

PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2020								LAST 12 MONTHS (Mar '19 - Feb '20)							
		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 000575	6,270	492,205	-4%	18,385	13,609	31,994	-4%	78.50	5.10	9,323,342	-5%	220,618	385,401	606,019	-5%	1486.98	96.65
Capurro's (Formerly Mama Franceschi / Franceschi) 001774	4,286	0	-100% (1)	7,200	0	7,200	-28%	0.00	1.68	2,337,940	-16%	86,400	78,611	165,011	-12%	545.48	38.50
Castagnola's 000650	9,107	67,772	-19%	22,248	0	22,248	0%	7.44	2.44	1,773,723	-26%	266,978	0	266,978	-1%	194.76	29.32
D & G Co.(Lou's Blue) 002834	2,120	162,413	25%	14,267	0	14,267	2%	76.61	6.73	3,039,086	-4%	170,157	53,670	223,827	-3%	1433.53	105.58
Herrington Tavern dba Fisherman's Grotto #9 003944	18,796	196,401	-3%	27,990	0	27,990	0%	10.45	1.49	3,508,190	-15%	335,878	1,451	337,329	-2%	186.65	17.95
Nick's Lighthouse 000527	2,238	316,595	11%	2,326	18,253	20,579	11%	141.46	9.20	5,148,148	-5%	27,913	306,725	334,638	-5%	2,300.33	149.53
340 Jefferson, LLC (formerly Pompei's Grotto) 003631	4,140	135,914	27%	10,830	0	10,830	0%	32.83	2.62	2,415,755	-11%	129,957	42,375	172,332	-10%	583.52	41.63
Sabella & La Torre 000532	2,236	311,167	2%	2,479	17,747	20,226	2%	139.16	9.05	5,088,508	-2%	29,745	301,006	330,751	-2%	2,275.72	147.92
Scoma's 000603	12,421	841,215	1%	20,709	34,012	54,721	1%	67.73	4.41	12,628,323	-1%	248,507	573,157	821,664	0%	1016.69	66.15
SFO Forecast, Inc.(Portco) 000707	7,430	0	-100% (1)	5,375	0	5,375	-77%	0.00	0.72	6,621,727	-14%	64,499	387,820	452,319	-13%	891.21	60.88
SFS39, inc. (formerly Franciscan Restaurant) 001985	12,143	697,616	-8%	32,392	14,327	46,719	-8%	57.45	3.85	12,029,111	-17%	388,710	424,555	813,265	-16%	990.62	66.97
Herrington Tavern dba Tarantino's 004173	7,153	2,774	-96%	12,279	0	12,279	0%	0.39	1.72	1,104,283	588%	147,349	0	147,349	-1%	154.38	20.60
SUBTOTAL:		\$3,224,074	-15%	\$176,480	\$97,948	\$274,428	-8%	-	-	\$65,018,138	-8%	\$2,116,711	\$2,554,771	\$4,671,482	-7%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc. 001679	19891	1,701,050	3%	41,667	59,817	101,484	4%	85.52	5.10	27,815,259	1%	500,004	1,218,445	1,718,449	1%	1398.38	86.39
Boudin's Bakery & Cafe 002906	4,400	207,687	39%	7,946	10,745	18,692	39%	47.20	4.25	4,112,129	2%	93,046	277,048	370,095	2%	934.57	84.11
Frances Chu (The Crab Station) 000019	927	65,711	-29%	943	3,328	4,271	-29%	70.89	4.61	1,419,364	-20%	11,314	80,943	92,257	-20%	1531.14	99.52
Guardino's Souvenir & Gift 000587	1,824	44,305	-11%	1,235	1,759	2,994	-11%	24.29	1.64	865,949	-28%	14,822	44,118	58,940	-28%	474.75	32.31
SUBTOTAL:		\$2,018,753	4%	\$51,791	\$75,650	\$127,440	6%	-	-	\$34,212,701	-1%	\$619,186	\$1,620,555	\$2,239,740	-1%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet 000739	59292	341,181	1%	32,646	0	32,646	0%	5.75	0.55	8,199,299	-12%	391,756	289,485	681,241	-12%	138.29	11.49
Abraham Pedicabs dba Cabrio Taxi 002987		1,302	43%	200	0	200	0%	-	-	29,401	-20%	2,400	839	3,239	-19%	-	-
Golden Gate Pedicab 002781		2,970	89%	300	0	300	0%	-	-	60,809	16%	3,600	2,901	6,501	13%	-	-
Golden Gate Scenic (Red & White Fleet) 000757		441,624	-7%	42,768	0	42,768	15%	-	-	11,472,279	-5%	417,905	475,891	893,796	-3%	-	-
Henriquez, Reinaldo 000631		0	-100% (1)	20	0	20	0%	-	-	1,877	-10%	240	40	280	-2%	-	-
Pedicab/K.Saggers 001478		1,288	-23%	240	0	240	0%	-	-	53,335	-18%	2,880	2,830	5,710	-17%	-	-
SUBTOTAL:		\$788,365	-4%	\$76,174	\$0	\$76,174	8%	-	-	\$19,817,000	-8%	\$818,781	\$771,986	\$1,590,767	-7%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & Ind.) 003467	20,915	0	-100% (1)	11,541	0	11,541	0%	0.00	0.55	2,004,414	-14%	138,496	25,280	163,776	-7%	95.84	7.83
Frank's Fisherman's Supply 000661	8,183	38,336	5%	4,614	0	4,614	11%	4.68	0.56	691,382	-8%	54,910	16,621	71,531	-6%	84.49	8.74
Hoppe, Arthur 000680	10,413	0	-100% (1)	14,414	0	14,414	-4%	0.00	1.38	3,548,259	-7%	172,966	151,990	324,956	-3%	340.75	31.21
Portco, Inc./ Safe Harbor (swl 302) 002511		0	-100% (1)	11,342	0	11,342	0%	-	-	957,510	-16%	136,102	2,504	138,606	-2%	-	-
SUBTOTAL:		\$38,336	-89%	\$41,911	\$0	\$41,911	0%	-	-	\$7,201,565	-10%	\$502,474	\$196,395	\$698,869	-4%	-	-

