

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2019								LAST 12 MONTHS (Apr '18 - March '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	683,518	-12%	18,385	26,044	44,429	-12%	109.01	7.09	9,765,916	-9%	220,618	414,170	634,788	-9%	1557.56	101.24
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	168,798	-30%	7,200	4,194	11,394	-30%	39.38	2.66	2,715,195	-7%	84,000	99,275	183,275	-7%	633.50	42.76
Castagnola's	9,107	0	* (1)	22,248	0	22,248	*	0.00	2.44	0	* (6)	266,978	0	266,978	*	0.00	29.32
D & G Co.(Lou's Blue)	2,120	226,214	-14%	14,005	1,264	15,269	-14%	106.70	7.20	3,136,196	-2%	167,146	61,283	228,429	1%	1479.34	107.75
Herrington Tavern dba Fisherman's Grotto #9	18,796	264,583	-13%	27,990	0	27,990	0%	14.08	1.49	4,077,732	* (6)	335,878	8,187	344,065	*	216.95	18.31
Nick's Lighthouse	2,238	375,658	-10%	2,326	22,092	24,418	-10%	167.85	10.91	5,395,775	1%	27,913	322,818	350,731	1%	2,410.98	156.72
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	156,556	-19%	10,830	0	10,830	0%	37.82	2.62	2,691,296	-15%	129,957	61,621	191,578	-12%	650.07	46.27
Sabella & La Torre	2,236	381,725	-11%	2,479	22,333	24,812	-11%	170.72	11.10	5,127,597	-6%	29,745	303,545	333,290	-6%	2,293.20	149.06
Scoma's	12,421	987,718	-1%	20,709	43,526	64,235	-1%	79.52	5.17	12,686,312	-9%	248,507	576,338	824,845	-9%	1021.36	66.41
SFO Forecast, Inc.(Portco)	7,430	464,885	-22%	5,375	26,005	31,380	-22%	62.57	4.22	7,552,953	-3%	64,499	445,325	509,824	-3%	1016.55	68.62
SFS39, inc. (formerly Franciscan Restaurant)	12,143	981,333	-15%	32,392	33,585	65,977	-15%	80.81	5.43	14,246,206	-8%	388,710	573,026	961,736	-8%	1173.20	79.20
Herrington Tavern dba Tarantino's	7,153	101,683	-25%	12,279	0	12,279	0%	14.22	1.72	1,570,987	-28%	147,349	915	148,264	-9%	219.63	20.73
SUBTOTAL:		\$4,792,669	-13%	\$176,218	\$179,044	\$355,262	-10%	-	-	\$68,966,163	-5%	\$2,111,300	\$2,866,504	\$4,977,804	-6%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,279,018	-1%	41,667	98,096	139,763	-1%	114.58	7.03	27,523,151	3%	500,004	1,197,666	1,697,670	2%	1383.70	85.35
Boudin's Bakery & Café	4,400	277,738	-15%	7,715	17,282	24,996	-15%	63.12	5.68	4,002,199	-8%	90,505	269,692	360,196	-8%	909.59	81.86
Frances Chu (The Crab Station)	927	97,737	-29%	943	5,410	6,353	-29%	105.43	6.85	1,730,565	-22%	11,314	101,171	112,485	-22%	1866.84	121.34
Guardino's Souvenir & Gift	1,824	70,990	-25%	1,235	3,531	4,766	-24%	38.92	2.61	1,180,613	-33%	14,822	65,167	79,989	-32%	647.27	43.85
SUBTOTAL:		\$2,725,483	-5%	\$51,559	\$124,319	\$175,878	-5%	-	-	\$34,436,528	-2%	\$616,644	\$1,633,696	\$2,250,340	-3%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	306,709	-47%	32,646	0	32,646	-30%	5.17	0.55	9,068,245	-8%	391,756	368,008	759,764	-5%	152.94	12.81
Abraham Pedicabs dba Cabrio Taxi		814	-20%	200	0	200	0%	-	-	36,700	-9%	2,400	1,578	3,978	-10%	-	-
Golden Gate Pedicab		3,655	4%	300	66	366	4%	-	-	52,445	-36%	3,600	2,177	5,777	-29%	-	-
Henriquez, Reinaldo		128	25%	20	0	20	0%	-	-	2,110	-8%	240	46	286	-12%	-	-
Pedicab/K.Saggers		1,603	-66%	240	0	240	-49%	-	-	62,334	-15%	2,880	3,772	6,652	-11%	-	-
SUBTOTAL:		\$312,909	-47%	\$33,406	\$66	\$33,472	-30%	-	-	\$9,221,834	-8%	\$400,876	\$375,581	\$776,457	-5%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	141,467	-20%	11,541	0	11,541	-6%	6.76	0.55	2,302,439	-4%	138,496	37,650	176,146	-1%	110.09	8.42
Frank's Fisherman's Supply	8,183	46,225	-15%	4,160	462	4,623	-15%	5.65	0.56	742,469	-8%	49,916	25,436	75,353	-7%	90.73	9.21
Hoppe, Arthur	10,413	248,564	-8%	14,330	7,420	21,749	-8%	23.87	2.09	3,782,166	9%	171,630	160,681	332,310	8%	363.22	31.91
Portco, Inc./ Safe Harbor (swl 302)		77,167	-19%	11,342	0	11,342	3%	-	-	1,125,713	0%	135,757	6,153	141,910	4%	-	-
SUBTOTAL:		\$513,423	-14%	\$41,373	\$7,882	\$49,255	-6%	-	-	\$7,952,787	2%	\$495,799	\$229,920	\$725,719	3%	-	-

