

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2018								LAST -12- MONTHS (Feb '17 - Jan '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	589,970	8%	18,385	19,964	38,349	8%	94.09	6.12	10,715,259	-2%	220,618	475,876	696,494	-2%	1708.97	111.08
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	164,365	21%	6,000	5,095	11,095	21%	38.35	2.59	2,544,195	0%	72,000	105,733	177,733	4%	593.61	41.47
Castagnola's	9,107	0	-100% (1)	22,248	0	22,248	0%	0.00	2.44	1,304,030	-54%	266,978	1,900	268,878	-1%	143.19	29.52
D & G Co.(Lou's Blue)	2,120	142,968	23%	13,700	0	13,700	2%	67.44	6.46	3,131,278	-5%	163,091	61,057	224,148	-3%	1477.02	105.73
Fisherman's Grotto #9	18,796	0	* (10)	27,990	0	27,990	0%	0.00	1.49	0	-100%	335,878	0	335,878	-15%	0.00	17.87
Nick's Lighthouse	2,238	324,977	-13%	2,326	18,798	21,124	-13%	145.21	9.44	5,312,139	-5%	27,913	317,389	345,302	-5%	2,373.61	154.29
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	131,596	34%	10,830	0	10,830	0%	31.79	2.62	3,185,159	11%	129,957	88,997	218,954	9%	769.36	52.89
Sabella & La Torre	2,236	335,334	10%	2,479	19,318	21,797	10%	149.97	9.75	5,426,347	3%	29,745	322,964	352,709	2%	2,426.81	157.74
Scoma's	12,421	763,087	-18%	20,709	28,907	49,616	-18%	61.44	3.99	14,144,818	-8%	248,507	671,091	919,598	-8%	1138.78	74.04
SFO Forecast, Inc.(Portco)	7,430	377,737	13%	5,375	20,122	25,497	13%	50.84	3.43	7,643,962	3%	64,499	451,467	515,966	3%	1028.80	69.44
SFS39, inc. (formerly Franciscan Restaurant)	12,143	813,951	-7%	32,392	22,108	54,500	-6%	67.03	4.49	15,411,522	-1%	388,710	648,329	1,037,039	-2%	1269.17	85.40
Tarantino's	7,153	85,846	-36%	12,279	0	12,279	0%	12.00	1.72	2,221,384	1%	147,349	15,539	162,888	3%	310.55	22.77
SUBTOTAL:		\$3,729,830	-6%	\$174,713	\$134,311	\$309,024	-3%	-	-	\$71,040,093	-9%	\$2,095,245	\$3,160,342	\$5,255,586	-3%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	1,558,384	9%	41,667	52,682	94,349	9%	78.35	4.74	26,623,111	-1%	500,004	1,151,287	1,651,291	0%	1338.45	83.02
Boudin's Bakery & Café	4,400	202,307	69%	7,484	10,723	18,208	69%	45.98	4.14	4,243,378	12%	87,414	294,491	381,906	12%	964.40	86.80
Frances Chu (The Crab Station)	927	119,188	-9%	943	6,804	7,747	-9%	128.57	8.36	2,179,861	6%	11,314	130,374	141,688	6%	2351.52	152.85
Guardino's Souvenir & Gift	1,824	88,925	-2%	1,235	4,739	5,974	-3%	48.75	3.27	1,772,978	-4%	14,822	104,476	119,298	-4%	972.03	65.40
SUBTOTAL:		\$1,968,805	11%	\$51,329	\$74,948	\$126,277	13%	-	-	\$34,819,329	1%	\$613,554	\$1,680,628	\$2,294,182	2%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	540,967	-8%	32,646	10,594	43,240	-9%	9.12	0.73	9,744,880	8%	391,756	401,825	793,581	8%	164.35	13.38
Abraham Pedicabs dba Cabrio Taxi		1,043	28%	200	0	200	0%	-	-	40,156	-10%	2,400	2,011	4,411	-11%	-	-
Golden Gate Pedicab		4,645	-12%	300	165	465	-12%	-	-	84,018	4%	3,600	4,809	8,409	4%	-	-
Henriquez, Reinaldo		93	-21%	20	0	20	0%	-	-	2,313	-13%	240	87	327	-9%	-	-
Pedicab/K.Saggers		1,687	-25%	240	0	240	0%	-	-	75,329	-14%	2,880	4,728	7,608	-13%	-	-
SUBTOTAL:		\$548,435	-8%	\$33,406	\$10,759	\$44,165	-9%	-	-	\$9,946,696	8%	\$400,876	\$413,460	\$814,336	8%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	100,202	-5%	11,541	0	11,541	0%	4.79	0.55	2,382,778	1%	138,496	39,557	178,053	2%	113.93	8.51
Frank's Fisherman's Supply	8,183	42,432	17%	4,160	83	4,243	2%	5.19	0.52	805,834	-3%	49,916	30,662	80,578	-4%	98.48	9.85
Hoppe, Arthur	10,413	147,260	3%	14,248	0	14,248	1%	14.14	1.37	3,420,490	-1%	170,897	130,634	301,531	-1%	328.48	28.96
Portco, Inc./ Safe Harbor (swl 302)		52,623	37%	10,997	0	10,997	3%	-	-	1,097,989	4%	130,990	5,127	136,117	3%	-	-
SUBTOTAL:		\$342,516	6%	\$40,946	\$83	\$41,029	1%	-	-	\$7,707,090	0%	\$490,299	\$205,980	\$696,279	0%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	49,465	-8%	2,841	127	2,968	-8%	9.47	0.57	758,889	-4%	34,092	14,572	48,664	3%	145.30	9.32
S. F. Maritime Nat'l Park Assoc.	8,096	55,819	34%	6,855	0	6,855	0%	6.89	0.85	1,069,457	34%	82,262	5,176	87,438	3%	132.10	10.80
S. F. Museum and Historical Society	9,406	62,807	40%	4,089	2,142	6,232	40%	6.68	0.66	984,634	12%	49,070	38,918	87,989	13%	104.68	9.35
SUBTOTAL:		\$168,091	20%	\$13,786	\$2,269	\$16,055	11%	-	-	\$2,812,979	14%	\$165,425	\$58,667	\$224,091	7%	-	-
Pier 39		0	* (11)	41,667	1,140	42,807	0%	-	-	37,642,904	2%	500,000	3,300,562	3,800,562	2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (11)	8,921	0	8,921	7%	-	-	10,391,555	-1%	105,397	310,815	416,212	0%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$1,140	\$51,728	1%	-	-	\$48,034,459	2%	\$605,397	\$3,611,377	\$4,216,774	2%	-	-
TOTAL : FISHERMAN'S WHARF		\$6,757,676	0%	\$364,767	\$223,511	\$588,278	1%	-	-	\$174,360,646	-3%	\$4,370,795	\$9,130,454	\$13,501,249	0%		
TOTAL PORT		\$11,616,614	0%	\$1,154,504	\$579,122	\$1,733,626	1%			\$279,153,062	0%	\$15,184,150	\$18,233,647	\$33,417,797	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
CURRENT "YEAR" ->	\$28,766,139	\$9,047,772	\$76,026,278	\$10,868,776	\$174,360,646	\$13,501,249	\$279,153,062	\$33,417,797
PRIOR "YEAR" ->	\$29,302,207	\$9,181,458	\$69,695,274	\$10,158,255	\$179,499,270	\$13,474,971	\$278,496,751	\$32,814,684
CHANGE ->	-2% (\$536,068)	-1% (\$133,686)	9%	7% \$710,521	-3%	0% \$26,278	0%	2% \$603,113

