

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2019								LAST -12- MONTHS (Feb '18 - January '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		FISHERMAN'S WHARF															
Alioto's	6,270	573,937	-3%	18,385	18,921	37,306	-3%	91.54	5.95	9,973,367	-7%	220,618	427,655	648,273	-7%	1590.65	103.39
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	181,485	10%	7,200	5,050	12,250	10%	42.34	2.86	2,835,668	1%	81,600	109,807	191,407	1%	661.61	44.66
Castagnola's	9,107	0	* (1)	22,248	0	22,248	*	0.00	2.44	0	* (5)	266,978	0	266,978	*	0.00	29.32
D & G Co.(Lou's Blue)	2,120	146,520	2%	14,005	0	14,005	2%	69.11	6.61	3,221,828	3%	166,536	64,084	230,620	3%	1519.73	108.78
Herrington Tavern dba Fisherman's Grotto #9	18,796	209,787	1%	27,990	0	27,990	0%	11.16	1.49	4,186,078	* (5)	335,878	8,187	344,065	*	222.71	18.31
Nick's Lighthouse	2,238	317,293	-2%	2,326	18,298	20,624	-2%	141.78	9.22	5,489,249	3%	27,913	328,893	356,806	3%	2,452.75	159.43
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	111,248	-15%	10,830	0	10,830	0%	26.87	2.62	2,774,501	-13%	129,957	61,621	191,578	-13%	670.17	46.27
Sabella & La Torre	2,236	323,014	-4%	2,479	18,517	20,996	-4%	144.46	9.39	5,230,654	-4%	29,745	310,243	339,988	-4%	2,339.29	152.05
Scoma's	12,421	939,677	23%	20,709	40,381	61,090	23%	75.65	4.92	12,699,916	-10%	248,507	577,191	825,698	-10%	1022.46	66.48
SFO Forecast, Inc.(Portco)	7,430	348,290	-8%	5,375	18,134	23,509	-8%	46.88	3.16	7,772,176	2%	64,499	460,122	524,621	2%	1046.05	70.61
SFS39, inc. (formerly Franciscan Restaurant)	12,143	786,438	-3%	32,392	20,176	52,568	-4%	64.76	4.33	14,595,831	-5%	388,710	596,514	985,224	-5%	1202.00	81.14
Herrington Tavern dba Tarantino's	7,153	68,089	-21%	12,279	0	12,279	0%	9.52	1.72	1,651,214	-26%	147,349	915	148,264	-9%	230.84	20.73
SUBTOTAL:		\$4,005,778	2%	\$176,218	\$139,477	\$315,695	2%	-	-	\$70,430,481	-2%	\$2,108,290	\$2,945,232	\$5,053,522	-4%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	1,759,449	13%	41,667	63,587	105,254	12%	88.45	5.29	27,488,352	3%	500,004	1,196,150	1,696,154	3%	1381.95	85.27
Boudin's Bakery & Café	4,400	176,715	-13%	7,715	8,189	15,904	-13%	40.16	3.61	4,125,718	-3%	90,043	281,269	371,312	-3%	937.66	84.39
Frances Chu (The Crab Station)	927	96,385	-19%	943	5,322	6,265	-19%	103.98	6.76	1,827,228	-16%	11,314	107,454	118,768	-16%	1971.12	128.12
Guardino's Souvenir & Gift	1,824	47,074	-47%	1,235	1,921	3,156	-47%	25.81	1.73	1,240,923	-30%	14,822	69,209	84,031	-30%	680.33	46.07
SUBTOTAL:		\$2,079,623	6%	\$51,559	\$79,020	\$130,579	3%	-	-	\$34,682,221	0%	\$616,182	\$1,654,083	\$2,270,265	-1%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	315,266	-42%	32,646	0	32,646	-25%	5.32	0.55	9,357,502	-4%	391,756	382,027	773,783	-2%	157.82	13.05