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TENANT	AREA (GLA)	March 2019								LAST 12 MONTHS (Apr '18 - March '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	5,223	50,936	-6%	2,841	215	3,056	-6%	9.75	0.59	827,779	8%	34,092	17,167	51,259	6%	158.49	9.81
S. F. Maritime Nat'l Park Assoc.	8,096	73,706	-12%	6,855	0	6,855	0%	9.10	0.85	1,034,584	-5%	82,262	4,553	86,815	-1%	127.79	10.72
S. F. Museum and Historical Society	9,406	85,877	-7%	4,399	4,123	8,522	-7%	9.13	0.91	967,789	-4%	51,090	35,293	86,383	-4%	102.89	9.18
SUBTOTAL:		\$210,519	-9%	\$14,095	\$4,338	\$18,433	-5%	-	-	\$2,830,152	-1%	\$167,444	\$57,013	\$224,457	-1%	-	-
Pier 39		6,059,712	5% (12)	41,667	369,282	410,949	6%	-	-	36,963,814	-3%	500,000	3,243,505	3,743,505	-2%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		1,962,947	-2% (12)	8,921	51,755	60,676	-2%	-	-	9,947,148	-4%	107,050	290,834	397,884	-4%	-	-
SUBTOTAL:		\$8,022,659	3%	\$50,588	\$421,037	\$471,625	5%	-	-	\$46,910,962	-3%	\$607,050	\$3,534,339	\$4,141,389	-2%	-	-
TOTAL : FISHERMAN'S WHARF		\$16,577,662	-6%	\$367,240	\$736,685	\$1,103,925	-4%	-	-	\$170,318,426	-4%	\$4,399,114	\$8,697,052	\$13,096,165	-3%		
TOTAL PORT		\$26,032,635	-1%	\$1,172,416	\$1,307,545	\$2,479,961	-7%			\$282,011,044	0%	\$16,367,677	\$18,526,733	\$34,894,410	3%		

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" ->	\$30,373,295	\$10,440,546	\$81,319,323	\$11,357,698	\$170,318,426	\$13,096,165	\$282,011,044	\$34,894,410
PRIOR "YEAR" ->	\$29,135,950	\$9,185,323	\$76,504,518	\$11,055,403	\$176,550,248	\$13,565,001	\$282,190,716	\$33,805,727
CHANGE ->	4% \$1,237,345	14% \$1,255,223	6% \$4,814,805	3% \$302,296	-4% (\$6,231,822)	-3% (\$468,835)	0% (\$179,672)	3% \$1,088,683