(10) Business is temporarily closed for renovation.

(11) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		111,494	-32%	10,894	0	10,894	-5%	-	-	2,162,109	17%	130,425	28,434	158,859	-1%	-	-
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	257,688	-15%	18,364	0	18,364	-14%	32.52	2.32	4,900,769	-5%	218,491	125,650	344,141	-4%	618.47	43.43
Java House, LLC		0	-100% (1)	3,193	0	3,193	0%	-	-	159,644	-10%	38,317	0	38,317	6%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,823,926	2%	219,993	101,823	321,816	1%	91.31	16.11
The Ramp Restaurant		118,680	6%	8,037	328	8,366	14%	-	-	3,015,859	-1%	94,407	39,486	133,894	4%	-	-
Red's Java House	772	32,382	9%	1,652	615	2,267	9%	41.95	2.94	714,831	-8%	19,004	31,035	50,039	-8%	925.95	64.82
Sitting By, Inc. dba Hidive	1,937	116,999	-1%	6,590	1,600	8,190	-1%	60.40	4.23	2,224,530	-2%	78,956	76,758	155,714	-2%	1148.44	80.39
SUBTOTAL:		\$637,242	-13%	\$85,636	\$2,543	\$88,179	-3%	-	-	\$15,001,667	0%	\$1,022,454	\$403,186	\$1,425,639	-1%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	133,492	-58% (3)	52,167	35,938	88,105	-58%	0.22	0.14	5,657,454	-7%	2,779,225	1,435,839	4,215,064	-11%	9.13	6.81
China Basin Ball Park Co. (Lot A)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	18,915	-69%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		12,332	-29%	0	8,139	8,139	-29%	-	-	152,852	-30%	0	100,882	100,882	-30%	-	-
Imperial Parking Inc. (Piers 30/32))		88,757	41%	0	58,580	58,580	41%	-	-	1,459,768	5%	0	963,447	963,447	5%	-	-
Imperial Parking Inc. (SWL #330)	101,471	68,674	59%	46,773	0	46,773	3%	0.68	0.46	1,072,916	11%	550,366	193,340	743,706	6%	10.57	7.33
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		40,047	3%	0	26,431	26,431	3%	-	-	485,463	28%	0	320,405	320,405	28%	-	-
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		0	0% (3)	0	0	0	0%	-	-	1,111,120	-7%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	0	-100%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	217,500	-41%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,361	15%	0	4,858	4,858	15%	-	-	84,723	* (4)	0	55,916	55,916	*	-	-
SUBTOTAL:		\$350,664	-28%	\$98,940	\$133,946	\$232,886	-32%	-	-	\$10,260,712	-4%	\$3,329,591	\$3,069,829	\$6,399,420	-5%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		192,727	36%	16,074	657	16,731	14%	-	-	2,184,833	12%	188,817	78,971	267,788	4%	-	-
Bay Native		0	* (1)	4,552	0	4,552	0%	-	-	0	-100%	54,623	0	54,623	3%	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (5)	89,032	0	89,032	59%	-	-	1,318,927	-11%	900,302	0	900,302	34%	-	-
SUBTOTAL:		\$192,727	36%	\$109,658	\$657	\$110,315	47%	-	-	\$3,503,760	-3%	\$1,143,742	\$78,971	\$1,222,713	25%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,180,633	-14%	\$294,234	\$137,146	\$431,380	-15%	-	-	\$28,766,139	-2%	\$5,495,787	\$3,551,986	\$9,047,772	-1%	-	-

