

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	October 2017								LAST -12- MONTHS (Nov '16 - Oct '17)							
		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	954,410	-7%	18,385	43,652	62,037	-7%	152.22	9.89	10,742,773	0%	220,618	477,665	698,283	0%	1713.36	111.37
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	240,748	21%	6,000	10,251	16,251	21%	56.17	3.79	2,480,330	-1%	72,000	101,422	173,422	3%	578.71	40.46
Castagnola's	9,107	0	-100% (2)	22,248	0	22,248	0%	0.00	2.44	1,768,368	-37%	266,978	1,900	268,878	-1%	194.18	29.52
D & G Co.(Lou's Blue)	2,120	295,798	-4%	13,700	6,267	19,966	-4%	139.53	9.42	3,124,475	-5%	162,305	61,515	223,819	-3%	1473.81	105.58
Fisherman's Grotto #9	18,796	0	* (11)	27,990	0	27,990	0%	0.00	1.49	0	-100%	335,878	0	335,878	-15%	0.00	17.87
Nick's Lighthouse	2,238	403,175	-11%	2,326	23,881	26,207	-11%	180.15	11.71	5,434,561	0%	27,913	325,347	353,260	0%	2,428.31	157.85
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	285,294	1%	10,830	8,428	19,258	1%	68.91	4.65	3,100,521	10%	129,957	87,889	217,846	9%	748.92	52.62
Sabella & La Torre	2,236	446,773	2%	2,479	26,561	29,040	2%	199.81	12.99	5,424,468	6%	29,745	322,841	352,586	5%	2,425.97	157.69
Scoma's	12,421	1,290,892	-12%	20,709	63,221	83,930	-12%	103.93	6.76	14,508,168	-6%	248,507	694,685	943,192	-6%	1168.04	75.94
SFO Forecast, Inc.(Portco)	7,430	693,743	12%	5,375	41,453	46,828	12%	93.37	6.30	7,683,339	5%	64,499	454,126	518,625	5%	1034.10	69.80
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,350,618	-6%	32,392	58,292	90,684	-6%	111.23	7.47	15,551,325	3%	388,710	657,668	1,046,378	3%	1280.68	86.17
Tarantino's	7,153	196,608	-1%	12,279	501	12,780	-1%	27.49	1.79	2,340,169	9%	147,349	17,360	164,709	4%	327.16	23.03
SUBTOTAL:		\$6,158,059	-8%	\$174,713	\$282,506	\$457,219	-4%	-	-	\$72,158,497	-8%	\$2,094,459	\$3,202,417	\$5,296,876	-1%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,041,786	6%	41,667	84,060	125,727	7%	102.65	6.32	26,425,185	-3%	500,004	1,141,302	1,641,306	-2%	1328.50	82.51
Boudin's Bakery & Café	4,400	346,231	23%	7,266	23,895	31,161	23%	78.69	7.08	4,063,123	9%	86,790	278,894	365,684	9%	923.44	83.11
Frances Chu (The Crab Station)	927	186,097	10%	943	11,153	12,096	10%	200.75	13.05	2,208,376	13%	11,314	132,227	143,541	13%	2382.28	154.84
Guardino's Souvenir & Gift	1,824	131,401	-29%	1,235	7,653	8,888	-29%	72.04	4.87	1,797,128	1%	14,822	106,285	121,107	1%	985.27	66.40
SUBTOTAL:		\$2,705,516	6%	\$51,111	\$126,761	\$177,872	7%	-	-	\$34,493,813	0%	\$612,930	\$1,658,708	\$2,271,638	0%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	988,328	24%	32,646	45,796	78,442	19%	16.67	1.32	9,682,942	6%	391,756	399,139	790,895	8%	163.31	13.34
Abraham Pedicabs dba Cabrio Taxi		3,574	-1%	200	157	357	-2%	-	-	39,407	-18%	2,400	1,957	4,357	-16%	-	-
Golden Gate Pedicab		6,612	15%	300	361	661	15%	-	-	86,983	16%	3,600	5,100	8,700	15%	-	-
Henriquez, Reinaldo		385	31%	20	30	50	32%	-	-	2,319	-16%	240	87	327	-11%	-	-
Pedicab/K.Saggers		5,023	-35%	240	262	502	-35%	-	-	77,075	-15%	2,880	4,841	7,721	-15%	-	-
SUBTOTAL:		\$1,003,922	23%	\$33,406	\$46,606	\$80,012	19%	-	-	\$9,888,726	6%	\$400,876	\$411,124	\$812,000	7%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	211,550	2%	11,541	3,065	14,606	2%	10.11	0.70	2,396,097	4%	138,496	39,557	178,053	5%	114.56	8.51
Frank's Fisherman's Supply	8,183	79,424	-2%	4,160	3,782	7,942	-2%	9.71	0.97	795,810	-6%	49,916	30,202	80,118	-5%	97.25	9.79
Hoppe, Arthur	10,413	280,329	5%	14,248	10,281	24,529	5%	26.92	2.36	3,390,044	-1%	170,667	128,525	299,192	-2%	325.56	28.73
Portco, Inc./ Safe Harbor (swl 302)		87,952	8%	10,997	0	10,997	3%	-	-	1,051,355	0%	130,018	5,127	135,145	3%	-	-
SUBTOTAL:		\$659,255	4%	\$40,946	\$17,128	\$58,075	3%	-	-	\$7,633,306	0%	\$489,097	\$203,411	\$692,509	0%	-	-