(12) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		173,142	15%	11,505	615	12,120	8%	-	-	2,610,569	22%	134,699	49,376	184,075	18%	-	-
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	280,935	-20%	18,935	730	19,665	-20%	35.45	2.48	3,632,608	-26%	226,081	47,697	273,778	-20%	458.43	34.55
Java House, LLC		15,155	31%	3,314	0	3,314	4%	-	-	213,778	17%	39,527	0	39,527	3%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	417,427	5% (2)	18,333	32,400	50,733	6%	20.90	2.54	1,864,581	1%	219,993	158,831	378,824	14%	93.34	18.96
The Ramp Restaurant		224,813	12%	8,274	2,575	10,848	-4%	-	-	2,743,670	-10%	98,340	53,908	152,247	12%	-	-
Red's Java House	772	49,446	10%	1,714	1,747	3,461	10%	64.05	4.48	815,456	14%	20,321	36,763	57,084	14%	1056.29	73.94
Sitting By, Inc. dba Hivide	1,937	160,644	-6%	6,889	4,356	11,245	-6%	82.93	5.81	2,136,924	-5%	80,456	69,122	149,578	-5%	1103.21	77.22
SUBTOTAL:		\$1,321,562	-1%	\$87,537	\$42,423	\$129,960	-2%	-	-	\$14,017,585	-7%	\$1,042,278	\$415,697	\$1,457,974	1%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBP) - Lot A	619,317	0	-100% (3)	34,000	0	34,000	-84%	0.00	0.05	5,802,014	3% (3a)	2,811,369	1,670,551	4,481,920	7%	9.37	7.24
Seawall Lot 337 Assc.(CBBP) - Lot A- Spcl Event		0	0% (3)	0	0	0	0%	-	-	62,379	253% (3a)	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		13,312	10%	0	8,786	8,786	10%	-	-	160,348	12%	0	105,830	105,830	12%	-	-
Imperial Parking Inc. (Piers 30/32))		97,437	-1% (4)	0	50,500	50,500	-22%	-	-	1,887,010	27% (4)	0	1,231,621	1,231,621	25%	-	-
Imperial Parking Inc. (SWL #330)	101,471	74,194	-15%	46,773	2,195	48,968	-15%	0.73	0.48	1,308,309	16%	561,270	311,972	873,242	15%	12.89	8.61
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		17,174	-79%	0	11,335	11,335	-79%	-	-	990,649	78%	0	653,828	653,828	78%	-	-
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	-100% (5)	2,917	0	2,917	0%	-	-	1,046,455	-6% (5a)	8,751	0	8,751	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (5)	0	0	0	0%	-	-	0	0% (5a)	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	-100% (5)	0	0	0	0%	-	-	253,200	37% (5a)	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,573	2%	0	4,998	4,998	2%	-	-	90,769	5%	0	59,910	59,910	5%	-	-
SUBTOTAL:		\$209,690	-65%	\$83,689	\$77,815	\$161,504	-60%	-	-	\$11,601,133	12%	\$3,381,389	\$4,033,713	\$7,415,102	15%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		197,010	-16%	16,547	5,150	21,697	-4%	-	-	2,588,321	13%	196,672	86,829	283,501	4%	-	-
Bay Native		0	-100% (1)	8,033	0	8,033	*	-	-	110,668	-31%	96,388	0	96,388	34%	-	-
Bike Hut Foundation		2,733	* (6)	393	0	393	*	-	-	46,419	* (6)	3,930	1,258	5,188	*	-	-
City Kayak		12,755	* (6)	1,022	0	1,022	*	-	-	166,751	* (6)	10,219	4,228	14,447	*	-	-
Recology/Sustainable Crushing Ventures, LLC		448,338	30% (7)	91,395	0	91,395	3%	-	-	1,373,519	7%	1,087,285	0	1,087,285	12%	-	-
Spinnaker		29,540	* (6)	9,123	0	9,123	*	-	-	468,900	* (6)	80,661	0	80,661	*	-	-
SUBTOTAL:		\$690,376	17%	\$126,512	\$5,150	\$131,662	10%	-	-	\$4,754,578	28%	\$1,475,155	\$92,315	\$1,567,470	20%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$2,221,627	-12%	\$297,739	\$125,387	\$423,126	-35%	-	-	\$30,373,295	4%	\$5,898,822	\$4,541,724	\$10,440,546	14%	-	-

(1) March 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. Q1-2019 sales unavailable.

(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.

(4) Both Sales and overage rent from Oct 2018 onward are pending for revision.

(5) 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. Q1-2019 sales unavailable.

(5a) 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. Sales under the expired lease was combined with Lot A's for billing.

(6) Insufficient historical data for comparison.

(7) Quarterly reporting with special covered period from Nov 2018 to Jan 2019.

