

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	November 2018								LAST -12- MONTHS (Dec '17 - November '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	617,014	-18%	18,385	21,721	40,106	-18%	98.41	6.40	10,043,050	-6%	220,618	432,185	652,803	-6%	1601.76	104.12
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	118,096	-24%	7,200	771	7,971	-24%	27.55	1.86	2,839,648	3%	79,200	112,476	191,676	3%	662.54	44.72
Castagnola's	9,107	0	* (1)	22,248	0	22,248	*	0.00	2.44	0	* (4)	266,978	0	266,978	*	0.00	29.32
D & G Co.(Lou's Blue)	2,120	144,850	-14%	14,005	0	14,005	2%	68.33	6.61	3,232,510	5%	165,926	64,084	230,010	3%	1524.77	108.50
Herrington Tavern(formerly Fisherman's Grotto #9)	18,796	250,780	47%	27,990	0	27,990	*	13.34	1.49	4,232,042	* (4)	335,878	8,187	344,065	*	225.16	18.31
Nick's Lighthouse	2,238	368,039	5%	2,326	21,597	23,923	5%	164.45	10.69	5,490,429	2%	27,913	328,971	356,884	2%	2,453.27	159.47
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	153,950	-20%	10,830	0	10,830	-16%	37.19	2.62	2,811,187	-9%	129,957	62,640	192,597	-12%	679.03	46.52
Sabella & La Torre	2,236	370,890	-6%	2,479	21,629	24,108	-6%	165.87	10.78	5,234,369	-2%	29,745	310,485	340,230	-2%	2,340.95	152.16
Scoma's	12,421	860,575	-18%	20,709	35,249	55,958	-18%	69.28	4.51	12,557,465	-13%	248,507	567,949	816,456	-13%	1010.99	65.73
SFO Forecast, Inc.(Portco)	7,430	409,905	-9%	5,375	22,294	27,669	-9%	55.17	3.72	7,672,107	0%	64,499	453,367	517,866	0%	1032.59	69.70
SFS39, inc. (formerly Franciscan Restaurant)	12,143	815,824	-19%	32,392	22,362	54,754	-19%	67.18	4.51	14,703,556	-5%	388,710	603,775	992,485	-5%	1210.87	81.73
Tarantino's	7,153	93,113	-32%	12,279	0	12,279	0%	13.02	1.72	1,697,304	-27%	147,349	915	148,264	-10%	237.29	20.73
SUBTOTAL:		\$4,203,036	-13%	\$176,218	\$145,623	\$321,841	-11%	-	-	\$70,513,667	-2%	\$2,105,280	\$2,945,034	\$5,050,314	-4%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	1,776,043	-6%	41,667	65,181	106,847	-7%	89.29	5.37	27,418,019	4%	500,004	1,182,168	1,682,171	2%	1378.41	84.57
Boudin's Bakery & Café	4,400	225,923	-15%	7,484	12,849	20,333	-15%	51.35	4.62	4,181,032	2%	89,594	286,696	376,290	2%	950.23	85.52
Frances Chu (The Crab Station)	927	95,749	-29%	943	5,281	6,224	-29%	103.29	6.71	1,875,819	-14%	11,314	110,613	121,927	-14%	2023.54	131.53
Guardino's Souvenir & Gift	1,824	74,189	-40%	1,235	3,811	5,046	-39%	40.67	2.77	1,340,985	-25%	14,822	75,828	90,650	-25%	735.19	49.70
SUBTOTAL:		\$2,171,904	-10%	\$51,329	\$87,121	\$138,450	-11%	-	-	\$34,815,855	1%	\$615,734	\$1,655,304	\$2,271,038	0%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	309,693	-44%	32,646	0	32,646	-27%	5.22	0.55	9,514,235	-3%	391,756	392,621	784,377	-2%	160.46	13.23
Abraham Pedicabs dba Cabrio Taxi		1,811	-29%	200	0	200	-21%	-	-	35,984	-10%	2,400	1,578	3,978	-10%	-	-
