

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2017								LAST -12- MONTHS (August '16 - July '17)							
		July 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	1,343,559	8%	18,385	68,947	87,332	8%	214.28	13.93	10,740,587	-2%	220,618	477,524	698,142	-2%	1713.01	111.35
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	365,105	21%	6,000	18,645	24,645	21%	85.19	5.75	2,634,800	4%	72,000	105,849	177,849	4%	614.75	41.50
Castagnola's	9,107	0	-100% (2)	22,248	0	22,248	-13%	0.00	2.44	2,074,862	-25%	266,978	0	266,978	-1%	227.83	29.32
D & G Co.(Lou's Blue)	2,120	398,146	-6%	13,700	13,175	26,875	-6%	187.80	12.68	3,109,148	-5%	161,519	61,264	222,783	-3%	1466.58	105.09
Fisherman's Grotto #9	18,796	0	-100% (12)	27,990	0	27,990	-47%	0.00	1.49	1,128,793	-82%	335,878	17,391	353,269	-17%	60.05	18.79
Nick's Lighthouse	2,238	617,233	-3%	2,326	37,795	40,121	-3%	275.80	17.93	5,542,197	2%	27,913	332,342	360,255	2%	2,476.41	160.97
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	440,983	11%	10,830	18,937	29,767	11%	106.52	7.19	3,064,497	15%	129,957	85,457	215,414	14%	740.22	52.03
Sabella & La Torre	2,236	619,772	5%	2,479	37,806	40,285	5%	277.18	18.02	5,364,821	6%	29,745	321,964	351,709	6%	2,399.29	157.29
Scoma's	12,421	1,482,743	-5%	20,709	75,689	96,398	-5%	119.37	7.76	14,948,288	-3%	248,507	723,290	971,797	-3%	1203.47	78.24
SFO Forecast, Inc.(Portco)	7,430	1,048,570	4%	5,375	65,403	70,778	4%	141.13	9.53	7,486,962	1%	64,499	440,870	505,369	1%	1007.67	68.02
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,950,630	-1%	32,392	99,959	132,351	-1%	160.64	10.90	15,713,082	8%	388,710	669,750	1,058,460	8%	1294.00	87.17
Tarantino's	7,153	308,665	13%	12,279	7,784	20,063	13%	43.15	2.80	2,304,969	5%	147,349	15,072	162,421	0%	322.24	22.71
SUBTOTAL:		\$8,575,406	-11%	\$174,713	\$444,141	\$618,854	-3%	-	-	\$74,113,006	-6%	\$2,093,673	\$3,250,774	\$5,344,447	0%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,895,435	1%	41,667	138,558	180,224	1%	145.57	9.06	26,369,642	-3%	500,004	1,139,018	1,639,021	-3%	1325.71	82.40
Boudin's Bakery & Café	4,400	544,320	15%	7,266	41,723	48,989	15%	123.71	11.13	3,893,538	7%	86,181	264,241	350,422	7%	884.90	79.64
Frances Chu (The Crab Station)	927	288,726	18%	943	17,824	18,767	18%	311.46	20.25	2,177,890	14%	11,314	130,246	141,560	14%	2349.40	152.71
Guardino's Souvenir & Gift	1,824	271,574	8%	1,235	17,191	18,426	7%	148.89	10.10	1,836,889	3%	14,822	109,144	123,966	3%	1,007.07	67.96
SUBTOTAL:		\$4,000,055	4%	\$51,111	\$215,296	\$266,407	5%	-	-	\$34,277,959	-1%	\$612,321	\$1,642,649	\$2,254,970	0%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	1,788,909	13%	32,646	110,127	142,772	12%	30.17	2.41	9,332,882	-3%	391,756	374,444	766,199	0%	157.41	12.92
Abraham Pedicabs dba Cabrio Taxi		5,991	-12%	200	399	599	-12%	-	-	41,061	-19%	2,400	2,123	4,523	-17%	-	-
Golden Gate Pedicab		12,310	46%	300	931	1,231	46%	-	-	85,641	18%	3,600	4,966	8,566	17%	-	-
Henriquez, Reinaldo		273	-9%	20	15	35	-9%	-	-	2,158	-26%	240	67	307	-21%	-	-
Pedicab/K.Saggers		11,340	-8%	240	894	1,134	-8%	-	-	80,208	-19%	2,880	5,155	8,035	-19%	-	-
SUBTOTAL:		\$1,818,823	13%	\$33,406	\$112,366	\$145,772	12%	-	-	\$9,541,950	-3%	\$400,876	\$386,755	\$787,631	0%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	335,864	0%	11,541	11,828	23,369	0%	16.06	1.12	2,413,633	12%	138,496	40,874	179,370	12%	115.40	8.58
Frank's Fisherman's Supply	8,183	100,673	-5%	4,160	5,907	10,067	-5%	12.30	1.23	816,908	-3%	49,916	32,311	82,227	-3%	99.83	10.05
Hoppe, Arthur	10,413	520,454	-5%	14,248	31,292	45,540	-5%	49.98	4.37	3,455,575	4%	170,435	134,487	304,922	3%	331.85	29.28
Portco, Inc./ Safe Harbor (swl 302)		170,481	7%	10,997	3,920	14,917	7%	-	-	1,063,567	1%	129,046	5,830	134,876	4%	-	-
SUBTOTAL:		\$1,127,472	-2%	\$40,946	\$52,947	\$93,893	-2%	-	-	\$7,749,683	5%	\$487,893	\$213,502	\$701,395	5%	-	-