Abraham Pedicabs dba Cabrio Taxi		1,392	33%	200	0	200	0%	-	-	37,243	-7%	2,400	1,578	3,978	-10%	-	-
Golden Gate Pedicab		1,743	-62%	300	0	300	-35%	-	-	54,635	-35%	3,600	2,253	5,853	-30%	-	-
Henriquez, Reinaldo		126	35%	20	0	20	0%	-	-	2,038	-12%	240	46	286	-13%	-	-
Pedicab/K.Saggers		2,153	28%	240	0	240	0%	-	-	65,333	-13%	2,880	4,002	6,882	-10%	-	-
SUBTOTAL:		\$320,680	-42%	\$33,406	\$0	\$33,406	-24%	-	-	\$9,516,751	-4%	\$400,876	\$389,906	\$790,782	-3%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	97,120	-3%	11,541	0	11,541	0%	4.64	0.55	2,353,272	-1%	138,496	38,398	176,894	-1%	112.52	8.46
Frank's Fisherman's Supply	8,183	35,586	-16%	4,160	0	4,160	-2%	4.35	0.51	764,774	-5%	49,916	27,167	77,083	-4%	93.46	9.42
Hoppe, Arthur	10,413	148,149	1%	14,330	0	14,330	1%	14.23	1.38	3,810,676	11%	171,466	163,339	334,805	11%	365.95	32.15
Portco, Inc./ Safe Harbor (swl 302)		44,143	-16%	11,342	0	11,342	3%	-	-	1,161,583	6%	135,067	6,153	141,220	4%	-	-
SUBTOTAL:		\$324,997	-5%	\$41,373	\$0	\$41,373	1%	-	-	\$8,090,304	5%	\$494,945	\$235,057	\$730,002	5%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	49,150	-1%	2,841	108	2,949	-1%	9.41	0.56	832,173	10%	34,092	17,378	51,470	6%	159.33	9.85
S. F. Maritime Nat'l Park Assoc.	8,096	53,900	-3%	6,855	0	6,855	0%	6.66	0.85	1,048,899	-2%	82,262	4,553	86,815	-1%	129.56	10.72
S. F. Museum and Historical Society	9,406	0	* (1)	4,399	0	4,399	-29%	0.00	0.47	911,532	-7%	50,470	34,736	85,206	-3%	96.91	9.06
SUBTOTAL:		\$103,050	-39%	\$14,095	\$108	\$14,203	-12%	-	-	\$2,792,604	-1%	\$166,824	\$56,667	\$223,491	0%	-	-
Pier 39		0	* (11)	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	* (11)	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		\$6,834,128	-2%	\$367,240	\$218,605	\$585,844	0%	-	-	\$172,153,217	-2%	\$4,394,168	\$8,793,066	\$13,187,233	-2%		
TOTAL PORT		\$12,190,499	3%	\$1,171,674	\$629,985	\$1,801,659	3%			\$283,767,603	1%	\$16,350,166	\$18,878,679	\$35,228,845	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
CURRENT "YEAR" ->	\$30,987,040	\$10,750,199	\$80,627,346	\$11,291,413	\$172,153,217	\$13,187,233	\$283,767,603	\$35,228,845
PRIOR "YEAR" ->	\$28,785,664	\$9,058,217	\$76,198,656	\$10,888,507	\$175,380,403	\$13,503,616	\$280,364,723	\$33,450,340
CHANGE ->	8%	\$2,201,376	19%	\$1,691,982	6%	\$4,428,691	4%	\$402,906
					-2%	(\$3,227,186)	-2%	(\$316,383)
					1%	\$3,402,880	5%	\$1,778,505

(11) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		211,107	89%	11,200	3,578	14,777	36%	-	-	2,583,538	19%	134,088	48,761	182,848	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	173,963	-32%	18,935	0	18,935	3%	21.95	2.39	3,896,077	-21%	224,939	58,747	283,686	-18%	491.68	35.80