Golden Gate Pedicab		1,215	-71%	300	0	300	-28%	-	-	58,315	-32%	3,600	2,418	6,018	-30%	-	-
Henriquez, Reinaldo		136	0%	20	0	20	0%	-	-	2,036	-13%	240	50	290	-11%	-	-
Pedicab/K.Saggers		1,740	-48%	240	0	240	-28%	-	-	66,565	-13%	2,880	4,002	6,882	-10%	-	-
SUBTOTAL:		\$314,595	-44%	\$33,406	\$0	\$33,406	-27%	-	-	\$9,677,135	-3%	\$400,876	\$400,669	\$801,545	-2%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	129,557	-6%	11,541	0	11,541	0%	6.19	0.55	2,352,763	-2%	138,496	38,398	176,894	-1%	112.49	8.46
Frank's Fisherman's Supply	8,183	41,513	-24%	4,160	0	4,160	-24%	5.07	0.51	781,915	-2%	49,916	28,279	78,195	-2%	95.55	9.56
Hoppe, Arthur	10,413	185,247	2%	14,330	1,879	16,209	2%	17.79	1.56	3,801,563	12%	171,302	162,701	334,002	11%	365.08	32.08
Portco, Inc./ Safe Harbor (swl 302)		51,893	-19%	11,342	0	11,342	3%	-	-	1,181,790	12%	134,377	6,153	140,530	4%	-	-
SUBTOTAL:		\$408,210	-7%	\$41,373	\$1,879	\$43,252	-1%	-	-	\$8,118,031	6%	\$494,091	\$235,531	\$729,622	5%	-	-

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		November 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	36,069	36%	2,841	0	2,841	0%	6.91	0.54	813,275	5%	34,092	16,659	50,751	4%	155.71	9.72
S. F. Maritime Nat'l Park Assoc.	8,096	56,323	-6%	6,855	0	6,855	0%	6.96	0.85	1,051,257	0%	82,262	4,553	86,815	-1%	129.85	10.72
S. F. Museum and Historical Society	9,406	41,534	-41%	4,210	0	4,210	-39%	4.42	0.45	974,110	0%	50,039	36,983	87,022	0%	103.56	9.25
SUBTOTAL:		\$133,925	-14%	\$13,906	\$0	\$13,906	-16%	-	-	\$2,838,641	2%	\$166,393	\$58,195	\$224,588	1%	-	-
Pier 39		0	* (10)	41,667	0	41,667	0%	-	-	37,960,925	3%	500,000	3,330,921	3,830,921	3%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (10)	8,921	0	8,921	0%	-	-	10,117,851	-3%	107,050	297,662	404,712	-3%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$0	\$50,588	0%	-	-	\$48,078,776	2%	\$607,050	\$3,628,583	\$4,235,633	2%	-	-
TOTAL : FISHERMAN'S WHARF		\$7,231,670	-14%	\$366,820	\$234,623	\$601,443	-11%	-	-	\$174,042,105	0%	\$4,389,424	\$8,923,316	\$13,312,740	-1%		
TOTAL PORT		\$13,307,004	-9%	\$1,188,774	\$862,716	\$2,051,490	1%			\$283,739,980	2%	\$16,314,847	\$18,573,206	\$34,888,053	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" ->	\$30,237,171	\$10,405,049	\$79,460,704	\$11,170,264	\$174,042,105	\$13,312,740	\$283,739,980	\$34,888,053
PRIOR "YEAR" ->	\$29,152,484	\$9,213,537	\$73,856,270	\$10,630,964	\$174,101,600	\$13,429,534	\$277,110,354	\$33,274,035
CHANGE ->	4% \$1,084,687	13% \$1,191,512	8% \$5,604,434	5% \$539,300	0% (\$59,495)	-1% (\$116,794)	2% \$6,629,626	5% \$1,614,018

(10) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE																	
CENTRAL & SOUTHERN																	
East Street Venture LLC		183,985	44%	11,200	1,679	12,879	18%	-	-	2,347,975	4%	133,476	35,972	169,448	5%	-	-
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	210,481	-16%	18,935	0	18,935	3%	26.56	2.39	4,086,602	-18%	223,797	66,794	290,591	-17%	515.72	36.67
