

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2018								LAST -12- MONTHS (July '17 - June '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	937,993	-5%	18,385	42,585	60,970	-5%	149.60	9.72	10,749,045	1%	220,618	478,074	698,692	1%	1714.36	111.43
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	256,414	0%	7,200	10,108	17,308	0%	59.83	4.04	2,884,930	12%	73,200	121,533	194,733	12%	673.11	45.43
Castagnola's	9,107	0	* (1) (4)	22,248	0	22,248	*	0.00	2.44	358,052	* (4)	266,978	1,900	268,878	*	39.32	29.52
D & G Co.(Lou's Blue)	2,120	330,915	16%	13,700	8,637	22,337	16%	156.09	10.54	3,258,338	4%	164,401	65,497	229,898	2%	1536.95	108.44
Herrington Tavern(formerly Fisherman's Grotto #9)	18,796	371,341	* (10)	27,990	0	27,990	*	19.76	1.49	2,331,702	* (10)	335,878	0	335,878	*	124.05	17.87
Nick's Lighthouse	2,238	508,821	3%	2,326	30,748	33,074	3%	227.36	14.78	5,342,363	-4%	27,913	319,350	347,263	-4%	2,387.11	155.17
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	281,698	-13%	10,830	8,185	19,015	-13%	68.04	4.59	3,061,454	1%	129,957	79,094	209,051	-2%	739.48	50.50
Sabella & La Torre	2,236	428,806	-13%	2,479	25,393	27,872	-13%	191.77	12.47	5,383,293	1%	29,745	320,165	349,910	0%	2,407.56	156.49
Scoma's	12,421	1,099,491	-14%	20,709	50,778	71,487	-14%	88.52	5.76	13,412,408	-11%	248,507	623,504	872,011	-11%	1079.82	70.20
SFO Forecast, Inc.(Portco)	7,430	791,031	2%	5,375	48,020	53,395	2%	106.46	7.19	7,770,436	4%	64,499	460,005	524,504	4%	1045.82	70.59
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,417,675	-1%	32,392	64,041	96,433	0%	116.75	7.94	15,426,984	-2%	388,710	650,914	1,039,624	-2%	1270.44	85.62
Tarantino's	7,153	0	* (1) (4)	12,279	0	12,279	*	0.00	1.72	1,520,135	* (4)	147,349	12,991	160,340	*	212.52	22.42
SUBTOTAL:		\$6,424,186	-6%	\$175,913	\$288,495	\$464,408	-4%	-	-	\$71,499,141	-5%	\$2,097,755	\$3,133,027	\$5,230,782	-2%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	3,219,456	16%	41,667	159,489	201,155	10%	161.85	10.11	27,215,011	3%	500,004	1,171,457	1,671,460	2%	1368.21	84.03
Boudin's Bakery & Café	4,400	506,539	0%	7,484	38,104	45,588	0%	115.12	10.36	4,350,246	14%	88,504	303,016	391,520	14%	988.69	88.98
Frances Chu (The Crab Station)	927	181,645	-9%	943	10,864	11,807	-9%	195.95	12.74	2,131,590	0%	11,314	127,237	138,551	0%	2299.45	149.46
Guardino's Souvenir & Gift	1,824	119,530	-21%	1,235	6,823	8,058	-22%	65.53	4.42	1,631,371	-10%	14,822	95,019	109,841	-11%	894.39	60.22
SUBTOTAL:		\$4,027,170	11%	\$51,329	\$215,280	\$266,609	6%	-	-	\$35,328,218	4%	\$614,644	\$1,696,729	\$2,311,373	3%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	965,639	0%	32,646	45,112	77,758	-1%	16.29	1.31	9,841,004	8%	391,756	410,500	802,256	7%	165.98	13.53
Abraham Pedicabs dba Cabrio Taxi		5,612	6%	200	361	561	6%	-	-	39,404	-6%	2,400	1,900	4,300	-7%	-	-
Golden Gate Pedicab		6,755	-38%	300	376	676	-38%	-	-	73,177	-10%	3,600	3,726	7,326	-10%	-	-
Henriquez, Reinaldo		208	34%	20	7	27	35%	-	-	2,298	5%	240	85	325	5%	-	-
Pedicab/K.Saggers		9,863	8%	240	746	986	8%	-	-	70,534	-13%	2,880	4,332	7,212	-11%	-	-
SUBTOTAL:		\$988,077	-1%	\$33,406	\$46,603	\$80,009	-1%	-	-	\$10,026,417	7%	\$400,876	\$420,544	\$821,420	6%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	237,290	-5%	11,541	4,967	16,508	-5%	11.35	0.79	2,320,812	-4%	138,496	35,227	173,723	-3%	110.96	8.31
Frank's Fisherman's Supply	8,183	68,989	-2%	4,160	2,739	6,899	-2%	8.43	0.84	783,763	-5%	49,916	28,455	78,371	-5%	95.78	9.58
Hoppe, Arthur	10,413	382,572	0%	14,248	19,227	33,475	0%	36.74	3.21	3,525,926	1%	170,974	138,910	309,884	1%	338.61	29.76
Portco, Inc./ Safe Harbor (swl 302)		126,018	4%	11,342	0	11,342	3%	-	-	1,148,885	9%	132,652	5,127	137,779	3%	-	-
SUBTOTAL:		\$814,869	-1%	\$41,291	\$26,933	\$68,224	-1%	-	-	\$7,779,386	0%	\$492,038	\$207,719	\$699,757	-1%	-	-