Java House, LLC		8,299	23%	3,314	0	3,314	4%	-	-	212,287	18%	39,285	0	39,285	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		107,626	-9%	8,274	0	8,274	-1%	-	-	2,820,427	-6%	97,866	56,285	154,151	15%	-	-
Red's Java House	772	31,271	-3%	1,714	475	2,189	-3%	40.51	2.84	782,563	9%	20,197	34,585	54,782	9%	1013.68	70.96
Sitting By, Inc. dba Hidive	1,937	112,993	-3%	6,688	1,221	7,910	-3%	58.33	4.08	2,178,628	-2%	80,157	72,340	152,498	-2%	1124.74	78.73
SUBTOTAL:		\$645,258	0%	\$87,031	\$5,274	\$92,305	5%	-	-	\$14,318,678	-5%	\$1,039,386	\$426,636	\$1,466,022	3%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBP) - Lot A	619,317	0	-100% (3)	34,000	0	34,000	-61%	0.00	0.05	6,225,432	10% (3a)	2,847,703	1,886,816	4,734,519	12%	10.05	7.64
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)		13,844	12%	0	9,137	9,137	12%	-	-	157,548	3%	0	103,982	103,982	3%	-	-
Imperial Parking Inc. (Piers 30/32))		151,986	71%	0	100,311	100,311	71%	-	-	1,890,323	29%	0	1,247,615	1,247,615	29%	-	-
Imperial Parking Inc. (SWL #330)	101,471	69,573	1%	46,773	0	46,773	0%	0.69	0.46	1,324,657	23%	561,270	320,912	882,182	19%	13.05	8.69
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		92,294	130%	0	60,914	60,914	130%	-	-	1,072,136	121%	0	707,610	707,610	121%	-	-
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	0% (4)	2,917	0	2,917	0%	-	-	1,076,975	-3%	2,917	0	2,917	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (4)	0	0	0	0%	-	-	0	0%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C &Valley)- Spcl Event		0	0% (4)	0	0	0	0%	-	-	274,200	26%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,209	-2%	0	4,758	4,758	-2%	-	-	90,720	7%	0	59,878	59,878	7%	-	-
SUBTOTAL:		\$334,906	-4%	\$83,689	\$175,120	\$258,809	11%	-	-	\$12,174,370	19%	\$3,411,889	\$4,326,813	\$7,738,702	21%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		198,487	3%	16,547	0	16,547	-1%	-	-	2,628,890	20%	195,726	91,582	287,308	7%	-	-
Bay Native		0	* (1)	8,033	0	8,033	*	-	-	0	* (5)	96,388	0	96,388	*	-	-
Bike Hut Foundation		3,449	* (5)	393	0	393	*	-	-	39,929	* (5)	3,144	1,258	4,402	*	-	-
City Kayak		1,822	* (5)	1,022	0	1,022	*	-	-	149,172	* (5)	8,175	4,228	12,403	*	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (6)	91,395	0	91,395	3%	-	-	1,270,111	-4%	1,082,559	0	1,082,559	20%	-	-
Spinnaker		51,115	* (5)	9,123	0	9,123	*	-	-	405,890	* (5)	62,415	0	62,415	*	-	-
SUBTOTAL:		\$254,873	32%	\$126,512	\$0	\$126,512	11%	-	-	\$4,493,992	28%	\$1,448,407	\$97,068	\$1,545,475	25%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,235,037	4%	\$297,233	\$180,394	\$477,626	10%	-	-	\$30,987,040	8%	\$5,899,682	\$4,850,517	\$10,750,199	19%	-	-

(1) Jan 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) 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.
 (5) Insufficient historical data for comparison.
 (6) Quarterly reporting with special covered period.