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RESTAURANTS - FULL SERVICE		Northern																
Blue Jeans Equities / Fog City Diner	7,627	271,751	7%	11,107	7,236	18,343	7%	35.63	2.41	3,057,593	1%	128,528	77,868	206,396	1%	400.89	27.06	
Pier 23 Cafe	4,835	408,644	4%	21,944	6,661	28,605	4%	84.52	5.92	5,008,003	0%	263,325	97,540	360,865	0%	1035.78	74.64	
Queen's Louisiana Po-Boy Café, LLC		114,126	8%	5,146	2,843	7,989	8%	-	-	1,234,402	* (8)	60,668	26,303	86,971	*	-	-	
Waterfront Restaurant	11,894	407,453	-12%	13,185	11,262	24,447	-12%	34.26	2.06	6,124,007	0%	158,221	209,219	367,440	0%	514.88	30.89	
SUBTOTAL:		\$1,201,974	-1%	\$51,382	\$28,002	\$79,384	-1%	-	-	\$15,424,004	6%	\$610,741	\$410,931	\$1,021,672	6%	-	-	
PARKING																		
Central Parking (SWL #314)	29,917	143,121	28% (9)	53,841	0	53,841	0%	4.78	1.80	1,587,450	7%	646,093	0	646,093	0%	53.06	21.60	
Central Parking (Triangle lot)		177,228	6% (9)	123,747	33,843	157,589	21%	-	-	2,324,161	-6%	1,484,963	485,531	1,970,493	-2%	-	-	
Central Parking (Pier 45-Shed A)		23,247	-5%	0	15,343	15,343	-5%	-	-	186,089	-63%	0	122,818	122,818	-63%	-	-	
Central Parking (Pier 45-Shed C & Valley)		689	-87%	0	454	454	-87%	-	-	48,754	-45%	0	32,178	32,178	-45%	-	-	
Central Parking (SWL 321)		82,468	-27%	75,555	0	75,555	1%	-	-	1,096,298	4%	901,550	521	902,071	6%	-	-	
Central Parking (SWL 323/324)		83,438	-23%	80,730	0	80,730	3%	-	-	1,156,936	12%	963,300	0	963,300	9%	-	-	
Central Parking (Swl 322-i)	37,812	48,908	-20%	0	32,279	32,279	-20%	1.29	0.85	695,841	0%	0	459,255	459,255	0%	18.40	12.15	
Central Parking (Pier 19.5)		22,814	-41%	0	15,057	15,057	-41%	-	-	302,674	-29%	0	199,765	199,765	-29%	-	-	
Central Parking (Pier 29.5)		34,518	-13%	0	22,782	22,782	-13%	-	-	405,390	-8%	0	267,556	267,556	-8%	-	-	
SUBTOTAL:		\$616,432	-8%	\$333,873	\$119,759	\$453,632	1%	-	-	\$7,803,594	-5%	\$3,995,906	\$1,567,625	\$5,563,531	-4%	-	-	
EXCURSIONS/TRANSPORTATION																		
Hornblower Yachts, Inc. (Pier 31 1/2)		2,894,234	11% (10)	31,668	185,399	217,068	11%	-	-	32,403,713	10% (10a)	380,019	2,050,260	2,430,279	16%	-	-	
Hornblower Yachts, Inc. (Pier 3)		699,489	-3% (10)	18,908	37,235	56,143	-6%	-	-	16,554,654	4%	226,900	944,666	1,171,566	3%	-	-	
SUBTOTAL:		\$3,593,723	8%	\$50,576	\$222,634	\$273,210	7%	-	-	\$48,958,367	8%	\$606,919	\$2,994,926	\$3,601,845	11%	-	-	
OTHER																		
Ferry Boat Santa Rosa Partners		40,000	0%	5,645	0	5,645	4%	-	-	480,000	0%	66,088	0	66,088	3%	-	-	
S. F. Pier 33, LLC	4,300	254,387	-3%	12,732	5,741	18,473	-3%	59.16	4.30	3,231,879	-3%	151,335	85,515	236,850	-2%	751.60	55.08	
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		1,526,832	112% (11)	53,229	69,337	122,566	130%	-	-	5,421,479	19%	638,751	228,961	867,712	18%	-	-	
SUBTOTAL:		\$1,821,219	78%	\$71,607	\$75,077	\$146,684	89%	-	-	\$9,133,358	9%	\$856,175	\$314,475	\$1,170,650	12%	-	-	
TOTAL :	NORTHERN	\$7,233,347	16%	\$507,437	\$445,473	\$952,910	11%	-	-	\$81,319,323	6%	\$6,069,741	\$5,287,957	\$11,357,698	3%	-	-	

(8) Business operation began Oct 2017, insufficient historical data for comparison

(9) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.

(10) Percentage rent is subject to off-set by tenant Improvement allowance @ 70% as per sec. 5.7 (a) of the lease. (10a) Data is preliminary, pending for revision.

(11) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.