- (Continued on Next Page) -

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OTHER																	
National Liberty Ship Memorial	5,223	140,315	22%	2,841	5,578	8,419	22%	26.86	1.61	813,134	7%	34,092	15,742	49,834	9%	155.68	9.54
S. F. Maritime Nat'l Park Assoc.	8,096	163,738	13%	6,855	2,969	9,824	13%	20.22	1.21	829,878	-5%	82,262	3,774	86,036	2%	102.50	10.63
S. F. Museum and Historical Society	9,406	120,310	-15%	4,089	7,862	11,951	-9%	12.79	1.27	929,284	9%	48,380	34,088	82,468	10%	98.80	8.77
SUBTOTAL:		\$424,363	6%	\$13,786	\$16,409	\$30,194	5%	-	-	\$2,572,296	4%	\$164,735	\$53,604	\$218,339	7%	-	-
Pier 39		0	* (13)	41,667	1,140	42,807	0%	-	-	36,685,824	1%	500,000	3,221,275	3,721,275	2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (13)	8,921	0	8,921	7%	-	-	10,436,588	4%	102,091	315,923	418,014	4%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$1,140	\$51,728	1%	-	-	\$47,122,412	1%	\$602,091	\$3,537,198	\$4,139,289	2%	-	-
TOTAL : FISHERMAN'S WHARF		\$15,946,119	-4%	\$364,549	\$842,299	\$1,206,848	1%	-	-	\$175,377,307	-2%	\$4,361,588	\$9,084,482	\$13,446,070	1%		
TOTAL PORT		\$25,853,642	1%	\$1,499,868	\$1,775,446	\$3,275,314	3%			\$273,278,336	-2%	\$13,859,082	\$18,789,502	\$32,648,584	0%		

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" ->	\$26,890,661	\$8,940,838	\$71,010,368	\$10,261,676	\$175,377,307	\$13,446,070	\$273,278,336	\$32,648,584
PRIOR "YEAR" ->	\$28,123,852	\$8,878,138	\$70,447,353	\$10,375,207	\$179,448,725	\$13,317,408	\$278,019,930	\$32,570,753
CHANGE ->	-4% (\$1,233,191)	1% \$62,700	1% \$563,015	-1% (\$113,531)	-2% (\$4,071,418)	1% \$128,663	-2% (\$4,741,594)	0% \$77,831

(12) Business is temporarily closed for renovation.

