

PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2019								LAST 12 MONTHS (Aug '18 - July '19)									
		July		MINIMUM		Percentage Rent		TOTAL RENT		% Change		SALES		Percentage Rent		TOTAL RENT		% Change	
		SALES	% Change (Over Prior Yr.)	RENT	RENT	(over Minimum)	RENT	(Over Prior Yr.)	Sales per Sq.Ft.	Rent per Sq.Ft.	SALES	% Change (Over Prior Yr.)	RENT	RENT	(over Minimum)	RENT	(Over Prior Yr.)	Sales/Sq.Ft.	Rent/Sq.Ft.
RESTAURANTS - FULL SERVICE																			
FISHERMAN'S WHARF																			
Alioto's 000575	6,270	1,062,706	-10%	18,385	50,691	69,076	-10%	169.49	11.02	9,512,356	-10%	220,618	397,687	618,305	-10%	1517.12	98.61		
Capurro's (Formerly Mama Franceschi / Franceschi) 001774	4,286	323,280	-10%	7,200	14,621	21,821	-10%	75.43	5.09	2,560,134	-11%	86,400	86,407	172,807	-11%	597.32	40.32		
Castagnola's 000650	9,107	260,036	-26%	22,248	0	22,248	-6%	28.55	2.44	1,917,659	-29%	266,978	0	266,978	-1%	210.57	29.32		
D & G Co.(Lou's Blue) 002834	2,120	384,791	-8%	14,267	11,706	25,973	-8%	181.51	12.25	3,087,987	-6%	168,323	56,852	225,175	-3%	1456.60	106.21		
Herrington Tavern dba Fisherman's Grotto #9 003944	18,796	451,471	-10%	27,990	1,451	29,441	-10%	24.02	1.57	3,961,232	* (5)	335,878	5,027	340,905	*	210.75	18.14		
Nick's Lighthouse 000527	2,238	560,325	-14%	2,326	34,095	36,421	-14%	250.37	16.27	5,188,146	-4%	27,913	309,322	337,235	-4%	2,318.21	150.69		
340 Jefferson, LLC (formerly Pompei's Grotto) 003631	4,140	305,660	-17%	10,830	9,803	20,633	-17%	73.83	4.98	2,505,457	-16%	129,957	46,902	176,859	-13%	605.18	42.72		
Sabella & La Torre 000532	2,236	555,090	-6%	2,479	33,602	36,081	-6%	248.25	16.14	5,059,684	-5%	29,745	299,132	328,877	-5%	2,262.83	147.08		
Scoma's 000603	12,421	1,167,737	-7%	20,709	55,246	75,955	-7%	94.01	6.12	12,585,792	-5%	248,507	569,967	818,474	-5%	1013.27	65.89		
SFO Forecast, Inc.(Portco) 000707	7,430	887,138	-15%	5,375	54,507	59,882	-15%	119.40	8.06	7,133,339	-8%	64,499	417,001	481,500	-8%	960.07	64.80		
SFS39, inc. (formerly Franciscan Restaurant) 001985	12,143	1,385,970	-24%	32,392	62,517	94,909	-24%	114.14	7.82	13,105,928	-14%	388,710	495,916	884,626	-14%	1079.30	72.85		
Herrington Tavern dba Tarantino's 004173	7,153	152,547	-25%	12,279	0	12,279	-7%	21.33	1.72	1,397,760	-26%	147,349	0	147,349	-4%	195.41	20.60		
SUBTOTAL:		\$7,496,752	-14%	\$176,480	\$328,240	\$504,720	-13%	-	-	\$68,015,475	-8%	\$2,114,877	\$2,684,214	\$4,799,091	-8%	-	-		
