

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2019								LAST 12 MONTHS (Mar '18 - February '19)							
		February 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	513,762	-18%	18,385	15,010	33,395	-18%	81.94	5.33	9,862,636	-8%	220,618	420,457	641,075	-8%	1572.99	102.24
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	147,311	-25%	7,200	2,743	9,943	-25%	34.37	2.32	2,785,950	-3%	82,800	105,251	188,051	-3%	650.01	43.88
Castagnola's	9,107	0	* (1)	22,248	0	22,248	*	0.00	2.44	0	* (6)	266,978	0	266,978	*	0.00	29.32
D & G Co.(Lou's Blue)	2,120	129,594	-27%	14,005	0	14,005	2%	61.13	6.61	3,173,162	0%	166,841	64,084	230,925	3%	1496.77	108.93
Herrington Tavern dba Fisherman's Grotto #9	18,796	203,277	-25%	27,990	0	27,990	0%	10.81	1.49	4,118,914	* (6)	335,878	8,187	344,065	*	219.14	18.31
Nick's Lighthouse	2,238	285,959	-15%	2,326	16,262	18,588	-15%	127.77	8.31	5,438,809	2%	27,913	325,615	353,528	2%	2,430.21	157.97
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	106,601	-31%	10,830	0	10,830	0%	25.75	2.62	2,727,381	-15%	129,957	61,621	191,578	-13%	658.79	46.27
Sabella & La Torre	2,236	303,579	-16%	2,479	17,254	19,733	-16%	135.77	8.82	5,174,678	-5%	29,745	306,605	336,350	-5%	2,314.26	150.42
Scoma's	12,421	830,824	0%	20,709	33,310	54,019	0%	66.89	4.35	12,700,378	-9%	248,507	577,230	825,737	-9%	1022.49	66.48
SFO Forecast, Inc.(Portco)	7,430	348,544	-20%	5,375	18,152	23,527	-20%	46.91	3.17	7,685,021	-1%	64,499	454,239	518,738	-1%	1034.32	69.82
SFS39, inc. (formerly Franciscan Restaurant)	12,143	759,860	-19%	32,392	18,549	50,941	-19%	62.58	4.20	14,419,218	-7%	388,710	584,714	973,424	-7%	1187.45	80.16
Herrington Tavern dba Tarantino's	7,153	68,758	-40%	12,279	0	12,279	0%	9.61	1.72	1,604,465	-27%	147,349	915	148,264	-9%	224.31	20.73
SUBTOTAL:		\$3,698,070	-17%	\$176,218	\$121,279	\$297,497	-10%	-	-	\$69,690,613	-4%	\$2,109,795	\$2,908,917	\$5,018,712	-5%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	1,647,229	4%	41,667	56,246	97,912	3%	82.81	4.92	27,550,772	3%	500,004	1,199,127	1,699,130	3%	1385.09	85.42
Boudin's Bakery & Café	4,400	149,825	-34%	7,715	5,769	13,484	-34%	34.05	3.06	4,049,568	-7%	90,274	274,185	364,459	-7%	920.36	82.83
Frances Chu (The Crab Station)	927	92,611	-38%	943	5,077	6,020	-38%	99.90	6.49	1,769,796	-20%	11,314	103,721	115,035	-20%	1909.16	124.09
Guardino's Souvenir & Gift	1,824	49,738	-43%	1,235	2,113	3,348	-43%	27.27	1.84	1,203,781	-32%	14,822	66,703	81,525	-31%	659.97	44.70
SUBTOTAL:		\$1,939,404	-5%	\$51,559	\$69,205	\$120,765	-8%	-	-	\$34,573,918	-1%	\$616,413	\$1,643,736	\$2,260,150	-2%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	336,623	-4%	32,646	0	32,646	0%	5.68	0.55	9,342,260	-3%	391,756	382,027	773,783	-2%	157.56	13.05
