUBTOTAL:		\$2,884,674	-1%	\$71,496	\$153,512	\$225,008	-1%	-	-	\$20,121,927	-10%	\$710,019	\$884,765	\$1,594,784	-9%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & Ind.) 003467	20,915	267,387	-17%	11,541	7,049	18,590	-18%	12.78	0.89	2,195,670	-6%	138,496	30,144	168,640	-4%	104.98	8.06
Frank's Fisherman's Supply 000661	8,183	80,551	-14%	4,614	3,441	8,055	-14%	9.84	0.98	718,133	-8%	52,186	20,734	72,920	-6%	87.76	8.91
Hoppe, Arthur 000680	10,413	493,664	-9%	14,414	28,782	43,196	-9%	47.41	4.15	3,706,064	0%	172,462	153,184	325,646	0%	355.91	31.27
Portco, Inc./ Safe Harbor (swl 302) 002511		129,554	-11%	11,342	0	11,342	-11%	-	-	1,036,392	-11%	136,102	2,504	138,606	-1%	-	-
SUBTOTAL:		\$971,156	-12%	\$41,911	\$39,272	\$81,183	-12%	-	-	\$7,656,259	-4%	\$499,246	\$206,566	\$705,812	-2%	-	-

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PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	August 2019								LAST 12 MONTHS (Sept '18 - Aug '19)							
		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 001820	5,223	111,848	-13%	2,841	3,870	6,711	-13%	21.41	1.28	813,871	2%	34,092	15,702	49,794	-2%	155.82	9.53
S. F. Maritime Nat'l Park Assoc. 002813	8,096	136,110	-6%	6,855	1,311	8,167	-6%	16.81	1.01	1,011,574	-8%	82,262	3,337	85,600	-2%	124.95	10.57
S. F. Museum and Historical Society 001392	9,406	0	-100% (1)	4,399	0	4,399	-62%	0.00	0.47	727,524	-27%	52,035	22,836	74,871	-15%	77.35	7.96
SUBTOTAL:		\$247,958	-37%	\$14,095	\$5,181	\$19,277	-31%	-	-	\$2,552,969	-11%	\$168,389	\$41,875	\$210,265	-7%	-	-
Pier 39 000866		0	0% (13)	41,667	0	41,667	0%	-	-	36,302,326	-5%	500,000	3,203,670	3,703,670	-3%	-	-
The Bay Institutes (formerly Aquarium of the Bay) 002680		0	0% (13)	9,578	0	9,578	7%	-	-	9,804,612	-3%	108,364	285,132	393,496	-3%	-	-
SUBTOTAL:		\$0	0%	\$51,245	\$0	\$51,245	1%	-	-	\$46,106,938	-4%	\$608,364	\$3,488,802	\$4,097,166	-3%	-	-
TOTAL : FISHERMAN'S WHARF		\$14,492,526	-8%	\$406,786	\$682,411	\$1,089,197	-6%	-	-	\$177,293,474	-7%	\$4,718,956	\$8,852,808	\$13,571,764	-6%		
TOTAL PORT		\$24,100,713	-7%	\$1,516,701	\$1,436,514	\$2,953,215	-10%			\$284,669,091	-5%	\$16,421,983	\$17,404,921	\$33,826,904	-5%		

	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	Total Sales	Revenues To Port		
CURRENT "YEAR" ->	\$25,005,817	\$8,930,541	\$82,369,800	\$11,324,598	\$177,293,474	\$13,571,764	\$284,669,091	\$33,826,904				
PRIOR "YEAR" ->	\$29,849,659	\$9,990,832	\$77,624,344	\$11,082,797	\$190,908,979	\$14,414,058	\$298,382,982	\$35,487,687				
CHANGE ->	-16% (\$4,843,842)	-11% (\$1,060,291)	6% \$4,745,456	2% \$241,802	-7% (\$13,615,505)	-6% (\$842,294)	-5% (\$13,713,891)	-5% (\$1,660,783)				

Data used to compile the report non-GAAP.

(12) Lease L-9176 was replaced by L-16547 on August 9,2019 with new lease terms. August S&R combines both leases' sales terms for reporting.

(13) Quarterly reporting on rent revenues.