OTHER FOOD & BEVERAGE																			
Boudin Properties, Inc. 001679	19891	2,786,110	-7%	41,667	131,247	172,914	-7%	140.07	8.69	27,267,251	0%	500,004	1,182,281	1,682,285	0%	1370.83	84.58		
Boudin's Bakery & Cafe 002906	4,400	523,449	-4%	7,715	39,395	47,110	-4%	118.97	10.71	3,953,923	-9%	91,429	264,425	355,854	-9%	898.62	80.88		
Frances Chu (The Crab Station) 000019	927	177,714	-21%	943	10,609	11,551	-21%	191.71	12.46	1,564,681	-24%	11,314	90,390	101,703	-24%	1687.90	109.71		
Guardino's Souvenir & Gift 000587	1,824	110,621	-47%	1,235	6,327	7,562	-47%	60.65	4.15	1,003,297	-36%	14,822	53,367	68,189	-35%	550.05	37.38		
SUBTOTAL:		\$3,597,894	-9%	\$51,559	\$187,579	\$239,138	-9%	-	-	\$33,789,152	-4%	\$617,568	\$1,590,464	\$2,208,032	-4%	-	-		
EXCURSIONS/TRANSPORTATION																			
Blue & Gold Fleet 000739	59292	1,548,585	-8%	32,646	90,270	122,916	-9%	26.12	2.07	8,415,864	-14%	391,756	313,043	704,799	-12%	141.94	11.89		
Abraham Pedicabs dba Cabrio Taxi 002987		5,329	0%	200	333	533	0%	-	-	32,340	-17%	2,400	1,143	3,543	-16%	-	-		
Golden Gate Pedicab 002781		8,850	23%	300	585	885	23%	-	-	56,054	-18%	3,600	2,537	6,137	-10%	-	-		
Golden Gate Scenic (Red & White Fleet) 000757		1,813,954	-6% (12)	24,641	111,572	136,213	-7%	-	-	11,580,480	-6%	295,694	580,815	876,508	-6%	-	-		
Henriquez, Reinaldo 000631		240	3%	20	11	31	4%	-	-	2,097	-7%	240	43	283	-12%	-	-		
Pedicab/K.Saggers 001478		8,302	-8%	240	590	830	-8%	-	-	57,087	-16%	2,880	3,246	6,126	-12%	-	-		
SUBTOTAL:		\$3,385,260	-7%	\$58,047	\$203,361	\$261,408	-8%	-	-	\$20,143,922	-10%	\$696,570	\$900,827	\$1,597,396	-9%	-	-		
RETAIL SHOPS																			
Portco/The Wharf Store (formerly Coast Marine & Ind.) 003467	20,915	291,302	-11%	11,541	8,792	20,334	-11%	13.93	0.97	2,252,236	-3%	138,496	34,142	172,639	0%	107.69	8.25		
Frank's Fisherman's Supply 000661	8,183	75,611	-15%	4,614	2,947	7,561	-15%	9.24	0.92	731,316	-5%	51,732	22,506	74,238	-4%	89.37	9.07		
Hoppe, Arthur 000680	10,413	552,961	-5%	14,414	33,970	48,384	-5%	53.10	4.65	3,756,645	5%	172,378	157,694	330,072	5%	360.76	31.70		
Portco, Inc./ Safe Harbor (swl 302) 002511		158,237	-14%	11,342	2,504	13,846	-14%	-	-	1,052,246	-9%	136,102	3,886	139,988	1%	#DIV/0!	-		
SUBTOTAL:		\$1,078,111	-9%	\$41,911	\$48,214	\$90,124	-9%	-	-	\$7,792,443	-1%	\$498,708	\$218,229	\$716,937	2%	-	-		