Abraham Pedicabs dba Cabrio Taxi		908	-27%	200	0	200	0%	-	-	36,908	-9%	2,400	1,578	3,978	-10%	-	-
Golden Gate Pedicab		1,570	-60%	300	0	300	-23%	-	-	52,300	-38%	3,600	2,162	5,762	-31%	-	-
Henriquez, Reinaldo		161	40%	20	0	20	0%	-	-	2,084	-12%	240	46	286	-13%	-	-
Pedicab/K.Saggers		1,663	7%	240	0	240	0%	-	-	65,435	-12%	2,880	4,002	6,882	-9%	-	-
SUBTOTAL:		\$340,924	-5%	\$33,406	\$0	\$33,406	0%	-	-	\$9,498,986	-4%	\$400,876	\$389,815	\$790,691	-2%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	101,736	-14%	11,541	0	11,541	0%	4.86	0.55	2,336,920	-2%	138,496	38,398	176,894	-1%	111.73	8.46
Frank's Fisherman's Supply	8,183	36,596	-28%	4,160	0	4,160	-18%	4.47	0.51	750,722	-7%	49,916	26,262	76,178	-6%	91.74	9.31
Hoppe, Arthur	10,413	171,785	-4%	14,330	701	15,031	-4%	16.50	1.44	3,803,899	10%	171,548	162,664	334,212	10%	365.30	32.10
Portco, Inc./ Safe Harbor (swl 302)		42,086	-30%	11,342	0	11,342	3%	-	-	1,143,456	3%	135,412	6,153	141,565	4%	-	-
SUBTOTAL:		\$352,204	-14%	\$41,373	\$701	\$42,074	-3%	-	-	\$8,034,998	4%	\$495,372	\$233,477	\$728,849	4%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	42,566	-2%	2,841	0	2,841	0%	8.15	0.54	831,299	8%	34,092	17,378	51,470	6%	159.16	9.85
S. F. Maritime Nat'l Park Assoc.	8,096	52,422	-7%	6,855	0	6,855	0%	6.48	0.85	1,044,660	-3%	82,262	4,553	86,815	-1%	129.03	10.72
S. F. Museum and Historical Society	9,406	49,281	1%	4,399	487	4,886	1%	5.24	0.52	974,608	0%	50,780	36,292	87,072	0%	103.62	9.26
SUBTOTAL:		\$144,269	-3%	\$14,095	\$487	\$14,582	0%	-	-	\$2,850,567	1%	\$167,134	\$58,223	\$225,357	1%	-	-
Pier 39		0	* (12)	41,667	0	41,667	0%	-	-	36,656,902	-3%	500,000	3,219,815	3,719,815	-2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (12)	8,921	0	8,921	0%	-	-	9,983,954	-4%	107,050	292,306	399,356	-4%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$0	\$50,588	0%	-	-	\$46,640,856	-3%	\$607,050	\$3,512,121	\$4,119,171	-2%	-	-
TOTAL : FISHERMAN'S WHARF		\$6,474,870	-13%	\$367,240	\$191,673	\$558,912	-8%	-	-	\$171,289,937	-3%	\$4,396,641	\$8,746,290	\$13,142,930	-3%		
TOTAL PORT		\$9,027,692	-30%	\$1,171,674	\$382,105	\$1,553,779	-15%			\$280,059,247	-1%	\$16,358,092	\$18,603,992	\$34,962,083	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" ->	\$30,639,396	\$10,675,671	\$78,129,914	\$11,143,483	\$171,289,937	\$13,142,930	\$280,059,247	\$34,962,083
PRIOR "YEAR" ->	\$29,229,829	\$9,104,995	\$76,756,981	\$11,008,176	\$175,918,477	\$13,525,466	\$281,905,286	\$33,638,637
CHANGE ->	5% \$1,409,568	17% \$1,570,676	2% \$1,372,934	1% \$135,307	-3% (\$4,628,540)	-3% (\$382,536)	-1% (\$1,846,039)	4% \$1,323,447

