

PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2019								LAST 12 MONTHS (July '18 - June '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	970,383	3%	18,385	44,690	63,075	3%	154.77	10.06	9,636,277	-10%	220,618	405,742	626,360	-10%	1536.89	99.90
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	238,316	-7%	7,200	8,886	16,086	-7%	55.60	3.75	2,597,146	-10%	86,400	88,906	175,306	-10%	605.96	40.90
Castagnola's	9,107	199,213	-29%	22,248	0	22,248	0%	21.87	2.44	2,010,216	-25%	266,978	1,463	268,441	0%	220.73	29.48
D & G Co.(Lou's Blue)	2,120	334,921	1%	14,005	8,602	22,607	1%	157.98	10.66	3,122,506	-4%	168,061	59,444	227,505	-1%	1472.88	107.31
Herrington Tavern dba Fisherman's Grotto #9	18,796	389,328	4%	27,990	0	27,990	0%	20.71	1.49	4,011,306	* (5)	335,878	8,187	344,065	*	213.41	18.31
Nick's Lighthouse	2,238	491,213	-3%	2,326	29,603	31,929	-3%	219.49	14.27	5,279,558	-1%	27,913	315,264	343,177	-1%	2,359.05	153.34
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	248,620	-12%	10,830	5,952	16,782	-12%	60.05	4.05	2,568,874	-16%	129,957	51,182	181,139	-13%	620.50	43.75
Sabella & La Torre	2,236	450,302	5%	2,479	26,791	29,270	5%	201.39	13.09	5,094,370	-5%	29,745	301,386	331,131	-5%	2,278.34	148.09
Scoma's	12,421	1,131,922	3%	20,709	52,916	73,625	3%	91.13	5.93	12,675,371	-5%	248,507	575,759	824,266	-5%	1020.48	66.36
SFO Forecast, Inc.(Portco)	7,430	688,846	-13%	5,375	41,122	46,497	-13%	92.71	6.26	7,291,365	-6%	64,499	427,667	492,166	-6%	981.34	66.24
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,199,942	-15%	32,392	48,988	81,380	-16%	98.82	6.70	13,540,546	-12%	388,710	525,207	913,917	-12%	1115.09	75.26
Herrington Tavern dba Tarantino's	7,153	112,626	-29%	12,279	0	12,279	0%	15.75	1.72	1,448,194	-28%	147,349	915	148,264	-8%	202.46	20.73
SUBTOTAL:		\$6,455,632	-6%	\$176,218	\$267,551	\$443,769	-4%	-	-	\$69,275,728	-7%	\$2,114,615	\$2,761,123	\$4,875,738	-7%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,996,419	-7%	41,667	145,299	186,966	-7%	150.64	9.40	27,462,939	1%	500,004	1,195,102	1,695,106	1%	1380.67	85.22
Boudin's Bakery & Café	4,400	479,943	-5%	7,715	35,480	43,195	-5%	109.08	9.82	3,973,366	-9%	91,198	266,406	357,604	-9%	903.04	81.27
Frances Chu (The Crab Station)	927	146,857	-19%	943	8,603	9,546	-19%	158.42	10.30	1,610,802	-24%	11,314	93,387	104,701	-24%	1737.65	112.95
Guardino's Souvenir & Gift	1,824	81,284	-32%	1,235	4,307	5,542	-31%	44.56	3.04	1,101,061	-33%	14,822	60,016	74,838	-32%	603.65	41.03
SUBTOTAL:		\$3,704,503	-8%	\$51,559	\$193,689	\$245,248	-8%	-	-	\$34,148,168	-3%	\$617,337	\$1,614,911	\$2,232,248	-3%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	835,735	-19%	32,646	33,987	66,633	-20%	14.10	1.12	8,554,451	-14%	391,756	324,669	716,425	-11%	144.28	12.08
Abraham Pedicabs dba Cabrio Taxi		3,683	-34%	200	168	368	-34%	-	-	32,340	-18%	2,400	1,143	3,543	-18%	-	-
Golden Gate Pedicab		8,133	20%	300	513	813	20%	-	-	54,424	-26%	3,600	2,374	5,974	-18%	-	-
Henriquez, Reinaldo		182	-13%	20	4	24	-12%	-	-	2,090	-9%	240	42	282	-13%	-	-
Pedicab/K.Saggers		8,803	-11%	240	640	880	-11%	-	-	57,780	-18%	2,880	3,316	6,196	-14%	-	-
SUBTOTAL:		\$856,536	-18%	\$33,406	\$35,313	\$68,718	-19%	-	-	\$8,701,085	-14%	\$400,876	\$331,544	\$732,420	-11%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	230,981	-3%	11,541	4,554	16,095	-3%	11.04	0.77	2,289,006	-1%	138,496	36,703	175,199	1%	109.44	8.38
Frank's Fisherman's Supply	8,183	68,242	-1%	4,614	2,210	6,824	-1%	8.34	0.83	744,989	-5%	51,278	24,327	75,605	-4%	91.04	9.24
Hoppe, Arthur	10,413	411,667	8%	14,330	21,691	36,021	8%	39.53	3.46	3,787,448	7%	171,876	160,897	332,773	7%	363.72	31.96
Portco, Inc./ Safe Harbor (swl 302)		110,448	-12%	11,342	0	11,342	0%	-	-	1,078,188	-6%	136,102	6,153	142,255	3%	-	-
SUBTOTAL:		\$821,338	1%	\$41,827	\$28,455	\$70,282	3%	-	-	\$7,899,631	2%	\$497,752	\$228,080	\$725,832	4%	-	-