(1) Jan 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	218,802	-11%	10,578	4,191	14,769	-11%	28.69	1.94	3,027,815	-15%	121,397	82,984	204,381	-15%	396.99	26.80
Pier 23 Cafe	4,835	217,139	-5%	21,944	0	21,944	29%	44.91	4.54	5,051,531	-7%	248,712	115,525	364,237	-4%	1044.78	75.33
Waterfront Restaurant	11,894	347,938	-12%	12,808	8,068	20,876	-12%	29.25	1.76	6,092,681	2%	152,822	212,737	365,559	2%	512.25	30.73
SUBTOTAL:		\$783,879	-10%	\$45,330	\$12,259	\$57,589	0%	-	-	\$14,172,027	-5%	\$522,931	\$411,246	\$934,177	-4%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	82,488	6% (6)	53,841	0	53,841	0%	2.76	1.80	1,459,195	0%	646,093	0	646,093	0%	48.77	21.60
Central Parking (Triangle lot)		154,770	-2% (6)	123,747	0	123,747	0%	-	-	2,490,917	-2%	1,484,963	541,673	2,026,636	0%	-	-
Central Parking (Pier 45-Shed A)		21,726	-29%	0	14,339	14,339	-29%	-	-	507,479	2%	0	334,938	334,938	2%	-	-
Central Parking (Pier 45-Shed C & Valley)		8,920	16%	0	5,887	5,887	16%	-	-	91,859	-7%	0	60,625	60,625	-7%	-	-
Central Parking (SWL 321)		70,315	7%	73,000	0	73,000	68%	-	-	992,216	11%	584,000	204,344	788,344	34%	-	-
Central Parking (SWL 323/324)		72,498	29%	78,000	0	78,000	110%	-	-	974,770	-5%	624,000	195,898	819,898	21%	-	-
Central Parking (Swl 322-i)	37,812	54,531	1%	0	35,991	35,991	1%	1.44	0.95	679,144	-9%	0	448,237	448,237	-9%	17.96	11.85
Central Parking (Pier 19.5)		22,585	-27%	0	14,906	14,906	-27%	-	-	423,868	-10%	0	279,752	279,752	-10%	-	-
Central Parking (Pier 29.5)		24,888	-3% (7)	0	16,426	16,426	-3%	-	-	432,076	107%	0	285,171	285,171	107%	-	-
SUBTOTAL:		\$512,721	1%	\$328,588	\$87,549	\$416,137	17%	-	-	\$8,051,524	1%	\$3,339,056	\$2,350,638	\$5,689,694	8%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		1,566,153	2% (8),(8a)	31,668	85,793	117,461	9%	-	-	29,061,256	18%	380,019	1,676,771	2,056,790	13%	-	-
Hornblower Yachts, Inc. (Pier 3)		603,977	64% (8a)	18,908	32,864	51,771	32%	-	-	15,993,849	21%	226,900	912,896	1,139,795	16%	-	-
SUBTOTAL:		\$2,170,131	14%	\$50,576	\$118,657	\$169,233	15%	-	-	\$45,055,106	19%	\$606,919	\$2,589,667	\$3,196,586	14%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	3%	-	-	480,000	0%	63,630	0	63,630	3%	-	-
S. F. Pier 33, LLC	4,300	171,574	13%	12,371	0	12,371	3%	39.90	2.88	3,290,763	16%	146,281	91,880	238,161	10%	765.29	55.39
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (9)	53,229	0	53,229	0%	-	-	4,976,858	-10%	638,751	107,777	746,528	-11%	-	-
SUBTOTAL:		\$211,574	10%	\$71,009	\$0	\$71,009	1%	-	-	\$8,747,621	-1%	\$848,662	\$199,657	\$1,048,319	-6%	-	-
TOTAL :	NORTHERN	\$3,678,305	6%	\$495,503	\$218,465	\$713,968	13%	-	-	\$76,026,278	9%	\$5,317,568	\$5,551,208	\$10,868,776	7%	-	-

(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.
 (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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