

PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2019								LAST 12 MONTHS (Jan '19 - Dec '19)							
		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 000575	6,270	735,926	-11%	18,385	29,451	47,836	-11%	117.37	7.63	9,465,329	-5%	220,618	394,630	615,248	-5%	1509.62	98.13
Capurro's (Formerly Mama Franceschi / Franceschi) 001774	4,286	188,329	-10%	7,200	5,512	12,712	-10%	43.94	2.97	2,532,190	-10%	86,400	84,522	170,922	-10%	590.80	39.88
Castagnola's 000650	9,107	86,847	-31%	22,248	0	22,248	0%	9.54	2.44	1,808,504	-28%	266,978	0	266,978	-1%	198.58	29.32
D & G Co.(Lou's Blue) 002834	2,120	134,593	-16%	14,267	0	14,267	2%	63.49	6.73	3,060,759	-5%	169,633	53,670	223,303	-3%	1443.75	105.33
Herrington Tavern dba Fisherman's Grotto #9 003944	18,796	248,913	-15%	27,990	0	27,990	0%	13.24	1.49	3,566,712	-15%	335,878	1,451	337,329	-2%	189.76	17.95
Nick's Lighthouse 000527	2,238	462,186	-7%	2,326	27,716	30,042	-7%	206.52	13.42	5,084,804	-7%	27,913	302,608	330,521	-7%	2,272.03	147.69
340 Jefferson, LLC (formerly Pompei's Grotto) 003631	4,140	124,827	-22%	10,830	0	10,830	0%	30.15	2.62	2,389,854	-14%	129,957	42,375	172,332	-10%	577.26	41.63
Sabella & La Torre 000532	2,236	410,362	-8%	2,479	24,194	26,673	-8%	183.52	11.93	5,069,627	-3%	29,745	299,779	329,524	-3%	2,267.27	147.37
Scoma's 000603	12,421	1,022,293	-2%	20,709	45,975	66,684	-2%	82.30	5.37	12,713,394	2%	248,507	578,605	827,112	2%	1023.54	66.59
SFO Forecast, Inc.(Portco) 000707	7,430	457,772	-11%	5,375	25,525	30,900	-11%	61.61	4.16	6,974,407	-11%	64,499	406,273	470,772	-11%	938.68	63.36
SFS39, inc. (formerly Franciscan Restaurant) 001985	12,143	882,149	-19%	32,392	26,528	58,920	-18%	72.65	4.85	12,218,147	-16%	388,710	437,208	825,918	-16%	1006.19	68.02
Herrington Tavern dba Tarantino's 004173	7,153	83,245	-33%	12,279	0	12,279	0%	11.64	1.72	1,187,143	-29%	147,349	0	147,349	-1%	165.96	20.60
SUBTOTAL:		\$4,837,442	-12%	\$176,480	\$184,901	\$361,381	-8%	-	-	\$66,070,870	-9%	\$2,116,187	\$2,601,121	\$4,717,308	-7%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc. 001679	19891	2,741,127	20%	41,667	128,754	170,421	12%	137.81	8.57	27,546,076	1%	500,004	1,200,716	1,700,720	1%	1384.85	85.50
