

PORT OF SAN FRANCISCO

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	November 2019								LAST -12- MONTHS (Dec '18 - Nov '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 000575	6,270	658,282	7%	18,385	24,404	42,789	7%	104.99	6.82	9,552,177	-5%	220,618	400,275	620,893	-5%	1523.47	99.03
Capurro's (Formerly Mama Franceschi / Franceschi) 001774	4,286	129,606	10%	7,200	1,549	8,749	10%	30.24	2.04	2,552,656	-10%	86,400	85,904	172,304	-10%	595.58	40.20
Castagnola's 000650	9,107	102,142	1%	22,248	0	22,248	0%	11.22	2.44	1,846,833	-28%	266,978	0	266,978	-1%	202.79	29.32
D & G Co.(Lou's Blue) 002834	2,120	179,531	24%	14,267	0	14,267	2%	84.68	6.73	3,087,155	-4%	169,371	53,670	223,041	-3%	1456.21	105.21
Herrington Tavern dba Fisherman's Grotto #9 003944	18,796	224,402	-11%	27,990	0	27,990	0%	11.94	1.49	3,612,278	-15%	335,878	1,451	337,329	-2%	192.18	17.95
Nick's Lighthouse 000527	2,238	409,522	11%	2,326	24,297	26,623	11%	182.99	11.90	5,118,895	-7%	27,913	304,824	332,737	-7%	2,287.26	148.68
340 Jefferson, LLC (formerly Pompei's Grotto) 003631	4,140	139,767	-9%	10,830	0	10,830	0%	33.76	2.62	2,424,222	-14%	129,957	42,375	172,332	-11%	585.56	41.63
Sabella & La Torre 000532	2,236	394,042	6%	2,479	23,134	25,613	6%	176.23	11.45	5,106,349	-2%	29,745	302,166	331,911	-2%	2,283.70	148.44
Scoma's 000603	12,421	1,037,509	21%	20,709	46,774	67,483	21%	83.53	5.43	12,737,509	1%	248,507	579,963	828,470	1%	1025.48	66.70
SFO Forecast, Inc.(Portco) 000707	7,430	550,374	34%	5,375	31,775	37,150	34%	74.07	5.00	7,032,914	-8%	64,499	410,222	474,721	-8%	946.56	63.89
SFS39, inc. (formerly Franciscan Restaurant) 001985	12,143	831,555	2%	32,392	23,369	55,761	2%	68.48	4.59	12,418,823	-16%	388,710	450,421	839,131	-15%	1022.71	69.10
Herrington Tavern dba Tarantino's 004173	7,153	75,023	-19%	12,279	0	12,279	0%	10.49	1.72	1,227,693	-28%	147,349	0	147,349	-1%	171.63	20.60
SUBTOTAL:		\$4,731,755	10%	\$176,480	\$175,301	\$351,781	9%	-	-	\$66,717,505	-9%	\$2,115,925	\$2,631,270	\$4,747,195	-6%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc. 001679	19891	1,862,021	5%	41,667	70,524	112,191	5%	93.61	5.64	27,098,032	-1%	500,004	1,182,005	1,682,009	0%	1362.33	84.56
Boudin's Bakery & Café 002906	4,400	237,356	5%	7,715	13,647	21,362	5%	53.94	4.86	4,033,663	-4%	92,353	270,679	363,032	-4%	916.74	82.51
Frances Chu (The Crab Station) 000019	927	88,771	-7%	943	4,827	5,770	-7%	95.76	6.22	1,480,465	-21%	11,314	84,915	96,229	-21%	1597.05	103.81
Guardino's Souvenir & Gift 000587	1,824	52,318	-29%	1,235	2,380	3,614	-28%	28.68	1.98	922,239	-31%	14,822	47,870	62,691	-31%	505.61	34.37
SUBTOTAL:		\$2,240,466	3%	\$51,559	\$91,378	\$142,937	3%	-	-	\$33,534,399	-4%	\$618,492	\$1,585,469	\$2,203,961	-3%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet 000739	59292	353,896	14%	32,646	0	32,646	0%	5.97	0.55	8,159,261	-14%	391,756	289,152	680,908	-13%	137.61	11.48
Abraham Pedicabs dba Cabrio Taxi 002987		1,554	-14%	200	0	200	0%	-	-	29,054	-19%	2,400	839	3,239	-19%	-	-
Golden Gate Pedicab 002781		1,180	-3%	300	0	300	0%	-	-	59,654	2%	3,600	2,901	6,501	8%	-	-
Golden Gate Scenic (Red & White Fleet) 000757		501,201	-3%	42,768	0	42,768	11%	-	-	11,539,510	-5%	363,524	515,967	879,491	-4%	-	-
Henriquez, Reinaldo 000631		112	-18%	20	0	20	0%	-	-	2,053	1%	240	43	283	-2%	-	-
Pedicab/K.Saggers 001478		1,684	-3%	240	0	240	0%	-	-	52,877	-21%	2,880	2,830	5,710	-17%	-	-
SUBTOTAL:		\$859,626	4%	\$76,174	\$0	\$76,174	6%	-	-	\$19,842,408	-9%	\$764,400	\$811,732	\$1,576,132	-8%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & Ind.) 003467	20,915	134,803	4%	11,541	0	11,541	0%	6.45	0.55	2,131,378	-9%	138,496	25,280	163,776	-7%	101.91	7.83
Frank's Fisherman's Supply 000661	8,183	49,578	19%	4,614	344	4,958	19%	6.06	0.61	696,668	-11%	53,548	17,217	70,765	-10%	85.14	8.65
Hoppe, Arthur 000680	10,413	211,555	14%	14,414	4,097	18,511	14%	20.32	1.78	3,694,121	-3%	172,714	151,887	324,601	-3%	354.76	31.17
Portco, Inc./ Safe Harbor (swl 302) 002511		61,446	18%	11,342	0	11,342	0%	-	-	1,006,894	-15%	136,102	2,504	138,606	-1%	-	-
SUBTOTAL:		\$457,381	12%	\$41,911	\$4,441	\$46,352	7%	-	-	\$7,529,060	-7%	\$500,860	\$196,888	\$697,748	-4%	-	-