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OTHER																	
National Liberty Ship Memorial 001820	5,223	54,981	29%	2,841	458	3,299	16%	10.53	0.63	813,670	-2%	34,092	15,453	49,545	-4%	155.79	9.49
S. F. Maritime Nat'l Park Assoc. 002813	8,096	47,883	-9%	6,855	0	6,855	0%	5.91	0.85	999,263	-4%	82,262	3,337	85,599	-1%	123.43	10.57
S. F. Museum and Historical Society 001392	9,406	0	-100% (1)	4,399	0	4,399	-10%	0.00	0.47	920,573	-6%	52,791	36,764	89,555	3%	97.87	9.52
SUBTOTAL:		\$102,864	-29%	\$14,095	\$458	\$14,553	0%	-	-	\$2,733,506	-4%	\$169,145	\$55,554	\$224,699	0%	-	-
Pier 39 000866		0	0% (11)	41,667	0	41,667	0%	-	-	33,790,321	-8%	500,000	2,923,879	3,423,879	-8%	-	-
The Bay Institutes (formerly Aquarium of the Bay) 002680		0	0% (11)	9,578	0	9,578	7%	-	-	9,200,193	-8%	112,306	257,015	369,321	-8%	-	-
SUBTOTAL:		\$0	0%	\$51,245	\$0	\$51,245	1%	-	-	\$42,990,514	-8%	\$612,306	\$3,180,894	\$3,793,200	-8%	-	-
TOTAL : FISHERMAN'S WHARF		\$6,172,392	-12%	\$411,695	\$174,055	\$585,751	-2%	-	-	\$171,973,424	-7%	\$4,838,602	\$8,380,154	\$13,218,757	-6%		
TOTAL PORT		\$8,909,743	-23%	\$1,211,613	\$379,553	\$1,591,166	-4%			\$282,575,131	-3%	\$16,292,165	\$17,814,394	\$34,106,560	-2%		

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" ->	\$33,859,611	\$9,999,284	\$76,742,097	\$10,888,519	\$171,973,424	\$13,218,757	\$282,575,131	\$34,106,560						
PRIOR "YEAR" ->	\$30,626,231	\$10,193,316	\$76,375,282	\$10,561,202	\$184,316,200	\$14,062,193	\$291,317,713	\$34,816,712						
CHANGE ->	11% \$3,233,380	-2% (\$194,033)	0% \$366,815	3% \$327,317	-7% (\$12,342,776)	-6% (\$843,437)	-3% (\$8,742,582)	-2% (\$710,152)						

Data used to compile the report non-GAAP.