(12) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		140,871	3%	11,200	0	11,200	3%	-	-	2,587,747	19%	134,394	48,761	183,155	15%	-	-
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	148,589	-56%	18,935	0	18,935	-20%	18.75	2.39	3,704,883	-25%	225,510	53,326	278,836	-20%	467.55	35.19
Java House, LLC		8,106	-21%	3,314	0	3,314	4%	-	-	210,164	15%	39,406	0	39,406	3%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,845,158	1%	219,993	155,918	375,911	17%	92.37	18.82
The Ramp Restaurant		100,606	-50%	8,274	0	8,274	-15%	-	-	2,718,838	-12%	98,103	54,644	152,747	12%	-	-
Red's Java House	772	28,038	-32%	1,714	249	1,963	-32%	36.32	2.54	769,551	6%	20,259	33,613	53,872	6%	996.83	69.78
Sitting By, Inc. dba Hivive	1,937	105,957	-23%	6,688	729	7,417	-23%	54.70	3.83	2,147,374	-5%	80,255	70,054	150,309	-5%	1108.61	77.60
SUBTOTAL:		\$532,167	-39%	\$87,031	\$977	\$88,008	-9%	-	-	\$13,983,715	-8%	\$1,040,781	\$416,315	\$1,457,096	2%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBP) - Lot A	619,317	0	-100% (3)	34,000	0	34,000	-69%	0.00	0.05	6,062,210	7% (3a)	2,829,536	1,828,511	4,658,047	11%	9.79	7.52
Seawall Lot 337 Assc.(CBBP) - Lot A- Spcl Event		0	0% (3)	0	0	0	0%	-	-	62,379	230% (3a)	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		13,604	13%	0	8,979	8,979	13%	-	-	159,146	8%	0	105,037	105,037	8%	-	-
Imperial Parking Inc. (Piers 30/32))		80,830	-3% (4)	0	53,348	53,348	-3%	-	-	1,887,581	28% (4)	0	1,245,806	1,245,806	28%	-	-
Imperial Parking Inc. (SWL #330)	101,471	68,063	-5%	46,773	0	46,773	-1%	0.67	0.46	1,321,200	20%	561,270	320,481	881,751	18%	13.02	8.69
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		56,046	-2%	0	36,991	36,991	-2%	-	-	1,070,824	110%	0	706,745	706,745	110%	-	-
Imperial Parking Inc. (Port Bus Lot)	39,820	0	0%	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% (5)	2,917	0	2,917	0%	-	-	1,072,815	-3%	5,834	0	5,834	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (5)	0	0	0	0%	-	-	0	0%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	0% (5)	0	0	0	0%	-	-	274,200	40%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,300	-2%	0	4,818	4,818	-2%	-	-	90,586	6%	0	59,790	59,790	6%	-	-
SUBTOTAL:		\$225,843	-43%	\$83,689	\$104,135	\$187,824	-29%	-	-	\$12,000,941	17%	\$3,396,639	\$4,266,369	\$7,663,008	20%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		169,008	-2%	16,547	0	16,547	-15%	-	-	2,624,595	17%	196,199	88,300	284,499	4%	-	-
Bay Native		9,075	-16%	8,033	0	8,033	*	-	-	122,993	-25%	96,388	0	96,388	41%	-	-
Bike Hut Foundation		3,757	* (6)	393	0	393	*	-	-	43,686	* (6)	3,537	1,258	4,795	*	-	-
City Kayak		4,824	* (6)	1,022	0	1,022	*	-	-	153,996	* (6)	9,197	4,228	13,425	*	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (7)	91,395	0	91,395	3%	-	-	1,270,111	-4%	1,084,922	0	1,084,922	16%	-	-
Spinnaker		33,470	* (6)	9,123	0	9,123	*	-	-	439,360	* (6)	71,538	0	71,538	*	-	-
SUBTOTAL:		\$220,134	20%	\$126,512	\$0	\$126,512	9%	-	-	\$4,654,740	25%	\$1,461,781	\$93,786	\$1,555,567	22%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$978,144	-33%	\$297,233	\$105,112	\$402,344	-16%	-	-	\$30,639,396	5%	\$5,899,201	\$4,776,470	\$10,675,671	17%	-	-