Boudin's Bakery & Cafe 002906	4,400	265,677	-10%	7,715	16,196	23,911	-10%	60.38	5.43	4,004,334	-4%	92,584	267,809	360,393	-4%	910.08	81.91
Frances Chu (The Crab Station) 000019	927	126,309	-20%	943	7,267	8,210	-20%	136.26	8.86	1,449,138	-22%	11,314	82,879	94,193	-22%	1563.26	101.61
Guardino's Souvenir & Gift 000587	1,824	47,427	-42%	1,235	1,965	3,200	-42%	26.00	1.75	888,176	-31%	14,822	45,578	60,400	-30%	486.94	33.11
SUBTOTAL:		\$3,180,540	12%	\$51,559	\$154,182	\$205,742	6%	-	-	\$33,887,724	-2%	\$618,723	\$1,596,982	\$2,215,706	-2%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet 000739	59292	330,172	-16%	32,646	0	32,646	0%	5.57	0.55	8,095,294	-16%	391,756	289,152	680,908	-13%	136.53	11.48
Abraham Pedicabs dba Cabrio Taxi 002987		1,973	-1%	200	0	200	0%	-	-	29,032	-21%	2,400	839	3,239	-19%	-	-
Golden Gate Pedicab 002781		830	-62%	300	0	300	0%	-	-	58,317	1%	3,600	2,901	6,501	8%	-	-
Golden Gate Scenic (Red & White Fleet) 000757		748,886	-4%	42,768	14,520	57,288	-3%	-	-	11,506,891	-6%	381,651	496,133	877,784	-5%	-	-
Henriquez, Reinaldo 000631		204	-11%	20	7	27	-12%	-	-	2,027	1%	240	40	280	-2%	-	-
Pedicab/K.Saggers 001478		1,579	140%	240	0	240	0%	-	-	53,798	-17%	2,880	2,830	5,710	-17%	-	-
SUBTOTAL:		\$1,083,643	-8%	\$76,174	\$14,527	\$90,701	-2%	-	-	\$19,745,359	-10%	\$782,527	\$791,894	\$1,574,421	-9%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & Ind.) 003467	20,915	110,748	-16%	11,541	0	11,541	0%	5.30	0.55	2,109,983	-10%	138,496	25,280	163,776	-7%	100.88	7.83
Frank's Fisherman's Supply 000661	8,183	44,443	-7%	4,614	0	4,614	-3%	5.43	0.56	693,553	-10%	54,002	16,621	70,623	-8%	84.76	8.63
Hoppe, Arthur 000680	10,413	196,318	5%	14,414	2,764	17,178	5%	18.85	1.65	3,704,274	-3%	172,798	152,691	325,489	-3%	355.74	31.26
Portco, Inc./ Safe Harbor (swl 302) 002511		46,792	-15%	11,342	0	11,342	0%	-	-	998,877	-15%	136,102	2,504	138,606	-2%	-	-
SUBTOTAL:		\$398,301	-5%	\$41,911	\$2,764	\$44,675	2%	-	-	\$7,506,687	-7%	\$501,398	\$197,096	\$698,494	-4%	-	-