(11) 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		167,304	19%	11,505	206	11,711	5%	-	-	2,942,969	14%	138,054	67,947	206,001	12%	-	-
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	509,039	243%	19,503	16,130	35,633	88%	64.24	4.50	5,465,478	48%	232,335	150,251	382,586	37%	689.74	48.28
Java House, LLC 002472		0	-100% (7)	3,314	0	3,314	0%	-	-	168,142	-20%	39,769	0	39,769	1%	-	-
369-399 Embarcadero, LLC(formerly JMA Waterfront Prop LLC) 003638	19,976	0	0% (2)	21,233	0	21,233	0%	0.00	1.06	1,876,509	2%	254,792	160,620	415,412	1%	93.94	20.80
The Ramp Restaurant 000852		0	-100% (1)	8,274	0	8,274	0%	-	-	2,743,597	1%	99,288	41,599	140,887	-3%	-	-
Red's Java House 003289	772	57,637	-17%	1,714	2,321	4,035	-17%	74.66	5.23	798,948	-1%	20,569	35,359	55,928	-1%	1034.91	72.45
Sitting By, Inc. dba Hivive 002948	1,937	121,168	14%	6,889	1,593	8,482	14%	62.55	4.38	2,157,369	0%	82,667	68,345	151,012	0%	1113.77	77.96
SUBTOTAL:		\$855,149	49%	\$91,004	\$20,249	\$111,253	19%	-	-	\$16,153,012	15%	\$1,090,335	\$524,120	\$1,614,455	9%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBC) - Lot A 004291	619,317	0	0% (3)	35,020	0	35,020	3%	0.00	0.06	7,472,528	23% (3a)	2,045,108	1,713,903	3,759,011	-6%	12.07	6.07
Seawall Lot 337 Assc.(CBBC) - Lot A- Spcl Event 004291		0	0% (3)	0	0	0	0%	-	-	186,626	199% (3a)	0	186,626	186,626	0%	-	-
Imperial Parking Inc. (Pier 26) 003264		20,549	51%	0	13,563	13,563	51%	-	-	204,358	28%	0	134,877	134,877	28%	-	-
Imperial Parking Inc. (Piers 30/32) 001587		101,483	38%	0	66,979	66,979	38%	-	-	1,868,987	1%	0	1,233,532	1,233,532	1%	-	-
Imperial Parking Inc. (SWL #330) 001585	101,471	32,923	-52%	25,190	0	25,190	-46%	0.32	0.25	928,268	-30%	388,606	227,509	616,115	-30%	9.15	6.07
Imperial Parking Inc. (901 Illinois-Pier 70 lot) 003593		16,026	-60%	0	10,577	10,577	-60%	-	-	225,177	-79%	0	148,617	148,617	-79%	-	-
China Basin Ballpark Co./Imperial (pier 48)- Parking 004194		0	0% (4)	2,917	0	2,917	0%	-	-	942,204	-12% (4a)	350,004	169,012	519,016	221%	-	-
China Basin Ballpark Co./Imperial (p-48)- Spcl Event 004194		0	0% (4)	0	0	0	0%	-	-	186,779	-32% (4a)	0	186,779	186,779	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50) 003819		7,224	-1%	0	4,768	4,768	-1%	-	-	99,095	9%	0	65,405	65,405	9%	-	-
SUBTOTAL:		\$178,205	-12%	\$63,126	\$95,886	\$159,013	-8%	-	-	\$12,114,022	1%	\$2,783,717	\$4,066,259	\$6,849,977	-4%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works 000852		0	-100% (1)	16,547	0	16,547	0%	-	-	2,409,187	-8%	198,564	83,198	281,762	-3%	-	-
Bay Native 003080		0	-100% (1)	8,033	0	8,033	0%	-	-	76,280	-38%	96,388	0	96,388	0%	-	-
Bike Hut Foundation 003947		2,623	-30%	440	0	440	12%	-	-	51,020	* (5)	5,186	622	5,808	*	-	-
City Kayak 003981		5,737	19%	1,139	0	1,139	11%	-	-	163,143	* (5)	13,433	2,078	15,511	*	-	-
Recology/Sustainable Crushing Ventures, LLC 002648		0	0% (6)	81,103	0	81,103	-11%	-	-	2,157,633	70%	1,024,693	0	1,024,693	-6%	-	-
Spinnaker 004103		42,267	26%	9,419	0	9,419	3%	-	-	735,314	* (5)	110,690	0	110,690	*	-	-
SUBTOTAL:		\$50,627	-77%	\$116,681	\$0	\$116,681	-8%	-	-	\$5,592,577	20%	\$1,448,954	\$85,898	\$1,534,852	-2%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,083,980	9%	\$270,812	\$116,135	\$386,947	-1%	-	-	\$33,859,611	11%	\$5,323,006	\$4,676,277	\$9,999,284	-2%	-	-

- (1) February 2020 sales unavailable due to Shelter In Place order in effect for COVID-19.
- (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. (3a) "Last 12 months" columns are up to date.
- (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. (4a) "Last 12 months" columns are up to date.
- (5) Insufficient historical data for comparison.
- (6) Quarterly reporting with special covered period.
- (7) Business was sold in December, premise is currently under renovation.