(1) Feb 2019 sales unavailable.

(2) Quarterly reporting on rent revenues.

(3) Lease L-14980 was replaced by new lease L-16417 effective 8/15/2018. Lease covers Lot A 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 is kept for historical data reference rather than comparison.

(4) Both Sales and overage rent from Oct 2018 onward are pending for revision.

(5) Pier 48 portion of Lease L-13441 was replaced by new lease L-16410 effective 8/15/2018. Lease covers Pier 48 shed A, Valley and Shed C. Reporting frequency has been switched to a quarterly schedule.

(6) Insufficient historical data for comparison.

(7) Quarterly reporting with special covered period.

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		February			2019			2019			February		2019		2019		February		2019
		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	7,627	249,648	15%	11,107	5,744	16,851	15%	32.73	2.21	3,039,945	1%	127,999	77,207	205,206	1%	398.58	26.91		
Pier 23 Cafe	4,835	242,023	-25%	21,944	0	21,944	-3%	50.06	4.54	4,993,966	-2%	263,325	96,558	359,883	-2%	1032.88	74.43		
Queen's Louisiana Po-Boy Café, LLC		71,370	1%	5,146	0	5,146	3%	-	-	1,225,503	* (8)	60,532	25,816	86,348	*	-	-		
Waterfront Restaurant	11,894	335,597	-17%	13,185	6,951	20,136	-18%	28.22	1.69	6,177,501	0%	158,221	212,053	370,274	0%	519.38	31.13		
SUBTOTAL:		\$898,638	-12%	\$51,382	\$12,695	\$64,077	-4%	-	-	\$15,436,915	6%	\$610,076	\$411,634	\$1,021,711	6%	-	-		
PARKING																			
Central Parking (SWL #314)	29,917	102,595	2% (9)	53,841	0	53,841	0%	3.43	1.80	1,556,422	5%	646,093	0	646,093	0%	52.02	21.60		
Central Parking (Triangle lot)		130,556	-10% (9)	123,747	0	123,747	0%	-	-	2,314,171	-8%	1,484,963	458,459	1,943,422	-4%	-	-		
Central Parking (Pier 45-Shed A)		16,345	-24%	0	10,787	10,787	-24%	-	-	187,208	-63%	0	123,557	123,557	-63%	-	-		
Central Parking (Pier 45-Shed C & Valley)		74	-99%	0	49	49	-99%	-	-	53,553	-41%	0	35,346	35,346	-41%	-	-		
Central Parking (SWL 321)		78,869	-4%	75,555	0	75,555	3%	-	-	1,126,714	11%	898,995	2,024	901,019	10%	-	-		
Central Parking (SWL 323/324)		58,094	-34%	80,730	0	80,730	3%	-	-	1,182,168	17%	960,570	0	960,570	12%	-	-		
Central Parking (Swl 322-i)	37,812	46,995	-16%	0	31,017	31,017	-16%	1.24	0.82	708,230	3%	0	467,432	467,432	3%	18.73	12.36		
Central Parking (Pier 19.5)		22,513	-27%	0	14,858	14,858	-27%	-	-	318,681	-25%	0	210,330	210,330	-25%	-	-		
Central Parking (Pier 29.5)		24,112	-25%	0	15,914	15,914	-25%	-	-	410,701	-7%	0	271,061	271,061	-7%	-	-		
SUBTOTAL:		\$480,152	-15%	\$333,873	\$72,625	\$406,498	-5%	-	-	\$7,857,847	-4%	\$3,990,621	\$1,568,209	\$5,558,830	-4%	-	-		
EXCURSIONS/TRANSPORTATION																			
Hornblower Yachts, Inc. (Pier 31 1/2)		0	-100% (10)	31,668	0	31,668	-75%	-	-	30,412,340	4% (10a)	380,019	1,932,576	2,312,595	11%	-	-		
Hornblower Yachts, Inc. (Pier 3)		0	-100% (10)	18,908	0	18,908	-62%	-	-	16,085,503	0%	226,900	922,684	1,149,584	1%	-	-		
SUBTOTAL:		\$0	-100%	\$50,576	\$0	\$50,576	-71%	-	-	\$46,497,843	3%	\$606,919	\$2,855,260	\$3,462,179	7%	-	-		
OTHER																			
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	0%	-	-	480,000	0%	64,908	0	64,908	2%	-	-		
S. F. Pier 33, LLC	4,300	155,888	-17%	12,732	0	12,732	-6%	36.25	2.96	3,241,063	-2%	150,974	86,505	237,479	-1%	753.74	55.23		
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (11)	53,229	0	53,229	0%	-	-	4,616,246	-7%	638,751	159,624	798,375	7%	-	-		
SUBTOTAL:		\$195,888	-14%	\$71,371	\$0	\$71,371	-1%	-	-	\$8,337,309	-5%	\$854,634	\$246,129	\$1,100,763	5%	-	-		
TOTAL :	NORTHERN	\$1,574,678	-61%	\$507,201	\$85,321	\$592,522	-20%	-	-	\$78,129,914	2%	\$6,062,250	\$5,081,233	\$11,143,483	1%	-	-		

(8) Business operation began Oct 2017, insufficient historical data for comparison

(9) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.

(10) Feb 2019 sales unavailable. Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease. (10a) Data is preliminary, pending for revision.

(11) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.