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PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	July 2019								LAST 12 MONTHS (Aug '18 - July '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.
OTHER																	
National Liberty Ship Memorial 001820	5,223	164,763	15%	2,841	7,045	9,886	7%	31.55	1.89	830,907	8%	34,092	16,724	50,816	3%	159.09	9.73
S. F. Maritime Nat'l Park Assoc. 002813	8,096	148,023	-7%	6,855	2,026	8,881	-7%	18.28	1.10	1,020,270	-7%	82,262	3,859	86,121	-1%	126.02	10.64
S. F. Museum and Historical Society 001392	9,406	0	-100% (1)	4,399	0	4,399	-68%	0.00	0.47	844,693	-14%	51,846	30,263	82,109	-7%	89.80	8.73
SUBTOTAL:		\$312,786	-31%	\$14,095	\$9,071	\$23,166	-29%	-	-	\$2,695,870	-5%	\$168,201	\$50,846	\$219,047	-2%	-	-
Pier 39 000866		0	0% (13)	41,667	0	41,667	0%	-	-	36,302,326	-5%	500,000	3,203,670	3,703,670	-3%	-	-
The Bay Institutes (formerly Aquarium of the Bay) 002680		0	0% (13)	9,578	0	9,578	7%	-	-	9,804,612	-3%	107,707	285,132	392,839	-3%	-	-
SUBTOTAL:		\$0	0%	\$51,245	\$0	\$51,245	1%	-	-	\$46,106,938	-4%	\$607,707	\$3,488,802	\$4,096,509	-3%	-	-
TOTAL : FISHERMAN'S WHARF		\$15,870,804	-12%	\$393,337	\$776,464	\$1,169,801	-11%	-	-	\$178,543,800	-6%	\$4,703,630	\$8,933,381	\$13,637,011	-5%		
TOTAL PORT		\$24,872,063	-14%	\$1,513,483	\$1,517,368	\$3,030,851	-19%			\$286,556,926	-4%	\$16,487,243	\$17,684,928	\$34,172,171	-4%		