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner 000811	7,627	240,680	-4%	11,662	4,584	16,246	-4%	31.56	2.13	3,198,766	5%	134,399	77,477	211,876	3%	419.40	27.78
Pier 23 Café 000805	4,835	368,239	52%	21,944	3,833	25,777	17%	76.16	5.33	5,363,785	7%	263,325	116,012	379,337	5%	1109.37	78.46
Queen's Louisiana Po-Boy Café, LLC 003740		82,401	15%	5,302	466	5,768	12%	-	-	1,370,242	12%	62,224	32,435	94,659	10%	-	-
Waterfront Restaurant 000238	11,894	355,804	6%	13,778	7,570	21,348	6%	29.91	1.79	6,381,075	3%	161,780	217,691	379,471	2%	536.50	31.90
SUBTOTAL:		\$1,047,124	17%	\$52,686	\$16,453	\$69,139	8%	-	-	\$16,313,868	6%	\$621,728	\$443,615	\$1,065,343	4%	-	-
PARKING																	
Central Parking (SWL #314) 002753	29,917	106,797	4% (8)	53,841	0	53,841	0%	3.57	1.80	1,691,782	9%	646,093	0	646,093	0%	56.55	21.60
Central Parking (Triangle lot) 002752		160,991	23% (8)	123,747	0	123,747	0%	-	-	2,408,673	4%	1,484,963	576,092	2,061,055	6%	-	-
Central Parking (Pier 45-Shed A) 002791		13,272	-19%	0	8,760	8,760	-19%	-	-	187,492	0%	0	123,746	123,746	0%	-	-
Central Parking (Pier 45-Shed C & Valley) 003510		6,800	9089% (9)	0	4,488	4,488	9059%	-	-	55,421	3%	0	36,578	36,578	3%	-	-
Central Parking (SWL 321) 003913		101,390	29%	78,200	0	78,200	4%	-	-	1,148,094	2%	930,465	0	930,465	3%	-	-
Central Parking (SWL 323/324) 003914		132,408	128%	83,555	3,834	87,389	8%	-	-	1,273,549	8%	994,185	3,834	998,019	4%	-	-
Central Parking (Pier 19.5) 003919		50,101	123%	0	33,067	33,067	123%	-	-	351,742	10%	0	232,151	232,151	10%	-	-
Central Parking (Pier 29.5) 003920		34,486	43%	0	22,761	22,761	43%	-	-	503,858	23%	0	332,545	332,545	23%	-	-
SUBTOTAL:		\$606,246	40%	\$339,343	\$72,909	\$412,252	10%	-	-	\$7,620,612	7%	\$4,055,706	\$1,304,945	\$5,360,651	5%	-	-
EXCURSIONS/TRANSPORTATION																	
Alcatraz Cruises, LLC (formerly Hornblower Yachts, Inc.) (P-31.5) 004394		0	-100% (1)	59,295	0	59,295	-54%	-	-	30,214,057	-6%	519,732	1,805,042	2,324,774	-3%	-	-
Hornblower Yachts, Inc. (Pier 3) 000817		0	-100% (1)	18,908	0	18,908	-57%	-	-	15,914,251	-4%	226,900	895,215	1,122,115	-4%	-	-
SUBTOTAL:		\$0	-100%	\$78,203	\$0	\$78,203	-55%	-	-	\$46,128,308	-5%	\$746,632	\$2,700,257	\$3,446,889	-4%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners 000818		0	-100% (1)	5,645	0	5,645	0%	-	-	360,000	-25%	67,740	0	67,740	3%	-	-
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.) 003847		0	0% (10)	53,229	0	53,229	0%	-	-	6,319,308	37%	638,751	309,145	947,896	19%	-	-
SUBTOTAL:		\$0	-100%	\$58,874	\$0	\$58,874	0%	-	-	\$6,679,308	31%	\$706,491	\$309,145	\$1,015,636	18%	-	-
TOTAL :	NORTHERN	\$1,653,370	-54%	\$529,106	\$89,362	\$618,468	-8%	-	-	\$76,742,097	0%	\$6,130,557	\$4,757,962	\$10,888,519	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 \$74.00

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