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OTHER																	
National Liberty Ship Memorial	5,223	40,275	-31%	2,841	0	2,841	0%	7.71	0.54	798,303	2%	34,092	15,920	50,012	6%	152.84	9.58
S. F. Maritime Nat'l Park Assoc.	8,096	82,993	*	6,855	0	6,855	0%	10.25	0.85	1,010,947	24%	82,262	5,176	87,438	3%	124.87	10.80
S. F. Museum and Historical Society	9,406	62,862	-7%	4,089	2,148	6,237	-8%	6.68	0.66	963,583	13%	48,794	37,099	85,893	14%	102.44	9.13
SUBTOTAL:		\$186,130	48%	\$13,786	\$2,148	\$15,934	-3%	-	-	\$2,772,833	13%	\$165,149	\$58,195	\$223,344	8%	-	-
Pier 39		0	* (12)	41,667	1,140	42,807	0%	-	-	36,786,732	0%	500,000	3,231,976	3,731,976	0%	-	-
The Bay Institutes (formerly Aquarium of the Bay)		0	* (12)	8,921	0	8,921	7%	-	-	10,401,947	1%	103,744	312,884	416,628	1%	-	-
SUBTOTAL:		\$0	0%	\$50,588	\$1,140	\$51,728	1%	-	-	\$47,188,679	0%	\$603,744	\$3,544,860	\$4,148,604	0%	-	-
TOTAL : FISHERMAN'S WHARF		\$10,712,881	-1%	\$364,549	\$476,290	\$840,839	1%	-	-	\$174,135,853	-3%	\$4,366,254	\$9,078,716	\$13,444,970	0%		
TOTAL PORT		\$19,665,392	2%	\$1,154,132	\$1,207,283	\$2,361,415	3%			\$277,070,738	0%	\$14,607,206	\$18,595,388	\$33,202,594	2%		

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" ->	\$29,427,509	\$9,219,840	\$73,507,376	\$10,537,785	\$174,135,853	\$13,444,970	\$277,070,738	\$33,202,594
PRIOR "YEAR" ->	\$28,528,911	\$9,019,352	\$70,362,749	\$10,200,176	\$179,385,418	\$13,386,231	\$278,277,078	\$32,605,759
CHANGE ->	3% \$898,598	2% \$200,488	4% \$3,144,627	3% \$337,608	-3% (\$5,249,565)	0% \$58,739	0% (\$1,206,340)	2% \$596,835

(11) Business is temporarily closed for renovation.