Java House, LLC		0	-100% (1)	3,314	0	3,314	4%	-	-	159,279	-4%	39,043	0	39,043	2%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (2)	18,333	0	18,333	0%	0.00	0.92	1,844,347	2%	219,993	142,193	362,186	13%	92.33	18.13
The Ramp Restaurant		138,103	-7%	8,274	438	8,711	-2%	-	-	2,846,014	-5%	97,392	56,613	154,004	16%	-	-
Red's Java House	772	35,251	-8%	1,714	754	2,468	-8%	45.66	3.20	788,625	13%	20,073	35,134	55,207	13%	1021.53	71.51
Sitting By, Inc. dba Hidive	1,937	117,086	-12%	6,688	1,508	8,196	-12%	60.45	4.23	2,001,272	-10%	79,961	66,810	146,771	-6%	1033.18	75.77
SUBTOTAL:		\$684,905	-3%	\$87,031	\$4,378	\$91,409	1%	-	-	\$14,074,113	-7%	\$1,036,596	\$403,515	\$1,440,111	1%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	364,910	34% (3)	55,344	225,651	280,995	33%	0.59	0.45	6,044,747	0%	2,862,693	1,690,872	4,553,565	2%	9.76	7.35
China Basin Ball Park Co. (Lot A)- Spcl Event		2,907	356% (3)	0	0	0	0%	-	-	62,379	230%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		13,938	9%	0	9,199	9,199	9%	-	-	155,741	-3%	0	102,790	102,790	-3%	-	-
Imperial Parking Inc. (Piers 30/32))		91,981	7%	0	60,707	60,707	7%	-	-	1,825,049	30%	0	1,204,534	1,204,534	30%	-	-
Imperial Parking Inc. (SWL #330)	101,471	68,474	4%	46,773	0	46,773	0%	0.67	0.46	1,322,023	30%	561,270	320,912	882,182	19%	13.03	8.69
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		96,544	92%	0	63,719	63,719	92%	-	-	973,468	104%	0	642,489	642,489	104%	-	-
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		6,436	-76% (3)	0	0	0	0%	-	-	1,073,639	-4%	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		33,000	144% (3)	0	0	0	0%	-	-	248,700	8%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,634	-2%	0	5,038	5,038	-2%	-	-	90,530	9%	0	59,753	59,753	9%	-	-
SUBTOTAL:		\$685,823	28%	\$102,117	\$364,315	\$466,431	29%	-	-	\$11,796,275	12%	\$3,423,963	\$4,021,351	\$7,445,314	12%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		190,628	2%	16,547	875	17,423	-2%	-	-	2,619,551	25%	194,780	92,239	287,020	9%	-	-
Bay Native		0	* (1)	8,033	0	8,033	*	-	-	0	* (4)	96,388	0	96,388	*	-	-
Bike Hut Foundation		2,888	* (4)	393	0	393	*	-	-	35,122	* (4)	2,358	1,258	3,616	*	-	-
City Kayak		8,854	* (4)	1,022	0	1,022	*	-	-	142,216	* (4)	6,131	4,228	10,359	*	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (5)	91,395	0	91,395	3%	-	-	1,225,895	-11%	1,077,833	0	1,077,833	29%	-	-
Spinnaker		8,360	* (4)	8,882	0	8,882	*	-	-	343,999	* (4)	44,410	0	44,410	*	-	-
SUBTOTAL:		\$210,730	13%	\$126,271	\$875	\$127,146	11%	-	-	\$4,366,783	25%	\$1,421,899	\$97,725	\$1,519,625	31%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,581,458	11%	\$315,418	\$369,568	\$684,986	21%	-	-	\$30,237,171	4%	\$5,882,458	\$4,522,591	\$10,405,049	13%	-	-

- (1) Nov 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.