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		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															
East Street Venture LLC 003462		270,610	22%	11,505	7,437	18,943	22%	-	-	2,625,334	19%	136,224	48,882	185,107	14%	-	-
Ferry Plaza Limited Partnership 000732	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 003197	7,924	477,744	52%	19,503	13,939	33,442	52%	60.29	4.22	3,591,346	-18%	228,927	41,962	270,889	-12%	453.22	34.19
Java House, LLC 002472		20,187	-14%	3,314	0	3,314	0%	-	-	198,594	1%	39,769	0	39,769	3%	-	-
369-399 Embarcadero, LLC(formerly JMA Waterfront Prop LLC) 003638	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,868,513	1%	219,993	159,420	379,413	9%	93.54	18.99
The Ramp Restaurant 000852		330,633	13%	8,274	6,306	14,580	-1%	-	-	2,650,988	-9%	99,288	40,717	140,005	-1%	-	-
Red's Java House 003289	772	90,763	6%	1,714	4,640	6,353	6%	117.57	8.23	784,310	1%	20,569	34,335	54,903	1%	1015.95	71.12
Sitting By, Inc. dba Hivive 002948	1,937	217,491	1%	6,889	8,335	15,224	1%	112.28	7.86	2,076,008	-6%	81,461	63,855	145,316	-6%	1071.76	75.02
SUBTOTAL:		\$1,407,428	22%	\$88,105	\$40,657	\$128,762	13%	-	-	\$13,795,093	-5%	\$1,049,092	\$389,171	\$1,438,263	1%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBC) - Lot A 004291	619,317	0	-100% (1)(3)	306,000	0	306,000	-46%	0.00	0.49	1,960,592	-66% (3a)	2,221,919	921,275	3,143,194	-28%	3.17	5.08
Seawall Lot 337 Assc.(CBBC) - Lot A- Spcl Event 004291		0	0% (1)(3)	0	0	0	0%	-	-	19,912	-67% (3a)	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26) 003264		16,525	18%	0	10,906	10,906	18%	-	-	173,486	14%	0	114,501	114,501	14%	-	-
Imperial Parking Inc. (Piers 30/32) 001587		200,403	1%	0	132,266	132,266	1%	-	-	1,709,288	-5%	0	1,128,129	1,128,129	-5%	-	-
Imperial Parking Inc. (SWL #330) 001585	101,471	95,320	-33%	25,190	37,721	62,911	-33%	0.94	0.62	1,122,695	-13%	518,104	232,632	750,736	-13%	11.06	7.40
Imperial Parking Inc. (901 Illinois-Pier 70 lot) 003593		23,045	-76%	0	15,210	15,210	-76%	-	-	626,162	-24%	0	413,267	413,267	-24%	-	-
China Basin Ballpark Co./Imperial (pier 48)- Parking 004194		0	-100% (1)(4)	55,417	0	55,417	0%	-	-	179,361	-83% (4a)	285,836	0	285,836	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed A & Valley)- Spcl Event		0	0% (1)(4)	0	0	0	0%	-	-	0	0% (4a)	0	0	0	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed A/C & Valley)- Spcl Event		0	0% (1)(4)	0	0	0	0%	-	-	165,900	-31% (4a)	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50) 003819		9,831	29%	0	6,488	6,488	29%	-	-	96,321	7%	0	63,573	63,573	7%	-	-
SUBTOTAL:		\$345,123	-76%	\$386,606	\$202,592	\$589,198	-32%	-	-	\$6,053,716	-46%	\$3,025,858	\$2,873,378	\$5,899,236	-17%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works 000852		243,128	6%	16,547	12,613	29,160	-1%	-	-	2,576,081	5%	198,564	81,438	280,002	-1%	-	-
Bay Native 003080		0	* (1)	8,033	0	8,033	0%	-	-	64,556	0%	96,388	0	96,388	8%	-	-
Bike Hut Foundation 003947		6,450	-24%	440	205	645	*	-	-	52,974	* (5)	4,904	940	5,844	*	-	-
City Kayak 003981		21,739	-21%	1,139	383	1,523	*	-	-	175,416	* (5)	12,731	2,779	15,511	*	-	-
Recology/Sustainable Crushing Ventures, LLC 002648		0	0% (6)	81,103	0	81,103	-11%	-	-	1,572,027	19%	1,086,445	0	1,086,445	1%	-	-
Spinnaker 004103		110,638	25%	9,193	0	9,193	*	-	-	715,954	* (5)	108,852	0	108,852	*	-	-
SUBTOTAL:		\$381,955	8%	\$116,455	\$13,201	\$129,657	-8%	-	-	\$5,157,008	27%	\$1,507,885	\$85,157	\$1,593,042	8%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,134,506	-27%	\$591,166	\$256,451	\$847,617	-24%	-	-	\$25,005,817	-16%	\$5,582,835	\$3,347,707	\$8,930,541	-11%	-	-

(1) August 2019 sales unavailable.

(2) Quarterly reporting on rent revenues.

(3) Lease L-14980 was replaced by new lease L-16417 effective 8/15/2018. New lease covers Lot A (SWL337) only, and the reporting frequency has been switched to a quarterly schedule.

(3a) Percentage rent structure under Lease L-16417 is different from L-14980, the "Last 12 months" columns are kept for historical data reference rather than comparison, subject to revision.

(4) Pier 48 portion of Lease L-13441 was replaced by new lease L-16410 effective 8/15/2018. New lease covers Pier 48 shed A, Valley and Shed C. Sales for Pier 48 will be reported independently and frequency has been switched to a quarterly schedule.

(4a) Percentage rent structure under Lease L-16410 is different from L-13441, the "Last 12 months" columns are kept for historical data reference rather than comparison, subject to revision.

(5) Insufficient historical data for comparison.

(6) Quarterly reporting with special covered period.