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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.
OTHER																	
National Liberty Ship Memorial	5,223	72,066	-10%	2,841	1,483	4,324	-10%	13.80	0.83	766,086	-3%	34,092	14,191	48,283	0%	146.68	9.24
S. F. Maritime Nat'l Park Assoc.	8,096	101,141	-1%	6,855	0	6,855	0%	12.49	0.85	1,102,439	36%	82,262	5,176	87,438	3%	136.17	10.80
S. F. Museum and Historical Society	9,406	86,174	-25%	4,210	961	5,170	-33%	9.16	0.55	955,200	1%	49,434	36,807	86,240	3%	101.55	9.17
SUBTOTAL:		\$259,382	-13%	\$13,906	\$2,444	\$16,350	-16%	-	-	\$2,823,726	11%	\$165,788	\$56,174	\$221,962	2%	-	-
Pier 39		10,274,764	1% (11)	41,667	693,049	734,716	3%	-	-	38,053,517	4%	500,000	3,346,293	3,846,293	3%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		2,631,522	-6% (11)	8,921	78,498	87,419	-8%	-	-	10,147,662	-3%	107,050	298,855	405,905	-3%	-	-
SUBTOTAL:		\$12,906,286	-1%	\$50,588	\$771,547	\$822,135	1%	-	-	\$48,201,179	2%	\$607,050	\$3,645,148	\$4,252,198	3%	-	-
TOTAL : FISHERMAN'S WHARF		\$25,419,969	0%	\$366,432	\$1,351,302	\$1,717,734	0%	-	-	\$175,658,066	0%	\$4,378,150	\$9,159,341	\$13,537,491	1%		
TOTAL PORT		\$37,197,179	1%	\$1,538,131	\$2,415,093	\$3,953,225	8%			\$281,449,566	2%	\$16,075,169	\$18,134,213	\$34,209,381	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" ->	\$29,110,445	\$9,609,955	\$76,681,055	\$11,061,935	\$175,658,066	\$13,537,491	\$281,449,566	\$34,209,381
PRIOR "YEAR" ->	\$29,309,686	\$9,085,267	\$70,214,869	\$10,173,822	\$176,271,934	\$13,436,103	\$275,796,489	\$32,695,192
CHANGE ->	-1% (\$199,241)	6% \$524,689	9% \$6,466,186	9% \$888,113	0% (\$613,868)	1% \$101,388	2% \$5,653,077	5% \$1,514,190

(10) Business was closed due to renovation from Oct '16 to Oct '17; resumed operation under a new business name effective Nov 2017. Insufficient historical data for comparison.