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TENANT	AREA (GLA)	2019								LAST 12 MONTHS (July '18 - June '19)							
		June 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	82,747	15%	2,841	2,124	4,965	15%	15.84	0.95	809,905	6%	34,092	16,094	50,186	4%	155.07	9.61
S. F. Maritime Nat'l Park Assoc.	8,096	104,735	4%	6,855	0	6,855	0%	12.94	0.85	1,031,841	-6%	82,262	4,553	86,815	-1%	127.45	10.72
S. F. Museum and Historical Society	9,406	107,165	24%	4,399	2,031	6,430	24%	11.39	0.68	993,108	4%	51,657	39,634	91,291	6%	105.58	9.71
SUBTOTAL:		\$294,647	14%	\$14,095	\$4,155	\$18,250	12%	-	-	\$2,834,854	0%	\$168,012	\$60,281	\$228,292	3%	-	-
Pier 39		9,613,276	-6% (12)	41,667	652,074	693,741	-5%	-	-	36,302,326	-5%	500,000	3,203,670	3,703,670	-3%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		2,488,986	-5% (12)	8,921	72,796	81,717	-7%	-	-	9,804,612	-3%	107,050	285,132	392,182	-3%	-	-
SUBTOTAL:		\$12,102,262	-6%	\$50,588	\$724,870	\$775,458	-6%	-	-	\$46,106,938	-4%	\$607,050	\$3,488,802	\$4,095,852	-3%	-	-
TOTAL : FISHERMAN'S WHARF		\$24,234,919	-7%	\$367,693	\$1,254,032	\$1,621,725	-6%	-	-	\$168,966,405	-5%	\$4,405,642	\$8,484,740	\$12,890,382	-5%		
TOTAL PORT		\$35,481,336	-6%	\$1,509,542	\$2,055,111	\$3,564,654	-10%			\$278,931,090	-2%	\$16,256,113	\$17,725,671	\$33,981,784	-1%		

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" ->	\$27,331,015	\$9,672,488	\$82,633,670	\$11,418,914	\$168,966,405	\$12,890,382	\$278,931,090	\$33,981,784
PRIOR "YEAR" ->	\$29,398,050	\$9,612,357	\$76,964,611	\$11,095,434	\$178,540,000	\$13,528,816	\$284,902,660	\$34,236,607
CHANGE ->	-7% (\$2,067,035)	1% \$60,130	7% \$5,669,059	3% \$323,480	-5% (\$9,573,595)	-5% (\$638,433)	-2% (\$5,971,570)	-1% (\$254,823)