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TENANT	AREA (GLA)	December 2019								LAST 12 MONTHS (Jan '19 - Dec '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	45,545	-24%	2,841	0	2,841	-21%	8.72	0.54	809,124	-3%	34,092	15,103	49,195	-4%	154.92	9.42
S. F. Maritime Nat'l Park Assoc. 002813	8,096	67,055	-3%	6,855	0	6,855	0%	8.28	0.85	1,004,717	-4%	82,262	3,337	85,599	-1%	124.10	10.57
S. F. Museum and Historical Society 001392	9,406	60,019	-21%	4,399	1,559	5,958	-21%	6.38	0.63	964,336	-1%	52,791	36,699	89,490	3%	102.52	9.51
SUBTOTAL:		\$172,619	-16%	\$14,095	\$1,559	\$15,654	-13%	-	-	\$2,778,177	-3%	\$169,145	\$55,139	\$224,284	0%	-	-
Pier 39 000866		10,308,110	-15% (13)	41,667	843,117	884,784	-19%	-	-	33,790,321	-8%	500,000	2,923,879	3,423,879	-8%	-	-
The Bay Institutes (formerly Aquarium of the Bay) 002680		1,739,238	-5% (13)	9,578	40,836	50,414	-9%	-	-	9,200,193	-8%	110,992	257,015	368,007	-8%	-	-
SUBTOTAL:		\$12,047,348	-14%	\$51,245	\$883,953	\$935,198	-18%	-	-	\$42,990,514	-8%	\$610,992	\$3,180,894	\$3,791,886	-8%	-	-
TOTAL : FISHERMAN'S WHARF		\$21,719,894	-10%	\$411,464	\$1,241,886	\$1,653,350	-12%	-	-	\$172,979,331	-7%	\$4,798,972	\$8,423,127	\$13,222,098	-6%		
TOTAL PORT		\$33,969,626	-4%	\$1,210,600	\$2,640,074	\$3,850,674	5%			\$280,441,360	-6%	\$16,372,578	\$16,607,168	\$32,979,747	-7%		