(11) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		239,456	14%	11,200	5,562	16,762	14%	-	-	2,133,757	-19%	131,950	24,473	156,424	-8%	-	-
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	449,282	-6%	18,935	12,515	31,450	-6%	56.70	3.97	4,626,392	-8%	220,942	103,993	324,935	-7%	583.85	41.01
Java House, LLC		0	* (1) (4)	3,314	0	3,314	*	-	-	75,991	* (4)	38,438	0	38,438	*	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	487,190	2% (2)	18,333	42,865	61,198	33%	24.39	3.06	1,847,429	3%	219,993	128,291	348,284	10%	92.48	17.44
The Ramp Restaurant		334,656	1%	8,037	6,283	14,320	0%	-	-	2,985,418	2%	96,444	42,247	138,691	12%	-	-
Red's Java House	772	101,665	38%	1,652	5,465	7,117	38%	131.69	9.22	738,824	2%	19,688	32,031	51,719	2%	957.03	66.99
Sitting By, Inc. dba Hivive	1,937	225,716	2%	6,688	9,112	15,800	2%	116.53	8.16	2,193,952	-1%	79,471	74,100	153,571	-1%	1132.65	79.28
SUBTOTAL:		\$1,837,965	1%	\$86,732	\$81,800	\$168,533	12%	-	-	\$14,601,763	-6%	\$1,029,788	\$405,133	\$1,434,921	0%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	861,606	33% (3)	423,890	167,520	591,410	24%	1.39	0.95	5,680,544	-6%	2,819,301	1,389,674	4,208,975	-9%	9.17	6.80
China Basin Ball Park Co. (Lot A)- Spcl Event		850	0% (3)	0	0	0	0%	-	-	18,493	-65%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		13,107	15%	0	8,651	8,651	15%	-	-	147,321	-20%	0	97,232	97,232	-20%	-	-
Imperial Parking Inc. (Piers 30/32))		224,263	57%	0	148,014	148,014	57%	-	-	1,667,020	22%	0	1,100,234	1,100,234	22%	-	-
Imperial Parking Inc. (SWL #330)	101,471	154,855	46%	46,773	55,432	102,204	46%	1.53	1.01	1,221,230	32%	557,181	260,304	817,484	17%	12.04	8.06
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		94,914	113%	0	62,643	62,643	113%	-	-	707,041	65%	0	466,647	466,647	65%	-	-
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		183,804	17% (3)	0	0	0	0%	-	-	1,013,356	-14%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	0	0%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	-100% (3)	0	0	0	0%	-	-	232,800	-24%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,629	11%	0	5,035	5,035	11%	-	-	88,603	* (4)	0	58,482	58,482	*	-	-
SUBTOTAL:		\$1,541,028	37%	\$470,663	\$447,294	\$917,957	35%	-	-	\$10,776,408	2%	\$3,376,482	\$3,372,572	\$6,749,054	1%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		230,266	0%	16,074	12,566	28,640	0%	-	-	2,412,331	31%	192,888	84,492	277,380	12%	-	-
Bay Native		0	* (1) (4)	8,033	0	8,033	*	-	-	0	* (1) (4)	82,468	0	82,468	*	-	-
Recology/Sustainable Crushing Ventures, LLC		258,876	19% (5)	89,032	0	89,032	59%	-	-	1,319,943	-4%	1,066,132	0	1,066,132	59%	-	-
SUBTOTAL:		\$489,142	9%	\$113,139	\$12,566	\$125,704	41%	-	-	\$3,732,274	14%	\$1,341,488	\$84,492	\$1,425,980	47%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$3,868,135	14%	\$670,534	\$541,660	\$1,212,194	32%	-	-	\$29,110,445	-1%	\$5,747,758	\$3,862,197	\$9,609,955	6%	-	-

- (1) June 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 from Feb 2018 to April 2018.