(12) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
Carmen's Restaurant		0	* (1) (2)	1,854	0	1,854	*	-	-	226,665	* (1)	18,486	5,421	23,907	*	-	-
East Street Venture LLC		175,429	-7% (3)	10,894	1,386	12,280	-7%	-	-	2,308,306	80%	129,510	34,526	164,036	8%	-	-
Ferry Plaza Limited Partnership	19,085	0	0% (2)	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	409,705	10%	18,364	10,316	28,679	10%	51.70	3.62	5,018,735	-2%	217,081	134,235	351,315	-2%	633.36	44.34
Java House, LLC		0	-100% (2)	3,193	0	3,193	0%	-	-	168,047	-1%	38,317	0	38,317	12%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	0	0% (4)	18,333	0	18,333	0%	0.00	0.92	1,813,417	3%	219,993	100,772	320,765	2%	90.78	16.06
The Ramp Restaurant		282,878	31%	8,037	3,779	11,816	51%	-	-	3,006,430	-1%	92,370	38,338	130,708	2%	-	-
Red's Java House	772	65,555	-9%	1,652	2,937	4,589	-9%	84.92	5.94	704,291	-10%	18,593	30,709	49,302	-10%	912.29	63.86
Sitting By, Inc. dba Hidive	1,937	198,934	5%	6,590	7,335	13,925	5%	102.70	7.19	2,224,303	-2%	78,587	77,111	155,698	-2%	1148.32	80.38
SUBTOTAL:		\$1,132,501	7%	\$87,490	\$25,753	\$113,243	7%	-	-	\$15,470,194	7%	\$1,035,797	\$421,113	\$1,456,910	2%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	230,798	-30% (5)	52,167	103,880	156,047	-33%	0.37	0.25	6,066,844	5%	2,774,668	1,733,448	4,508,116	-1%	9.80	7.28
China Basin Ball Park Co. (Lot A)- Spcl Event		0	-100% (5)	0	0	0	0%	-	-	26,635	-55%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		12,561	-24%	0	8,290	8,290	-24%	-	-	164,204	-25%	0	108,374	108,374	-25%	-	-
Imperial Parking Inc. (Piers 30/32))		84,208	-13%	0	55,577	55,577	-13%	-	-	1,416,534	-4%	0	934,912	934,912	-4%	-	-
Imperial Parking Inc. (SWL #330)	101,471	87,834	25%	45,410	12,561	57,971	25%	0.87	0.57	987,902	-9%	544,920	194,703	739,623	3%	9.74	7.29
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		49,171	38%	0	32,453	32,453	38%	-	-	456,745	31%	0	301,451	301,451	31%	-	-
Imperial Parking Inc. (Port Bus Lot)	39,820	0	0% (5)	0	0	0	0%	0.00	0.00	0	0%	0	0	0	0%	0.00	0.00
Imperial Parking Inc. (pier 48)- Parking		14,778	-74% (5)	0	0	0	0%	-	-	1,090,868	-8%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A & Valley)- Spcl Event		0	0% (5)	0	0	0	0%	-	-	0	-100%	0	0	0	0%	-	-
Imperial Parking Inc. (p-48 Shed A/C & Valley)- Spcl Event		0	0% (5)	0	0	0	0%	-	-	246,000	-35%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,438	18%	0	4,909	4,909	18%	-	-	81,627	* (1)	0	53,871	53,871	*	-	-
SUBTOTAL:		\$486,787	-21%	\$97,577	\$217,670	\$315,247	-18%	-	-	\$10,537,358	0%	\$3,319,588	\$3,326,759	\$6,646,347	0%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		184,374	85%	16,074	7,559	23,633	51%	-	-	2,015,894	5%	184,746	76,673	261,419	2%	-	-
Bay Native		0	-100% (2)	4,552	0	4,552	3%	-	-	22,483	-89%	54,359	0	54,359	2%	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (6)	89,032	0	89,032	59%	-	-	1,381,581	-6%	800,804	0	800,804	19%	-	-
SUBTOTAL:		\$184,374	65%	\$109,658	\$7,559	\$117,217	54%	-	-	\$3,419,958	-5%	\$1,039,909	\$76,673	\$1,116,582	14%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,803,661	1%	\$294,725	\$250,982	\$545,707	-3%	-	-	\$29,427,509	3%	\$5,395,295	\$3,824,545	\$9,219,840	2%	-	-

(1) Insufficient historical data for comparison.

(2) Oct 2017 sales unavailable.

(3) Lease commenced in 2014. Percentage rent reporting began in May 2016.

(4) Quarterly reporting on rent revenues.

(5) Lease combines revenues from CBBP (lot A), Port Bus lot and P-48 lot for percentage rent calculation & consolidates under CBBP.

(6) Quarterly reporting with special covered period.