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OTHER																	
National Liberty Ship Memorial 001820	5,223	43,116	20%	2,841	0	2,841	0%	8.26	0.54	823,232	1%	34,092	15,841	49,933	-2%	157.62	9.56
S. F. Maritime Nat'l Park Assoc. 002813	8,096	56,354	0%	6,855	0	6,855	0%	6.96	0.85	1,006,936	-4%	82,262	3,337	85,599	-1%	124.37	10.57
S. F. Museum and Historical Society 001392	9,406	74,536	79%	4,399	3,001	7,400	76%	7.92	0.79	980,310	1%	52,602	38,483	91,085	5%	104.22	9.68
SUBTOTAL:		\$174,006	30%	\$14,095	\$3,001	\$17,096	23%	-	-	\$2,810,478	-1%	\$168,956	\$57,661	\$226,617	1%	-	-
Pier 39 000866		0	0% (11)	41,667	0	41,667	0%	-	-	35,664,550	-6%	500,000	3,130,107	3,630,107	-5%	-	-
The Bay Institutes (formerly Aquarium of the Bay) 002680		0	0% (11)	9,578	0	9,578	7%	-	-	9,299,601	-8%	110,335	262,962	373,297	-8%	-	-
SUBTOTAL:		\$0	0%	\$51,245	\$0	\$51,245	1%	-	-	\$44,964,151	-6%	\$610,335	\$3,393,069	\$4,003,404	-5%	-	-
TOTAL : FISHERMAN'S WHARF		\$8,463,234	8%	\$411,464	\$274,121	\$685,585	7%	-	-	\$175,398,001	-7%	\$4,778,968	\$8,676,089	\$13,455,057	-5%		
TOTAL PORT		\$14,791,194	7%	\$1,209,851	\$685,968	\$1,895,819	-7%			\$281,541,532	-6%	\$16,373,985	\$16,327,652	\$32,701,637	-8%		

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" ->	\$24,085,839	\$8,106,159		\$82,057,692	\$11,140,421		\$175,398,001	\$13,455,057		\$281,541,532	\$32,701,637
PRIOR "YEAR" ->	\$30,585,713	\$10,422,795		\$78,746,234	\$10,698,948		\$188,717,302	\$14,234,306		\$298,049,249	\$35,356,049
CHANGE ->	-21%	(\$6,499,874)	-22%	4%	4%	4%	-7%	(\$779,249)	-5%	-6%	(\$2,654,412)

Data used to compile the report non-GAAP.