	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	Total Sales	Revenues To Port	Total Sales	Revenues To Port		
CURRENT "YEAR" ->	\$25,911,586	\$9,202,244	\$82,101,540	\$11,332,916	\$178,543,800	\$13,637,011	\$286,556,926	\$34,172,171								
PRIOR "YEAR" ->	\$29,710,144	\$9,948,094	\$77,536,793	\$11,101,296	\$190,602,709	\$14,419,614	\$297,849,646	\$35,469,004								
CHANGE ->	-13% (\$3,798,558)	-7% (\$745,850)	6% \$4,564,747	2% \$231,620	-6% (\$12,058,909)	-5% (\$782,603)	-4% (\$11,292,720)	-4% (\$1,296,833)								

Data used to compile the report non-GAAP.

(12) Existing lease, reinstated in Sales & Rent Report starting July 2019.

(13) Quarterly reporting on rent revenues.

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		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		CENTRAL & SOUTHERN															
East Street Venture LLC 003462		189,773	-23%	11,505	1,779	13,284	-23%	-	-	2,577,168	18%	135,919	45,816	181,735	14%	-	-
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	338,334	3%	19,503	4,180	23,683	3%	42.70	2.99	3,428,312	-23%	228,359	31,118	259,477	-17%	432.65	32.75
Java House, LLC 002472		21,046	-31%	3,314	0	3,314	0%	-	-	201,750	4%	39,769	0	39,769	3%	-	-
369-399 Embarcadero, LLC(formerly JMA Waterfront Prop LLC) 003638	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,868,513	1%	219,993	159,420	379,413	9%	93.54	18.99
The Ramp Restaurant 000852		289,477	-5%	8,274	4,848	13,122	-13%	-	-	2,612,928	-10%	99,288	40,856	140,144	1%	-	-
Red's Java House 003289	772	77,815	-28%	1,714	3,733	5,447	-28%	100.80	7.06	778,842	2%	20,569	33,952	54,521	2%	1008.86	70.62
Sitting By, Inc. dba Hivive 002948	1,937	195,322	-19%	6,889	6,783	13,673	-19%	100.84	7.06	2,074,383	-6%	81,260	63,942	145,203	-6%	1070.93	74.96
SUBTOTAL:		\$1,111,767	-12%	\$88,105	\$21,324	\$109,429	-9%	-	-	\$13,541,896	-7%	\$1,048,018	\$375,105	\$1,423,123	0%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBC) - Lot A 004291	619,317	0	-100% (1) (3)	306,000	0	306,000	-57%	0.00	0.49	2,750,754	-53% (3a)	2,339,809	1,061,069	3,400,878	-23%	4.44	5.49
Seawall Lot 337 Assc.(CBBC) - Lot A- Spcl Event 004291		0	-100% (1) (3)	0	0	0	0%	-	-	19,912	-67% (3a)	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26) 003264		16,238	18%	0	10,717	10,717	18%	-	-	170,967	14%	0	112,839	112,839	14%	-	-
Imperial Parking Inc. (Piers 30/32) 001587		209,411	-9%	0	138,211	138,211	-9%	-	-	1,706,375	-3%	0	1,126,207	1,126,207	-3%	-	-
Imperial Parking Inc. (SWL #330) 001585	101,471	87,050	-46%	25,190	32,263	57,453	-46%	0.86	0.57	1,169,853	-8%	539,687	242,174	781,861	-8%	11.53	7.71
Imperial Parking Inc. (901 Illinois-Pier 70 lot) 003593		18,008	-81%	0	11,885	11,885	-81%	-	-	698,319	-9%	0	460,890	460,890	-9%	-	-
China Basin Ballpark Co./Imperial (pier 48)- Parking 004194		0	-100% (1) (4)	55,417	0	55,417	0%	-	-	365,647	-66% (4a)	230,419	0	230,419	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed A & Valley)- Spcl Event		0	0% (1) (4)	0	0	0	0%	-	-	0	0% (4a)	0	0	0	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed A/C & Valley)- Spcl Event		0	-100% (1) (4)	0	0	0	0%	-	-	165,900	-31% (4a)	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50) 003819		9,072	18%	0	5,988	5,988	18%	-	-	94,126	5%	0	62,125	62,125	5%	-	-
SUBTOTAL:		\$339,779	-80%	\$386,606	\$199,065	\$585,671	-44%	-	-	\$7,141,853	-37%	\$3,109,914	\$3,065,305	\$6,175,219	-13%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works 000852		225,073	-3%	16,547	9,697	26,244	-13%	-	-	2,563,225	6%	198,564	81,714	280,278	1%	-	-
Bay Native 003080		0	* (1)	8,033	0	8,033	0%	-	-	75,299	0%	96,388	0	96,388	12%	-	-
Bike Hut Foundation 003947		5,558	-8%	440	116	556	*	-	-	55,034	* (5)	4,857	1,193	6,050	*	-	-
City Kayak 003981		30,612	-4%	1,139	1,003	2,143	*	-	-	181,112	* (5)	12,614	3,295	15,909	*	-	-
Recology/Sustainable Crushing Ventures, LLC 002648		0	0% (6)	91,395	0	91,395	3%	-	-	1,572,027	19%	1,096,737	0	1,096,737	3%	-	-
Spinnaker 004103		84,719	-3%	9,133	0	9,133	*	-	-	694,166	* (5)	108,541	0	108,541	*	-	-
SUBTOTAL:		\$345,962	28%	\$126,687	\$10,816	\$137,503	-1%	-	-	\$5,227,837	34%	\$1,517,700	\$86,202	\$1,603,902	11%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,797,508	-44%	\$601,398	\$231,204	\$832,602	-36%	-	-	\$25,911,586	-13%	\$5,675,633	\$3,526,611	\$9,202,244	-7%	-	-

(1) July 2019 sales unavailable.

(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, 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 are kept for historical data reference rather than comparison. Subject to revision.

(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. Sales for Pier 48 will be reported independently and frequency has been switched to a quarterly schedule.

(4a) Percentage rent structure under Lease L-16410 is different from L-13441, the "Last 12 months" columns are kept for historical data reference rather than comparison. Subject to revision.

(5) Insufficient historical data for comparison.

(6) Quarterly reporting with special covered period.