(13) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
Carmen's Restaurant		29,601	* (1)	1,854	807	2,661	*	-	-	165,195	* (1)	12,924	3,573	16,497	*	-	-
Ferry Plaza Limited Partnership	19,085	0	0% (2)	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	486,438	-4%	18,364	15,687	34,051	-4%	61.39	4.30	4,980,167	-8%	215,671	132,943	348,614	-8%	628.49	43.99
Java House, LLC		22,075	19%	3,193	0	3,193	0%	-	-	183,286	14%	38,317	0	38,317	17%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (3)	18,333	0	18,333	0%	0.00	0.92	1,786,170	3%	219,993	98,047	318,040	1%	89.42	15.92
The Ramp Restaurant		387,932	7%	8,037	7,385	15,422	19%	-	-	2,959,293	-9%	90,333	35,965	126,298	-11%	-	-
Red's Java House	772	85,769	8%	1,515	4,489	6,004	8%	111.10	7.78	734,444	-4%	18,182	33,230	51,412	-4%	951.35	66.60
Sitting By, Inc. dba Hivive	1,937	227,792	2%	6,590	9,355	15,945	2%	117.60	8.23	2,221,297	-2%	78,218	77,270	155,488	-2%	1146.77	80.27
SUBTOTAL:		\$1,239,608	4%	\$76,459	\$37,724	\$114,182	4%	-	-	\$13,029,853	-4%	\$896,499	\$381,029	\$1,277,527	-2%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	727,494	3% (4)	411,544	103,489	515,033	-8%	1.17	0.83	6,056,784	8%	2,749,175	1,840,463	4,589,638	5%	9.78	7.41
China Basin Ball Park Co. (Lot A)- Spcl Event		0	-100% (4)	0	0	0	0%	-	-	46,422	21%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		11,140	-43%	0	7,353	7,353	-43%	-	-	174,630	-23%	0	115,256	115,256	-23%	-	-
Imperial Parking Inc. (Piers 30/32))		146,935	10%	0	96,977	96,977	10%	-	-	1,382,237	-12%	0	912,276	912,276	-12%	-	-
Imperial Parking Inc. (SWL #330)	101,471	109,782	5%	45,410	27,047	72,457	5%	1.08	0.71	929,416	-23%	542,228	158,793	701,021	-12%	9.16	6.91
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		34,938	23%	0	23,059	23,059	23%	-	-	434,692	35%	0	286,896	286,896	35%	-	-
Imperial Parking Inc. (Port Bus Lot)	39,820	0	0% (4)	0	0	0	0%	0.00	0.00	0	0%	0	0	0	0%	0.00	0.00
Imperial Parking Inc. (pier 48)- Parking		171,674	-6% (4)	0	0	0	0%	-	-	1,166,024	-1%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (4)	0	0	0	0%	-	-	0	-100%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	-100% (4)	0	0	0	0%	-	-	259,500	-20%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		6,870	* (1)	0	4,534	4,534	*	-	-	76,298	* (1)	0	50,355	50,355	*	-	-
SUBTOTAL:		\$1,208,834	-2%	\$456,954	\$262,459	\$719,413	-4%	-	-	\$10,526,004	1%	\$3,291,403	\$3,364,039	\$6,655,442	1%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		226,965	40%	16,074	14,771	30,845	19%	-	-	1,901,901	-14%	180,675	71,926	252,601	-11%	-	-
Bay Native		0	-100% (2)	4,552	0	4,552	3%	-	-	51,322	-78%	53,963	0	53,963	2%	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (6)	86,783	0	86,783	55%	-	-	1,381,581	-12%	701,305	0	701,305	5%	-	-
SUBTOTAL:		\$226,965	29%	\$107,410	\$14,771	\$122,180	42%	-	-	\$3,334,804	-17%	\$935,944	\$71,926	\$1,007,869	0%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,675,407	3%	\$640,822	\$314,953	\$955,775	1%	-	-	\$26,890,661	-4%	\$5,123,845	\$3,816,993	\$8,940,838	1%	-	-

- (1) Insufficient historical data for comparison.
- (2) July 2017 sales unavailable.
- (3) Quarterly reporting on rent revenues.
- (4) Lease combines revenues from CBBP (Lot A), Port Bus lot and P-48 lot for percentage rent calculation & consolidates under CBBP.
- (5) Percentage rent is due when YTD percentage rent @ 3.3% of gross sales is in excess of minimum rent per calendar quarter. Legal issues pending.
- (6) Quarterly reporting with special covered period.