(11) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC 003462		307,451	67%	11,505	10,016	21,521	67%	-	-	2,833,090	21%	137,139	62,510	199,649	18%	-	-
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	540,022	157%	19,503	18,298	37,802	100%	68.15	4.77	4,537,447	11%	230,631	102,284	332,916	15%	572.62	42.01
Java House, LLC 002472		0	-100% (1)	3,314	0	3,314	0%	-	-	167,731	-21%	39,769	0	39,769	2%	-	-
369-399 Embarcadero, LLC(formerly JMA Waterfront Prop LLC) 003638	19,976	0	0% (2)	21,233	0	21,233	0%	0.00	1.06	1,875,193	2%	254,792	160,422	415,214	8%	93.87	20.79
The Ramp Restaurant 000852		0	-100% (1)	8,274	0	8,274	-5%	-	-	2,570,801	-10%	99,288	36,536	135,824	-8%	-	-
Red's Java House 003289	772	46,298	31%	1,714	1,527	3,241	31%	59.97	4.20	796,799	1%	20,569	35,208	55,777	1%	1032.12	72.25
Sitting By, Inc. dba Hidiive 002948	1,937	137,507	17%	6,889	2,736	9,626	17%	70.99	4.97	2,094,214	-4%	82,064	64,526	146,591	-4%	1081.16	75.68
SUBTOTAL:		\$1,031,279	49%	\$91,004	\$32,578	\$123,582	31%	-	-	\$14,875,276	4%	\$1,087,113	\$461,487	\$1,548,599	6%	-	-
PARKING																	
Seawall Lot 337 Assc.(CBBC) - Lot A 004291	619,317	0	-100% (3)	35,020	0	35,020	-88%	0.00	0.06	458,249	-92% (3a)	2,063,381	315,302	2,378,683	-48%	0.74	3.84
Seawall Lot 337 Assc.(CBBC) - Lot A- Spcl Event 004291		0	-100% (3)	0	0	0	0%	-	-	0	-100% (3a)	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26) 003264		16,584	19%	0	10,946	10,946	19%	-	-	187,114	20%	0	123,495	123,495	20%	-	-
Imperial Parking Inc. (Piers 30/32)) 001587		99,242	19%	0	65,500	65,500	19%	-	-	1,740,655	-4%	0	1,148,832	1,148,832	-4%	-	-
Imperial Parking Inc. (SWL #330) 001585	101,471	42,069	-39%	25,190	2,576	27,765	-41%	0.41	0.27	1,013,801	-23%	453,355	223,932	677,286	-23%	9.99	6.67
Imperial Parking Inc. (901 Illinois-Pier 70 lot) 003593		16,517	-83%	0	10,902	10,902	-83%	-	-	397,466	-59%	0	262,328	262,328	-59%	-	-
China Basin Ballpark Co./Imperial (pier 48)- Parking 004194		0	-100% (4)	2,917	0	2,917	0%	-	-	3,335	-100% (4a)	347,087	0	347,087	0%	-	-
China Basin Ballpark Co./Imperial (p-48 Shed A & Valley)- Spcl Event		0	0% (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% (4)	0	0	0	0%	-	-	66,000	-73% (4a)	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50) 003819		7,560	-1%	0	4,990	4,990	-1%	-	-	99,447	10%	0	65,636	65,636	10%	-	-
SUBTOTAL:		\$181,973	-73%	\$63,126	\$94,912	\$158,039	-66%	-	-	\$3,966,068	-66%	\$2,863,822	\$2,139,523	\$5,003,346	-33%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works 000852		0	-100% (1)	16,547	0	16,547	-5%	-	-	2,306,744	-12%	198,564	73,078	271,642	-8%	-	-
Bay Native 003080		0	-100% (1)	8,033	0	8,033	0%	-	-	103,429	-20%	96,388	0	96,388	0%	-	-
Bike Hut Foundation 003947		4,048	40%	440	0	440	12%	-	-	51,889	* (5)	5,045	622	5,667	*	-	-
City Kayak 003981		10,895	23%	1,139	0	1,139	11%	-	-	162,668	* (5)	13,082	2,078	15,160	*	-	-
Recology/Sustainable Crushing Ventures, LLC 002648		0	0% (6)	81,103	0	81,103	-11%	-	-	1,868,249	52%	1,055,569	0	1,055,569	-2%	-	-
Spinnaker 004103		32,523	289%	9,193	0	9,193	4%	-	-	751,517	* (5)	109,787	0	109,787	*	-	-
SUBTOTAL:		\$47,466	-78%	\$116,455	\$0	\$116,455	-8%	-	-	\$5,244,496	17%	\$1,478,436	\$75,778	\$1,554,214	2%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,260,717	-21%	\$270,586	\$127,490	\$398,076	-42%	-	-	\$24,085,839	-21%	\$5,429,370	\$2,676,788	\$8,106,159	-22%	-	-