	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	Total Sales	Revenues To Port	Total Sales	Revenues To Port		
CURRENT "YEAR" ->	\$25,700,466	\$8,618,450	\$81,761,563	\$11,139,198	\$172,979,331	\$13,222,098	\$280,441,360	\$32,979,747								
PRIOR "YEAR" ->	\$31,042,034	\$10,723,011	\$79,517,519	\$10,794,199	\$186,981,762	\$14,114,414	\$297,541,315	\$35,631,624								
CHANGE ->	-17% (\$5,341,568)	-20% (\$2,104,561)	3% \$2,244,044	3% \$344,999	-7% (\$14,002,431)	-6% (\$892,316)	-6% (\$17,099,955)	-7% (\$2,651,877)								

Data used to compile the report non-GAAP.

(13) Quarterly reporting on rent revenues.

DISTRIBUTION: M. Martin / M. Lozovoy / D. Amaro / J. Bauer / K. Beal / J. Chan / M. Corral / J. Edwards / J. Gee / D. Kavanagh / V. Lee / T. Navarro / K. Nishimura / R. Solis
E. Forbes / P. Yee / A. Coleman / M. Nerney / G. Roybal / M. Yeh / B. Benson / B. Rhett / R. Benasini / P. Williamson

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC 003462		400,496	24%	11,505	16,530	28,035	24%	-	-	2,911,390	17%	137,444	67,686	205,130	15%	-	-
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	678,086	100%	19,503	27,963	47,466	100%	85.57	5.99	4,876,704	23%	231,199	125,464	356,663	26%	615.43	45.01
Java House, LLC 002472		0	-100% (7)	3,314	0	3,314	0%	-	-	184,547	-12%	39,769	0	39,769	2%	-	-
369-399 Embarcadero, LLC(formerly JMA Waterfront Prop LLC) 003638	19,976	475,639	0% (2)	21,233	41,132	62,365	5%	23.81	3.12	1,876,509	2%	257,692	160,620	418,312	3%	93.94	20.94
The Ramp Restaurant 000852		0	-100% (1)	8,274	0	8,274	0%	-	-	2,453,953	-13%	99,288	36,536	135,824	-8%	-	-
Red's Java House 003289	772	31,287	8%	1,714	476	2,190	8%	40.53	2.84	799,026	2%	20,569	35,364	55,933	2%	1035.01	72.45
Sitting By, Inc. dba Hivive 002948	1,937	177,628	21%	6,889	5,545	12,434	21%	91.70	6.42	2,124,606	-3%	82,265	66,453	148,718	-3%	1096.85	76.78
SUBTOTAL:		\$1,763,137	23%	\$91,004	\$91,646	\$182,650	23%	-	-	\$15,226,735	6%	\$1,091,086	\$492,123	\$1,583,209	6%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBC) - Lot A 004291	619,317	1,483,240	224% (3)	35,020	703,563	738,583	99%	2.39	1.19	1,656,958	-74% (3a)	2,043,057	800,846	2,843,903	-41%	2.68	4.59
Seawall Lot 337 Assc.(CBBC) - Lot A- Spcl Event 004291		0	0% (3)	0	0	0	0%	-	-	0	-100% (3a)	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26) 003264		17,806	27%	0	11,752	11,752	27%	-	-	190,906	22%	0	125,998	125,998	22%	-	-
Imperial Parking Inc. (Piers 30/32)) 001587		102,874	20%	0	67,897	67,897	20%	-	-	1,757,710	-2%	0	1,160,089	1,160,089	-2%	-	-
Imperial Parking Inc. (SWL #330) 001585	101,471	41,416	-34%	25,190	2,145	27,335	-42%	0.41	0.27	992,645	-25%	431,772	226,077	657,849	-25%	9.78	6.48
Imperial Parking Inc. (901 Illinois-Pier 70 lot) 003593		17,709	-80%	0	11,688	11,688	-80%	-	-	325,021	-68%	0	214,514	214,514	-68%	-	-
China Basin Ballpark Co./Imperial (pier 48)- Parking 004194		25,397	661% (4)	2,917	8,012	10,929	0%	-	-	25,396	-98% (4a)	350,004	8,012	358,016	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed A & Valley)- Spcl Event		0	0% (4)	0	0	0	0%	-	-	0	0% (4a)	0	0	0	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed B/C & Valley)- Spcl Event		65,000	-2% (4)	0	65,000	65,000	0%	-	-	65,000	-76% (4a)	0	65,000	65,000	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50) 003819		7,392	-3%	0	4,879	4,879	-3%	-	-	99,205	9%	0	65,477	65,477	9%	-	-
SUBTOTAL:		\$1,760,833	124%	\$63,126	\$874,935	\$938,062	71%	-	-	\$5,112,840	-58%	\$2,824,832	\$2,666,012	\$5,490,845	-29%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works 000852		0	-100% (1)	16,547	0	16,547	0%	-	-	2,144,884	-18%	198,564	73,078	271,642	-8%	-	-
Bay Native 003080		0	-100% (1)	8,033	0	8,033	0%	-	-	92,788	-27%	96,388	0	96,388	0%	-	-
Bike Hut Foundation 003947		2,159	59%	440	0	440	12%	-	-	52,690	* (5)	5,092	622	5,714	*	-	-
City Kayak 003981		4,108	-20%	1,139	0	1,139	11%	-	-	161,642	* (5)	13,199	2,078	15,277	*	-	-
Recology/Sustainable Crushing Ventures, LLC 002648		680,652	74% (6)	81,103	0	81,103	-11%	-	-	2,157,633	70%	1,045,277	0	1,045,277	-3%	-	-
Spinnaker 004103		10,512	-2%	9,193	0	9,193	4%	-	-	751,253	* (5)	110,098	0	110,098	*	-	-
SUBTOTAL:		\$697,431	20%	\$116,455	\$0	\$116,455	-8%	-	-	\$5,360,890	18%	\$1,468,619	\$75,778	\$1,544,397	0%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$4,221,401	51%	\$270,586	\$966,581	\$1,237,167	50%	-	-	\$25,700,466	-17%	\$5,384,537	\$3,233,913	\$8,618,450	-20%	-	-