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	252,436	-5%	10,578	6,462	17,039	-5%	33.10	2.23	2,988,955	-9%	123,917	77,846	201,762	-9%	391.89	26.45
Pier 23 Cafe	4,835	554,896	12%	21,944	16,899	38,843	12%	114.77	8.03	4,987,964	-6%	263,325	96,464	359,789	-3%	1031.64	74.41
Waterfront Restaurant	11,894	516,353	7%	13,185	17,796	30,981	7%	43.41	2.60	5,984,385	0%	155,581	203,481	359,062	1%	503.14	30.19
SUBTOTAL:		\$1,323,685	7%	\$45,707	\$41,157	\$86,863	7%	-	-	\$13,961,304	-4%	\$542,823	\$377,791	\$920,613	-3%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	153,360	12% (6)	53,841	0	53,841	0%	5.13	1.80	1,520,920	6%	646,093	0	646,093	0%	50.84	21.60
Central Parking (Triangle lot)		229,940	-6% (6)	123,747	75,390	199,136	1%	-	-	2,398,518	-4%	1,484,963	491,594	1,976,556	-2%	-	-
Central Parking (Pier 45-Shed A)		23,562	-55%	0	15,551	15,551	-55%	-	-	413,225	-21%	0	272,729	272,729	-21%	-	-
Central Parking (Pier 45-Shed C & Valley)		5,716	-19%	0	3,773	3,773	-19%	-	-	81,595	-13%	0	53,852	53,852	-13%	-	-
Central Parking (SWL 321)		99,661	51%	75,555	0	75,555	3%	-	-	1,110,310	23%	878,555	2,024	880,579	41%	-	-
Central Parking (SWL 323/324)		105,166	25%	80,730	0	80,730	3%	-	-	1,126,558	15%	938,730	0	938,730	41%	-	-
Central Parking (Swl 322-i)	37,812	52,478	4%	0	34,635	34,635	4%	1.39	0.92	681,107	-3%	0	449,533	449,533	-3%	18.01	11.89
Central Parking (Pier 19.5)		33,091	-7%	0	21,840	21,840	-7%	-	-	394,083	-18%	0	260,094	260,094	-18%	-	-
Central Parking (Pier 29.5)		44,359	2%	0	29,277	29,277	2%	-	-	424,643	* (7)	0	280,265	280,265	*	-	-
SUBTOTAL:		\$747,332	4%	\$333,873	\$180,465	\$514,338	-2%	-	-	\$8,150,958	4%	\$3,948,341	\$1,810,090	\$5,758,431	9%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		3,026,352	7% (8),(8a)	31,668	195,308	226,976	14%	-	-	30,113,052	15%	380,019	1,816,578	2,196,597	15%	-	-
Hornblower Yachts, Inc. (Pier 3)		1,622,070	17% (8a)	18,908	92,502	111,410	15%	-	-	16,493,432	26%	226,900	946,893	1,173,793	22%	-	-
SUBTOTAL:		\$4,648,422	10%	\$50,576	\$287,810	\$338,386	15%	-	-	\$46,606,484	18%	\$606,919	\$2,763,471	\$3,370,390	17%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	3%	-	-	480,000	0%	64,340	0	64,340	3%	-	-
S. F. Pier 33, LLC	4,300	347,319	7%	12,371	12,700	25,071	7%	80.77	5.83	3,407,699	17%	148,086	98,094	246,180	9%	792.49	57.25
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		802,317	-38% (9)	53,229	0	53,229	-40%	-	-	4,074,610	-20%	638,751	63,229	701,980	-8%	-	-
SUBTOTAL:		\$1,189,636	-29%	\$71,009	\$12,700	\$83,710	-29%	-	-	\$7,962,309	-6%	\$851,177	\$161,323	\$1,012,501	-3%	-	-
TOTAL :	NORTHERN	\$7,909,075	1%	\$501,165	\$522,132	\$1,023,297	0%	-	-	\$76,681,055	9%	\$5,949,260	\$5,112,675	\$11,061,935	9%	-	-

(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. Insufficient historical data for comparison.
 (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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