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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	260,162	-13%	10,074	7,487	17,561	-13%	34.11	2.30	3,143,183	-16%	119,919	92,249	212,167	-16%	412.11	27.82
Pier 23 Cafe	4,835	442,147	-6%	21,944	9,007	30,950	-6%	91.45	6.40	5,132,108	-5%	234,099	126,241	360,339	-5%	1061.45	74.53
Waterfront Restaurant	11,894	599,736	12%	12,808	23,176	35,984	21%	50.42	3.03	6,041,130	3%	151,511	210,955	362,466	4%	507.91	30.47
SUBTOTAL:		\$1,302,045	0%	\$44,826	\$39,669	\$84,495	2%	-	-	\$14,316,421	-4%	\$505,528	\$429,444	\$934,972	-4%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	137,018	4% (7)	53,841	0	53,841	0%	4.58	1.80	1,457,374	1%	646,093	0	646,093	0%	48.71	21.60
Central Parking (Triangle lot)		190,190	-5% (7)	123,747	38,369	162,116	-2%	-	-	2,514,091	-2%	1,484,963	557,062	2,042,025	1%	-	-
Central Parking (Pier 45-Shed A)		29,452	-19%	0	19,439	19,439	-19%	-	-	517,275	13%	0	341,403	341,403	13%	-	-
Central Parking (Pier 45-Shed C & Valley)		7,226	-5%	0	4,769	4,769	-5%	-	-	93,825	-10%	0	61,925	61,925	-10%	-	-
Central Parking (SWL 321)		85,848	17%	73,000	0	73,000	51%	-	-	959,730	9%	365,000	335,095	700,095	21%	-	-
Central Parking (SWL 323/324)		82,631	7%	78,000	0	78,000	52%	-	-	943,623	-9%	390,000	328,450	718,450	6%	-	-
Central Parking (Swl 322-i)	37,812	58,859	-5%	0	38,847	38,847	-5%	1.56	1.03	676,328	-10%	0	446,378	446,378	-10%	17.89	11.81
Central Parking (Pier 19.5)		29,770	-36%	0	19,648	19,648	-36%	-	-	452,691	-2%	0	298,776	298,776	-2%	-	-
Central Parking (Pier 29.5)		37,324	* (8)	0	24,634	24,634	*	-	-	384,566	35%	0	253,813	253,813	35%	-	-
SUBTOTAL:		\$658,319	3%	\$328,588	\$145,706	\$474,294	13%	-	-	\$7,999,504	0%	\$2,886,056	\$2,622,902	\$5,508,958	4%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		2,883,455	7% (9),(9a)	31,668	170,174	201,842	0%	-	-	27,661,835	9%	380,019	1,589,862	1,969,881	7%	-	-
Hornblower Yachts, Inc. (Pier 3)		1,938,203	21% (9a)	18,908	113,025	131,932	18%	-	-	14,762,905	13%	226,900	840,632	1,067,531	10%	-	-
SUBTOTAL:		\$4,821,658	12%	\$50,576	\$283,198	\$333,774	6%	-	-	\$42,424,740	10%	\$606,919	\$2,430,493	\$3,037,412	8%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,267	0	5,267	4%	-	-	480,000	0%	63,204	0	63,204	4%	-	-
S. F. Pier 33, LLC	4,300	326,828	9%	12,371	11,437	23,808	10%	76.01	5.54	3,234,782	14%	145,198	90,250	235,448	9%	752.27	54.76
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		0	0% (10)	53,229	0	53,229	0%	-	-	5,051,929	-11%	638,751	119,038	757,789	-12%	-	-
SUBTOTAL:		\$366,828	8%	\$70,868	\$11,437	\$82,305	3%	-	-	\$8,766,711	-3%	\$847,154	\$209,288	\$1,056,442	-7%	-	-
TOTAL :	NORTHERN	\$7,148,849	9%	\$494,858	\$480,011	\$974,868	9%	-	-	\$73,507,376	4%	\$4,845,657	\$5,692,127	\$10,537,785	3%	-	-

(7) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.
 (8) Pier 29.5 lot was closed from June 2016 to Dec 23,2016 due to renovation.
 (9) Data is preliminary, pending for revision. (9a) Percentage rent is off-set @ 70% by tenant Improvement allowance as per sec. 5.7 (a) of the lease.
 (10) 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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