- (1) December 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. Oct-Dec 2019 is the first available quarterly sales provided by Tenant.
- (3a) The "Last 12 months" columns cover only sales from Oct - Dec 2019 and retroactive reporting of 2019 CBBC employee parking revenue. Complete 2019 sales is pending by tenant's submission and 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. Oct-Dec 2019 is the first available quarterly sales provided by Tenant.
- (4a) The "Last 12 months" columns cover only sales from Oct - Dec 2019. Complete 2019 sales is pending by tenant's submission and subject to revision.
- (5) Insufficient historical data for comparison.
- (6) Quarterly reporting with special covered period from Aug to Oct 2019.
- (7) Business was sold in Dec. Premise is currently under renovation and will reopen under a new partnership.

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		December		2019		2019		2019		LAST 12 MONTHS		LAST 12 MONTHS		LAST 12 MONTHS			
		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	291,072	-1%	11,107	8,541	19,647	-1%	38.16	2.58	3,160,452	6%	133,289	80,050	213,338	6%	414.38	27.97
Pier 23 Café 000805	4,835	349,584	10%	21,944	2,527	24,471	10%	72.30	5.06	5,236,949	4%	263,325	112,179	375,504	4%	1083.13	77.66
Queen's Louisiana Po-Boy Café, LLC 003740		82,953	13%	5,302	505	5,807	13%	-	-	1,343,365	11%	61,912	31,282	93,194	8%	-	-
Waterfront Restaurant 000238	11,894	763,800	5%	13,778	32,050	45,828	5%	64.22	3.85	6,418,499	4%	160,594	221,123	381,717	3%	539.64	32.09
SUBTOTAL:		\$1,487,408	5%	\$52,130	\$43,622	\$95,753	5%	-	-	\$16,159,264	5%	\$619,119	\$444,633	\$1,063,753	4%	-	-
PARKING																	
Central Parking (SWL #314) 002753	29,917	119,826	-8% (8)	53,841	0	53,841	0%	4.01	1.80	1,677,212	10%	646,093	0	646,093	0%	56.06	21.60
Central Parking (Triangle lot) 002752		196,767	7% (8)	123,747	31,363	155,110	1%	-	-	2,341,031	0%	1,484,963	555,908	2,040,871	5%	-	-
Central Parking (Pier 45-Shed A) 002791		13,792	52%	0	9,103	9,103	52%	-	-	200,658	4%	0	132,434	132,434	4%	-	-
Central Parking (Pier 45-Shed C & Valley) 003510		5,772	318% (9)	0	3,810	3,810	318%	-	-	42,746	-38%	0	28,213	28,213	-38%	-	-
Central Parking (SWL 321) 003913		91,685	-3%	78,200	0	78,200	4%	-	-	1,105,337	-1%	925,175	0	925,175	3%	-	-
Central Parking (SWL 323/324) 003914		92,585	-24%	83,555	0	83,555	3%	-	-	1,167,081	-4%	988,535	0	988,535	3%	-	-
Central Parking (Pier 19.5) 003919		33,320	71%	0	21,991	21,991	71%	-	-	323,234	0%	0	213,334	213,334	0%	-	-
Central Parking (Pier 29.5) 003920		31,267	20%	0	20,636	20,636	20%	-	-	471,083	12%	0	310,914	310,914	12%	-	-
SUBTOTAL:		\$585,014	0%	\$339,343	\$86,903	\$426,246	7%	-	-	\$7,328,382	2%	\$4,044,766	\$1,240,803	\$5,285,569	4%	-	-
EXCURSIONS/TRANSPORTATION																	
Alcatraz Cruises,LLC (formerly Hornblower Yachts, Inc.) (P-31.5) 004294		1,820,094	-12% (10)	59,295	77,061	136,356	-12%	-	-	31,955,816	0% (10a)	464,478	1,931,775	2,396,253	0%	-	-
Hornblower Yachts, Inc. (Pier 3) 000817		2,566,955	3%	18,908	148,380	167,287	2%	-	-	16,659,307	0%	226,900	937,609	1,164,508	-1%	-	-
SUBTOTAL:		\$4,387,049	-3%	\$78,203	\$225,440	\$303,643	-5%	-	-	\$48,615,123	0%	\$691,378	\$2,869,383	\$3,560,761	0%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners 000818		0	-100% (1)	5,645	0	5,645	0%	-	-	440,000	-8%	67,740	0	67,740	4%	-	-
S. F. Pier 33, LLC 003633	4,300	0	-100% (11)	0	0	0	-100%	0.00	0.00	2,899,486	-12%	127,315	86,164	213,479	-10%	674.30	49.65
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.) 003847		1,568,860	-4% (12)	53,229	75,641	128,870	-6%	-	-	6,319,308	37%	638,751	309,145	947,896	19%	-	-
SUBTOTAL:		\$1,568,860	-15%	\$58,874	\$75,641	\$134,515	-14%	-	-	\$9,658,794	15%	\$833,806	\$395,309	\$1,229,115	12%	-	-
TOTAL :	NORTHERN	\$8,028,331	-4%	\$528,550	\$431,607	\$960,157	-1%	-	-	\$81,761,563	3%	\$6,189,069	\$4,950,129	\$11,139,198	3%	-	-

(8) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (9) Same month last year's sales was \$1,382.00
 (10) Lease L-16499 was replaced by L-16723 effective Nov 2019. New lease carries a higher min. rent and a different percentage rate for each of the sales categories.
 (10a) "Last 12 months" columns cover sales data from both expired Leases (L12501 & L16499) for reference purpose.
 (11) Lease L-15837 terminated effective 10/31/2019.
 (12) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.