- (1) November 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 sales report is filed quarterly.
- (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 and sales report is filed quarterly.
- (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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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner 000811	7,627	248,568	8%	11,107	5,672	16,778	8%	32.59	2.20	3,162,506	7%	132,760	80,717	213,476	7%	414.65	27.99
Pier 23 Café 000805	4,835	364,290	24%	21,944	3,557	25,500	16%	75.34	5.27	5,206,578	3%	263,325	110,053	373,377	4%	1076.85	77.22
Queen's Louisiana Po-Boy Café, LLC 003740		109,037	57%	5,146	2,486	7,633	52%	-	-	1,334,085	13%	61,756	30,788	92,544	8%	-	-
Waterfront Restaurant 000238	11,894	537,300	38%	13,185	19,053	32,238	38%	45.17	2.71	6,381,582	5%	158,221	221,280	379,501	3%	536.54	31.91
SUBTOTAL:		\$1,259,195	28%	\$51,382	\$30,767	\$82,149	25%	-	-	\$16,084,751	5%	\$616,061	\$442,837	\$1,058,899	5%	-	-
PARKING																	
Central Parking (SWL #314) 002753	29,917	124,364	15% (7)	53,841	0	53,841	0%	4.16	1.80	1,687,518	12%	646,093	0	646,093	0%	56.41	21.60
Central Parking (Triangle lot) 002752		199,873	20% (7)	123,747	36,408	160,155	26%	-	-	2,327,457	0%	1,484,963	553,751	2,038,714	6%	-	-
Central Parking (Pier 45-Shed A) 002791		11,784	104%	0	7,777	7,777	104%	-	-	195,926	-11%	0	129,311	129,311	-11%	-	-
Central Parking (Pier 45-Shed C & Valley) 003510		8,048	38%	0	5,312	5,312	38%	-	-	38,356	-47%	0	25,315	25,315	-47%	-	-
Central Parking (SWL 321) 003913		82,718	14%	78,200	0	78,200	4%	-	-	1,108,493	0%	922,530	0	922,530	3%	-	-
Central Parking (SWL 323/324) 003914		89,939	32%	83,555	0	83,555	3%	-	-	1,196,761	2%	985,710	0	985,710	3%	-	-
Central Parking (Pier 19.5) 003919		30,117	76%	0	19,877	19,877	76%	-	-	309,373	-5%	0	204,186	204,186	-5%	-	-
Central Parking (Pier 29.5) 003920		43,621	30%	0	28,790	28,790	30%	-	-	465,936	11%	0	307,517	307,517	11%	-	-
SUBTOTAL:		\$590,462	24%	\$339,343	\$98,164	\$437,507	16%	-	-	\$7,329,818	2%	\$4,039,296	\$1,220,080	\$5,259,376	3%	-	-
EXCURSIONS/TRANSPORTATION																	
Alcatraz Cruises, LLC (formerly Hornblower Yachts, Inc.) (P-31.5) 004294		2,069,260	22% (8)	59,295	95,616	154,911	22%	-	-	32,199,385	2% (8a)	436,851	1,977,821	2,414,672	2%	-	-
Hornblower Yachts, Inc. (Pier 3) 000817		1,108,325	5%	18,908	59,809	78,717	1%	-	-	16,504,590	-2%	226,900	929,659	1,156,559	-3%	-	-
SUBTOTAL:		\$3,177,585	16%	\$78,203	\$155,425	\$233,628	14%	-	-	\$48,703,975	1%	\$663,751	\$2,907,480	\$3,571,231	1%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners 000818		40,000	0%	5,645	0	5,645	0%	-	-	480,000	0%	67,740	0	67,740	4%	-	-
S. F. Pier 33, LLC 003633	4,300	0	-100% (9)	0	0	0	-100%	0.00	0.00	3,082,547	-6%	140,047	86,638	226,685	-5%	716.87	52.72
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.) 003847		0	0% (10)	53,229	0	53,229	0%	-	-	6,376,601	52%	638,751	317,739	956,490	30%	-	-
SUBTOTAL:		\$40,000	-82%	\$58,874	\$0	\$58,874	-18%	-	-	\$9,939,148	25%	\$846,538	\$404,377	\$1,250,915	21%	-	-
TOTAL :	NORTHERN	\$5,067,242	14%	\$527,802	\$284,356	\$812,158	13%	-	-	\$82,057,692	4%	\$6,165,646	\$4,974,774	\$11,140,421	4%	-	-

(7) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (8) Lease L-16499 was replaced by L-16723 effective Nov 2019. New lease carries a higher min. rent and a different percentage rate for each of the sales categories.
 (8a) "Last 12 months" columns cover sales data from both expired Leases (L12501 & L16499) for reference purpose.
 (9) Lease L-15837 terminated effective 10/31/2019.
 (10) Quarterly reporting on rent revenues. Percentage rent is off-set by rent credit as per sect. 2.5 of the lease.