(12) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		270,334	13%	11,505	7,418	18,923	13%	-	-	2,633,976	23%	135,614	50,098	185,712	19%	-	-
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	387,790	-14%	19,503	7,642	27,145	-14%	48.94	3.43	3,418,369	-26%	227,791	30,990	258,781	-20%	431.39	32.66
Java House, LLC		20,437	-6%	3,314	0	3,314	0%	-	-	211,044	14%	39,769	0	39,769	3%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	491,122	1% (2)	18,333	43,454	61,788	1%	24.59	3.09	1,868,513	1%	219,993	159,420	379,414	9%	93.54	18.99
The Ramp Restaurant		277,175	-17%	8,274	3,882	12,156	-15%	-	-	2,626,873	-12%	99,051	49,995	149,046	7%	-	-
Red's Java House	772	81,060	-20%	1,714	3,960	5,674	-20%	105.00	7.35	808,837	9%	20,507	36,114	56,621	9%	1047.72	73.34
Sitting By, Inc. dba Hidive	1,937	224,483	-1%	6,889	8,825	15,714	-1%	115.89	8.11	2,120,826	-3%	81,059	67,394	148,453	-3%	1094.90	76.64
SUBTOTAL:		\$1,752,400	-6%	\$88,105	\$75,182	\$163,287	-3%	-	-	\$13,688,437	-7%	\$1,046,645	\$394,012	\$1,440,657	0%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBC) - Lot A	619,317	0	-100% (1) (3)	306,000	0	306,000	-48%	0.00	0.49	3,658,674	-36% (3a)	2,457,699	1,345,822	3,803,521	-10%	5.91	6.14
Seawall Lot 337 Assc.(CBBC) - Lot A- Spcl Event		0	-100% (1) (3)	0	0	0	0%	-	-	61,529	233% (3a)	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26)		15,412	18%	0	10,172	10,172	18%	-	-	168,507	14%	0	111,215	111,215	14%	-	-
Imperial Parking Inc. (Piers 30/32))		179,389	-20%	0	118,397	118,397	-20%	-	-	1,727,952	4%	0	1,140,448	1,140,448	4%	-	-
Imperial Parking Inc. (SWL #330)	101,471	123,267	-20%	46,773	34,583	81,356	-20%	1.21	0.80	1,242,777	2%	561,270	268,721	829,991	2%	12.25	8.18
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		15,589	-84%	0	10,289	10,289	-84%	-	-	776,079	10%	0	512,212	512,212	10%	-	-
China Basin Ballpark Co./Imperial (pier 48)- Parking		0	-100% (1) (4)	55,417	0	55,417	0%	-	-	591,076	-42% (4a)	175,002	0	175,002	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed A & Valley)- Sp		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)- S		0	0% (1) (4)	0	0	0	0%	-	-	171,900	-26% (4a)	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		6,944	-9%	0	4,583	4,583	-9%	-	-	92,720	5%	0	61,196	61,196	5%	-	-
SUBTOTAL:		\$340,601	-78%	\$408,189	\$178,024	\$586,213	-36%	-	-	\$8,491,214	-21%	\$3,193,970	\$3,439,614	\$6,633,584	-2%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		201,449	-13%	16,547	7,765	24,312	-15%	-	-	2,569,745	7%	198,091	79,010	277,101	0%	-	-
Bay Native		0	-100% (1)	8,033	0	8,033	0%	-	-	75,299	-48%	96,388	0	96,388	17%	-	-
Bike Hut Foundation		6,353	5%	440	196	635	*	-	-	55,509	*(5)	4,810	1,287	6,097	*	-	-
City Kayak		14,711	-43%	1,139	0	1,139	*	-	-	182,363	*(5)	12,496	3,501	15,997	*	-	-
Recology/Sustainable Crushing Ventures, LLC		457,384	77% (6)	91,395	0	91,395	3%	-	-	1,572,027	19%	1,094,374	0	1,094,374	3%	-	-
Spinnaker		112,658	*(5)	9,253	0	9,253	*	-	-	696,421	*(5)	108,290	0	108,290	*	-	-
SUBTOTAL:		\$792,555	49%	\$126,807	\$7,960	\$134,767	5%	-	-	\$5,151,364	32%	\$1,514,448	\$83,798	\$1,598,247	12%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,885,556	-27%	\$623,101	\$261,166	\$884,267	-27%	-	-	\$27,331,015	-7%	\$5,755,064	\$3,917,424	\$9,672,488	1%	-	-

(1) June 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 from Feb 2019 to April 2019.