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TENANT	AREA (GLA)	August				2019				LAST 12 MONTHS (Sept '18 - Aug '19)							
		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		Northern															
Blue Jeans Equities / Fog City Diner 000811	7,627	285,238	3%	11,107	8,147	19,254	3%	37.40	2.52	3,119,372	4%	131,173	79,392	210,565	4%	408.99	27.61
Pier 23 Café 000805	4,835	565,879	12%	21,944	17,668	39,612	12%	117.04	8.19	5,090,033	2%	263,325	103,282	366,607	2%	1052.75	75.82
Queen's Louisiana Po-Boy Café, LLC 003740		149,532	16%	5,146	4,062	9,208	2%	-	-	1,288,596	* (7)	61,348	28,157	89,505	*	-	-
Waterfront Restaurant 000238	11,894	588,335	6%	13,185	22,115	35,300	6%	49.46	2.97	6,300,391	4%	158,221	216,409	374,630	3%	529.71	31.50
SUBTOTAL:		\$1,588,984	9%	\$51,382	\$51,992	\$103,373	7%	-	-	\$15,798,393	5%	\$614,066	\$427,240	\$1,041,306	4%	-	-
PARKING																	
Central Parking (SWL #314) 002753	29,917	157,583	11% (8)	53,841	0	53,841	0%	5.27	1.80	1,638,991	7%	646,093	0	646,093	0%	54.78	21.60
Central Parking (Triangle lot) 002752		244,526	-2% (8)	123,747	87,804	211,551	4%	-	-	2,297,892	-3%	1,484,963	502,210	1,987,173	2%	-	-
Central Parking (Pier 45-Shed A) 002791		14,591	32%	0	9,630	9,630	32%	-	-	174,423	-42%	0	115,118	115,118	-42%	-	-
Central Parking (Pier 45-Shed C & Valley) 003510		3,264	-49%	0	2,154	2,154	-49%	-	-	37,466	-51%	0	24,727	24,727	-51%	-	-
Central Parking (SWL 321) 003913		105,422	-1%	78,200	0	78,200	4%	-	-	1,091,436	-3%	914,595	0	914,595	3%	-	-
Central Parking (SWL 323/324) 003914		113,943	2%	83,555	0	83,555	3%	-	-	1,171,868	1%	977,235	0	977,235	3%	-	-
Central Parking (Swl 322-i) 003918	37,812	0	-100% (9)	0	0	0	-100%	0.00	0.00	427,487	-37%	0	282,142	282,142	-37%	11.31	7.46
Central Parking (Pier 19.5) 003919		27,961	22%	0	18,454	18,454	22%	-	-	292,259	-19%	0	192,892	192,892	-19%	-	-
Central Parking (Pier 29.5) 003920		32,866	3%	0	21,691	21,691	3%	-	-	443,165	2%	0	292,487	292,487	2%	-	-
SUBTOTAL:		\$700,155	-5%	\$339,343	\$139,734	\$479,077	-4%	-	-	\$7,574,986	-6%	\$4,022,886	\$1,409,577	\$5,432,463	-4%	-	-
EXCURSIONS/TRANSPORTATION																	
Alcatraz Cruises, LLC (formerly Hornblower Yachts, Inc.) (P-31.5) 004294		3,178,909	-7% (10)	37,509	200,909	238,418	-7%	-	-	32,515,369	6% (10a)	397,542	2,041,112	2,438,654	7%	-	-
Hornblower Yachts, Inc. (Pier 3) 000817		1,617,746	32%	18,908	92,637	111,544	25%	-	-	16,461,293	3%	226,900	931,439	1,158,338	2%	-	-
SUBTOTAL:		\$4,796,655	3%	\$56,417	\$293,546	\$349,963	1%	-	-	\$48,976,662	5%	\$624,442	\$2,972,551	\$3,596,993	5%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners 000818		40,000	0%	5,645	0	5,645	4%	-	-	480,000	0%	67,268	0	67,268	4%	-	-
S. F. Pier 33, LLC 003633	4,300	347,886	8%	12,732	12,381	25,114	8%	80.90	5.84	3,194,550	-5%	152,779	82,008	234,788	-4%	742.92	54.60
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.) 003847		0	0% (11)	53,229	0	53,229	0%	-	-	6,345,209	60%	638,751	313,030	951,781	36%	-	-
SUBTOTAL:		\$387,886	7%	\$71,607	\$12,381	\$83,988	3%	-	-	\$10,019,759	28%	\$858,799	\$395,038	\$1,253,837	24%	-	-
TOTAL :	NORTHERN	\$7,473,681	4%	\$518,748	\$497,652	\$1,016,400	-1%	-	-	\$82,369,800	6%	\$6,120,193	\$5,204,406	\$11,324,598	2%	-	-

(7) Business operation began Oct 2017, insufficient historical data for comparison
 (8) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (9) Lot operation ceased effective May 2019 due to premise is being developed.
 (10) Lease L-12501 is replaced by L-16499 effective May 2019 under new entity name of Alcatraz Cruises, LLC. (10a) " Last 12 months" data has been updated.
 (11) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.