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		November				2018				November				2018			
		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	231,107	-4%	10,578	5,022	15,600	-4%	30.30	2.05	2,951,862	-5%	126,437	72,825	199,262	-5%	387.03	26.13
Pier 23 Cafe	4,835	293,653	14%	21,944	0	21,944	0%	60.73	4.54	5,037,308	-1%	263,325	97,420	360,745	0%	1041.84	74.61
Queen's Louisiana Po-Boy Café, LLC		69,496	86% (6)	5,010	0	5,010	3%	-	-	1,182,047	* (6a)	60,124	25,805	85,929	785%	-	-
Waterfront Restaurant	11,894	388,337	-22%	13,185	10,115	23,300	-22%	32.65	1.96	6,105,924	0%	157,844	208,889	366,733	0%	513.36	30.83
SUBTOTAL:		\$982,594	-5%	\$50,717	\$15,137	\$65,854	-10%	-	-	\$15,277,142	6%	\$607,730	\$404,939	\$1,012,669	7%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	108,176	-5% (7)	53,841	0	53,841	0%	3.62	1.80	1,504,557	3%	646,093	0	646,093	0%	50.29	21.60
Central Parking (Triangle lot)		166,152	1% (7)	123,747	3,469	127,216	-2%	-	-	2,337,356	-7%	1,484,963	440,428	1,925,391	-5%	-	-
Central Parking (Pier 45-Shed A)		5,770	-79%	0	3,808	3,808	-79%	-	-	219,706	-58%	0	145,006	145,006	-58%	-	-
Central Parking (Pier 45-Shed C & Valley)		5,841	-22%	0	3,855	3,855	-22%	-	-	72,933	-21%	0	48,136	48,136	-21%	-	-
Central Parking (SWL 321)		72,524	-10%	75,555	0	75,555	3%	-	-	1,106,423	13%	891,330	2,024	893,354	22%	-	-
Central Parking (SWL 323/324)		67,891	-12%	80,730	0	80,730	3%	-	-	1,177,805	24%	952,380	0	952,380	27%	-	-
Central Parking (Swl 322-i)	37,812	66,009	24%	0	43,566	43,566	24%	1.75	1.15	714,469	5%	0	471,551	471,551	5%	18.90	12.47
Central Parking (Pier 19.5)		17,083	-31%	0	11,275	11,275	-31%	-	-	324,758	-27%	0	214,341	214,341	-27%	-	-
Central Parking (Pier 29.5)		33,606	6%	0	22,180	22,180	6%	-	-	419,652	1%	0	276,969	276,969	*	-	-
SUBTOTAL:		\$543,052	-6%	\$333,873	\$88,153	\$422,026	-2%	-	-	\$7,877,659	-2%	\$3,974,766	\$1,598,455	\$5,573,221	0%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		1,695,608	-10% (8)	31,668	95,502	127,171	-3%	-	-	31,571,912	14% (8a)	380,019	1,979,315	2,359,335	20%	-	-
Hornblower Yachts, Inc. (Pier 3)		1,051,474	5% (8)	18,908	59,250	78,158	5%	-	-	16,774,616	12%	226,900	960,335	1,187,235	9%	-	-
SUBTOTAL:		\$2,747,082	-5%	\$50,576	\$154,752	\$205,328	-1%	-	-	\$48,346,528	13%	\$606,919	\$2,939,650	\$3,546,569	17%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	0%	-	-	480,000	0%	64,908	0	64,908	2%	-	-
S. F. Pier 33, LLC	4,300	181,148	-15%	12,732	482	13,214	-14%	42.13	3.07	3,288,553	1%	149,891	88,444	238,335	1%	764.78	55.43
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (9)	53,229	0	53,229	0%	-	-	4,190,822	-17%	638,751	95,810	734,561	-3%	-	-
SUBTOTAL:		\$221,148	-13%	\$71,371	\$482	\$71,853	-3%	-	-	\$7,959,375	-9%	\$853,551	\$184,254	\$1,037,805	-2%	-	-
TOTAL :	NORTHERN	\$4,493,876	-5%	\$506,537	\$258,524	\$765,061	-2%	-	-	\$79,460,704	8%	\$6,042,966	\$5,127,298	\$11,170,264	5%	-	-

(6) Queen's Po-Boy's first S & R reporting; business operation began Oct 2017. (6a) Insufficient historical data for comparison
 (7) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (8) Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease. (8a) Data is preliminary, pending for revision.
 (9) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.