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	241,305	10%	11,107	5,181	16,288	10%	31.64	2.14	3,007,257	-1%	127,470	75,531	203,001	-1%	394.29	26.62
Pier 23 Cafe	4,835	257,558	19%	21,944	0	21,944	0%	53.27	4.54	5,075,062	0%	263,325	97,233	360,558	-1%	1049.65	74.57
Queen's Louisiana Po-Boy Café, LLC		69,708	20%	5,146	0	5,146	3%	-	-	1,224,832	* (7)	60,396	25,816	86,212	*	-	-
Waterfront Restaurant	11,894	435,820	25%	13,185	12,964	26,149	25%	36.64	2.20	6,246,894	3%	158,598	216,593	375,191	3%	525.21	31.54
SUBTOTAL:		\$1,004,391	19%	\$51,382	\$18,145	\$69,527	11%	-	-	\$15,554,044	8%	\$609,788	\$415,173	\$1,024,962	7%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	109,464	33% (8)	53,841	0	53,841	0%	3.66	1.80	1,554,861	7%	646,093	0	646,093	0%	51.97	21.60
Central Parking (Triangle lot)		142,615	-8% (8)	123,747	0	123,747	0%	-	-	2,329,193	-6%	1,484,963	458,459	1,943,422	-4%	-	-
Central Parking (Pier 45-Shed A)		20,985	-3%	0	13,850	13,850	-3%	-	-	192,472	-62%	0	127,032	127,032	-62%	-	-
Central Parking (Pier 45-Shed C & Valley)		51	-99%	0	34	34	-99%	-	-	60,106	-35%	0	39,671	39,671	-35%	-	-
Central Parking (SWL 321)		78,698	12%	75,555	0	75,555	3%	-	-	1,130,272	14%	896,440	2,024	898,464	14%	-	-
Central Parking (SWL 323/324)		66,318	-9%	80,730	0	80,730	3%	-	-	1,211,606	24%	957,840	0	957,840	17%	-	-
Central Parking (Swl 322-i)	37,812	46,618	-15%	0	30,768	30,768	-15%	1.23	0.81	717,049	6%	0	473,253	473,253	6%	18.96	12.52
Central Parking (Pier 19.5)		27,279	21%	0	18,004	18,004	21%	-	-	327,111	-23%	0	215,894	215,894	-23%	-	-
Central Parking (Pier 29.5)		24,545	-1%	0	16,200	16,200	-1%	-	-	418,692	-3%	0	276,335	276,335	-3%	-	-
SUBTOTAL:		\$516,573	1%	\$333,873	\$78,856	\$412,729	-1%	-	-	\$7,941,362	-1%	\$3,985,336	\$1,592,668	\$5,578,004	-2%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		1,724,178	10% (9)	31,668	97,645	129,313	10%	-	-	32,081,606	10% (9a)	380,019	2,026,103	2,406,122	17%	-	-
Hornblower Yachts, Inc. (Pier 3)		674,295	12% (9)	18,908	36,340	55,248	7%	-	-	16,680,334	4%	226,900	953,798	1,180,698	4%	-	-
SUBTOTAL:		\$2,398,473	11%	\$50,576	\$133,985	\$184,561	9%	-	-	\$48,761,940	8%	\$606,919	\$2,979,901	\$3,586,820	12%	-	-
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	161,897	-6%	12,732	0	12,732	3%	37.65	2.96	3,273,754	-1%	150,613	87,730	238,343	0%	761.34	55.43
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (10)	53,229	0	53,229	0%	-	-	4,616,246	-7%	638,751	159,624	798,375	7%	-	-
SUBTOTAL:		\$201,897	-5%	\$71,371	\$0	\$71,371	1%	-	-	\$8,370,000	-4%	\$854,273	\$247,354	\$1,101,627	5%	-	-
TOTAL :	NORTHERN	\$4,121,334	10%	\$507,201	\$230,986	\$738,188	3%	-	-	\$80,627,346	6%	\$6,056,316	\$5,235,096	\$11,291,413	4%	-	-

(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) Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease. (9a) Data is preliminary, pending for revision.

(10) 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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