- (Continued on Next Page) -

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RESTAURANTS - FULL SERVICE																	
Northern																	
Blue Jeans Equities / Fog City Diner	7,627	275,044	-13%	10,074	8,491	18,565	-13%	36.06	2.43	3,235,553	-17%	118,458	99,944	218,402	-17%	424.22	28.64
Pier 23 Cafe	4,835	579,802	-8%	21,944	18,643	40,586	-8%	119.92	8.39	5,251,003	-5%	219,486	149,175	368,660	-5%	1086.04	76.25
Waterfront Restaurant	11,894	571,364	15%	12,808	21,474	34,282	15%	48.04	2.88	6,041,833	2%	150,200	209,938	360,138	1%	507.97	30.28
SUBTOTAL:		\$1,426,210	-1%	\$44,826	\$48,607	\$93,433	-2%	-	-	\$14,528,389	-5%	\$488,143	\$459,056	\$947,200	-6%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	155,347	0% (7)	53,841	0	53,841	0%	5.19	1.80	1,441,759	0%	646,093	0	646,093	0%	48.19	21.60
Central Parking (Triangle lot)		311,599	8% (7)	123,747	130,596	254,343	6%	-	-	2,523,066	-1%	1,484,963	552,680	2,037,643	2%	-	-
Central Parking (Pier 45-Shed A)		88,373	1%	0	58,326	58,326	1%	-	-	526,730	21%	0	347,642	347,642	21%	-	-
Central Parking (Pier 45-Shed C & Valley)		8,050	-2%	0	5,313	5,313	-2%	-	-	93,715	-13%	0	61,853	61,853	-13%	-	-
Central Parking (SWL 321)		101,104	10% (8)	73,000	0	73,000	20%	-	-	908,272	-3%	146,000	489,200	635,200	-1%	-	-
Central Parking (SWL 323/324)		101,142	-10% (8)	78,000	0	78,000	5%	-	-	965,870	-9%	156,000	515,078	671,078	-8%	-	-
Central Parking (Swl 322-i)	37,812	63,028	-12%	0	41,599	41,599	-12%	1.67	1.10	695,999	-10%	0	459,361	459,361	-12%	18.41	12.15
Central Parking (Pier 19.5)		49,834	2%	0	32,890	32,890	2%	-	-	482,351	4%	0	318,351	318,351	4%	-	-
Central Parking (Pier 29.5)		36,088	400878% (9)	0	23,818	23,818	396868%	-	-	268,661	-40%	0	177,315	177,315	-40%	-	-
Central Parking (Pier 33)		0	* (2)	0	0	0	*	-	-	1,740	-90%	0	1,146	1,146	-90%	-	-
SUBTOTAL:		\$914,565	6%	\$328,588	\$292,542	\$621,130	9%	-	-	\$7,908,163	-4%	\$2,433,056	\$2,922,626	\$5,355,682	-3%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		2,975,134	20% (10),(10a)	31,668	176,591	208,259	12%	-	-	26,759,498	8%	380,019	1,551,221	1,931,240	10%	-	-
Hornblower Yachts, Inc. (Pier 3)		1,500,203	18% (10a)	18,908	85,484	104,392	14%	-	-	13,310,856	3%	226,900	749,582	976,482	2%	-	-
SUBTOTAL:		\$4,475,336	19%	\$50,576	\$262,075	\$312,651	12%	-	-	\$40,070,353	7%	\$606,919	\$2,300,803	\$2,907,722	7%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,267	0	5,267	4%	-	-	480,000	0%	62,664	0	62,664	4%	-	-
S. F. Pier 33, LLC	4,300	376,005	12%	12,010	14,970	26,980	13%	87.44	6.27	2,959,823	-3%	144,115	84,747	228,862	5%	688.33	53.22
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (11)	53,229	0	53,229	0%	-	-	5,063,640	-12%	638,751	120,794	759,545	-13%	-	-
SUBTOTAL:		\$416,005	11%	\$70,507	\$14,970	\$85,476	4%	-	-	\$8,503,463	-8%	\$845,531	\$205,541	\$1,051,071	-8%	-	-
TOTAL :	NORTHERN	\$7,232,116	12%	\$494,496	\$618,194	\$1,112,691	8%	-	-	\$71,010,368	1%	\$4,373,649	\$5,888,026	\$10,261,676	-1%	-	-

(7) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (8) Lot was replaced with new lease # L-16141 effective 6/1/2017. New lease requires base rent plus 66% of gross receipts in excess of the monthly base rent.
 (9) Pier 29.5 lot was closed from June 2016 to Dec 23,2016 due to renovation.
 (10) Data is preliminary, pending for revision. (10a) Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease.
 (11) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.