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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	7,627	267,396	6%	11,107	6,942	18,049	6%	35.06	2.37	3,110,539	4%	130,115	79,854	209,969	4%	407.83	27.53
Pier 23 Cafe	4,835	539,281	-3%	21,944	15,806	37,750	-3%	111.54	7.81	5,030,808	1%	263,325	99,137	362,462	1%	1040.50	74.97
Queen's Louisiana Po-Boy Café, LLC		116,958	-7%	5,146	3,041	8,187	-7%	-	-	1,257,888	* (7)	61,076	27,539	88,615	*	-	-
Waterfront Restaurant	11,894	495,723	-4%	13,185	16,558	29,743	-4%	41.68	2.50	6,291,686	5%	158,221	215,886	374,107	4%	528.98	31.45
SUBTOTAL:		\$1,419,358	-2%	\$51,382	\$42,348	\$93,729	-2%	-	-	\$15,690,921	7%	\$612,736	\$422,417	\$1,035,153	6%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	159,117	4% (8)	53,841	0	53,841	0%	5.32	1.80	1,618,719	6%	646,093	0	646,093	0%	54.11	21.60
Central Parking (Triangle lot)		231,662	1% (8)	123,747	80,326	204,073	2%	-	-	2,326,269	-3%	1,484,963	507,559	1,992,522	1%	-	-
Central Parking (Pier 45-Shed A)		14,266	-39%	0	9,416	9,416	-39%	-	-	178,113	-57%	0	117,554	117,554	-57%	-	-
Central Parking (Pier 45-Shed C & Valley)		7,445	30%	0	4,914	4,914	30%	-	-	42,723	-48%	0	28,197	28,197	-48%	-	-
Central Parking (SWL 321)		92,538	-7%	78,200	0	78,200	4%	-	-	1,082,049	-3%	909,305	0	909,305	3%	-	-
Central Parking (SWL 323/324)		112,164	7%	83,555	0	83,555	3%	-	-	1,153,980	2%	971,585	0	971,585	3%	-	-
Central Parking (Swl 322-i)	37,812	0	-100% (9)	0	0	0	-100%	0.00	0.00	548,601	-19%	0	362,077	362,077	-19%	14.51	9.58
Central Parking (Pier 19.5)		26,999	-18%	0	17,820	17,820	-18%	-	-	291,224	-26%	0	192,209	192,209	-26%	-	-
Central Parking (Pier 29.5)		52,117	17%	0	34,397	34,397	17%	-	-	434,164	2%	0	286,547	286,547	2%	-	-
SUBTOTAL:		\$696,308	-7%	\$339,343	\$146,872	\$486,215	-5%	-	-	\$7,675,842	-6%	\$4,011,946	\$1,494,142	\$5,506,088	-4%	-	-
EXCURSIONS/TRANSPORTATION																	
Alcatraz Cruises, LLC (formerly Hornblower Yachts, Inc.) (P-31.5)		2,880,679	-5% (10)	37,509	178,542	216,051	-5%	-	-	33,099,130	11% (10a)	385,860	2,096,576	2,482,436	14%	-	-
Hornblower Yachts, Inc. (Pier 3)		1,364,797	-16%	18,908	76,377	95,285	-14%	-	-	16,165,848	-2%	226,900	916,416	1,143,316	-3%	-	-
SUBTOTAL:		\$4,245,475	-9%	\$56,417	\$254,919	\$311,336	-8%	-	-	\$49,264,977	6%	\$612,760	\$3,012,992	\$3,625,752	8%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,645	0	5,645	4%	-	-	480,000	0%	66,796	0	66,796	4%	-	-
S. F. Pier 33, LLC	4,300	334,673	-4%	12,732	11,706	24,438	-3%	77.83	5.68	3,176,720	-7%	152,418	80,926	233,344	-5%	738.77	54.27
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		1,625,047	132% (11)	53,229	84,069	137,298	158%	-	-	6,345,209	60%	638,751	313,030	951,781	36%	-	-
SUBTOTAL:		\$1,999,720	84%	\$71,607	\$95,775	\$167,381	100%	-	-	\$10,001,929	27%	\$857,966	\$393,956	\$1,251,921	24%	-	-
TOTAL :	NORTHERN	\$8,360,862	5%	\$518,748	\$539,913	\$1,058,662	3%	-	-	\$82,633,670	7%	\$6,095,408	\$5,323,507	\$11,418,914	3%	-	-

(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.