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		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 000811	7,627	268,603	0%	11,107	7,024	18,131	0%	35.22	2.38	3,110,766	4%	130,644	79,340	209,984	4%	407.86	27.53
Pier 23 Café 000805	4,835	575,543	0%	21,944	18,344	40,288	0%	119.04	8.33	5,028,690	1%	263,325	98,988	362,313	1%	1040.06	74.94
Queen's Louisiana Po-Boy Café, LLC 003740		135,408	8%	5,146	4,332	9,479	8%	-	-	1,267,450	* (7)	61,212	28,072	89,284	*	-	-
Waterfront Restaurant 000238	11,894	509,663	-5%	13,185	17,395	30,580	-5%	42.85	2.57	6,265,209	5%	158,221	214,298	372,519	4%	526.75	31.32
SUBTOTAL:		\$1,489,218	-1%	\$51,382	\$47,095	\$98,477	-1%	-	-	\$15,672,116	6%	\$613,401	\$420,698	\$1,034,100	5%	-	-
PARKING																	
Central Parking (SWL #314) 002753	29,917	171,180	3% (8)	53,841	0	53,841	0%	5.72	1.80	1,623,053	6%	646,093	0	646,093	0%	54.25	21.60
Central Parking (Triangle lot) 002752		255,699	-8% (8)	123,747	104,152	227,899	-5%	-	-	2,302,634	-3%	1,484,963	494,820	1,979,783	1%	-	-
Central Parking (Pier 45-Shed A) 002791		18,817	-28%	0	12,419	12,419	-28%	-	-	170,855	-51%	0	112,763	112,763	-51%	-	-
Central Parking (Pier 45-Shed C & Valley) 003510		4,279	-33%	0	2,824	2,824	-33%	-	-	40,594	-49%	0	26,792	26,792	-49%	-	-
Central Parking (SWL 321) 003913		117,918	10%	78,200	0	78,200	4%	-	-	1,092,506	-2%	911,950	0	911,950	3%	-	-
Central Parking (SWL 323/324) 003914		125,907	14%	83,555	0	83,555	3%	-	-	1,169,446	3%	974,410	0	974,410	3%	-	-
Central Parking (Swl 322-i) 003918	37,812	0	-100% (9)	0	0	0	-100%	0.00	0.00	487,088	-28%	0	321,478	321,478	-28%	12.88	8.50
Central Parking (Pier 19.5) 003919		27,550	-12%	0	18,183	18,183	-12%	-	-	287,303	-24%	0	189,621	189,621	-24%	-	-
Central Parking (Pier 29.5) 003920		51,281	19%	0	33,845	33,845	19%	-	-	442,248	2%	0	291,882	291,882	2%	-	-
SUBTOTAL:		\$772,630	-7%	\$339,343	\$171,423	\$510,766	-9%	-	-	\$7,615,726	-6%	\$4,017,416	\$1,437,356	\$5,454,772	-4%	-	-
EXCURSIONS/TRANSPORTATION																	
Alcatraz Cruises, LLC (formerly Hornblower Yachts, Inc.) (P-31.5) 004294		3,146,131	-10% (10)	37,509	198,451	235,960	-10%	-	-	32,747,898	8% (10a)	391,701	2,064,393	2,456,094	10%	-	-
Hornblower Yachts, Inc. (Pier 3) 000817		1,402,873	-10%	18,908	79,916	98,824	-10%	-	-	16,071,001	-3%	226,900	909,311	1,136,211	-4%	-	-
SUBTOTAL:		\$4,549,004	-10%	\$56,417	\$278,367	\$334,784	-10%	-	-	\$48,818,898	4%	\$618,601	\$2,973,704	\$3,592,305	5%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners 000818		40,000	0%	5,645	0	5,645	4%	-	-	480,000	0%	67,032	0	67,032	4%	-	-
S. F. Pier 33, LLC 003633	4,300	352,900	-2%	12,732	12,814	25,546	-2%	82.07	5.94	3,169,591	-7%	152,779	80,147	232,926	-5%	737.11	54.17
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.) 003847		0	0% (11)	53,229	0	53,229	0%	-	-	6,345,209	60%	638,751	313,030	951,781	36%	-	-
SUBTOTAL:		\$392,900	-2%	\$71,607	\$12,814	\$84,420	0%	-	-	\$9,994,800	27%	\$858,563	\$393,177	\$1,251,739	24%	-	-
TOTAL :	NORTHERN	\$7,203,751	-8%	\$518,748	\$509,699	\$1,028,447	-8%	-	-	\$82,101,540	6%	\$6,107,981	\$5,224,935	\$11,332,916	2%	-	-

(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) Lot operation ceased effective May 2019 due to premise is being developed.
 (10) Lease L-12501 is replaced by L-16499 effective May 2019 under new entity name of Alcatraz Cruises, LLC. (10a) " Last 12 months" data has been updated.
 (11) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.