

**PORT OF SAN FRANCISCO :**

**MONTHLY SALES & RENT REPORT**

TENANT	AREA (GLA)	September 2018								LAST -12- MONTHS ( Oct '17 - Sept '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.
<b>RESTAURANTS - FULL SERVICE</b>		<b>FISHERMAN'S WHARF</b>															
Alioto's	6,270	871,079	-15%	18,385	38,236	56,621	-15%	138.93	9.03	10,308,582	-5%	220,618	449,444	670,062	-5%	1644.11	106.87
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	262,229	-1%	7,200	10,500	17,700	-1%	61.18	4.13	2,894,550	7%	76,800	118,582	195,382	7%	675.35	45.59
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	344,918	-3%	14,005	9,277	23,282	-3%	162.70	10.98	3,265,592	4%	165,316	65,070	230,386	3%	1540.37	108.67
Herrington Tavern(formerly Fisherman's Grotto #9)	18,796	434,062	* (4)	27,990	224	28,214	*	23.09	1.50	3,749,474	* (4)	335,878	8,187	344,065	*	199.48	18.31
Nick's Lighthouse	2,238	482,441	10%	2,326	29,033	31,359	10%	215.57	14.01	5,460,506	0%	27,913	327,026	354,939	0%	2,439.90	158.60
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	287,043	-18%	10,830	8,546	19,376	-18%	69.33	4.68	2,883,551	-7%	129,957	67,086	197,043	-9%	696.51	47.59
Sabella & La Torre	2,236	455,909	-5%	2,479	27,155	29,634	-5%	203.90	13.25	5,300,228	-2%	29,745	314,766	344,511	-2%	2,370.41	154.07
Scoma's	12,421	1,225,564	-7%	20,709	58,973	79,682	-7%	98.67	6.42	12,896,481	-12%	248,507	589,982	838,489	-12%	1038.28	67.51
SFO Forecast, Inc.(Portco)	7,430	766,411	-4%	5,375	46,358	51,733	-4%	103.15	6.96	7,742,068	2%	64,499	458,090	522,589	2%	1042.00	70.33
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,308,801	-14%	32,392	56,017	88,409	-13%	107.78	7.28	15,063,408	-4%	388,710	627,512	1,016,222	-3%	1240.50	83.69
Tarantino's	7,153	169,588	-21%	12,279	0	12,279	-12%	23.71	1.72	1,799,641	-23%	147,349	1,416	148,765	-10%	251.59	20.80
<b>SUBTOTAL:</b>		<b>\$6,608,046</b>	<b>-2%</b>	<b>\$176,218</b>	<b>\$284,318</b>	<b>\$460,537</b>	<b>-7%</b>	<b>-</b>	<b>-</b>	<b>\$71,364,082</b>	<b>-2%</b>	<b>\$2,102,270</b>	<b>\$3,027,160</b>	<b>\$5,129,431</b>	<b>-4%</b>	<b>-</b>	<b>-</b>
<b>OTHER FOOD &amp; BEVERAGE</b>																	
Boudin Properties, Inc.	19891	2,719,524	3%	41,667	127,469	169,136	3%	136.72	8.50	27,482,212	4%	500,004	1,188,475	1,688,479	3%	1381.64	84.89
Boudin's Bakery & Café	4,400	437,464	-11%	7,484	31,887	39,372	-11%	99.42	8.95	4,268,091	7%	89,158	294,967	384,126	7%	970.02	87.30
Frances Chu (The Crab Station)	927	157,139	-23%	943	9,271	10,214	-23%	169.51	11.02	1,971,288	-10%	11,314	116,818	128,132	-10%	2126.52	138.22
Guardino's Souvenir & Gift	1,824	99,677	-42%	1,235	5,565	6,800	-41%	54.65	3.73	1,441,330	-22%	14,822	82,479	97,301	-22%	790.20	53.34
<b>SUBTOTAL:</b>		<b>\$3,413,805</b>	<b>-3%</b>	<b>\$51,329</b>	<b>\$174,193</b>	<b>\$225,522</b>	<b>-3%</b>	<b>-</b>	<b>-</b>	<b>\$35,162,922</b>	<b>2%</b>	<b>\$615,298</b>	<b>\$1,682,740</b>	<b>\$2,298,038</b>	<b>2%</b>	<b>-</b>	<b>-</b>
<b>EXCURSIONS/TRANSPORTATION</b>																	
Blue & Gold Fleet	59292	929,649	7%	32,646	43,425	76,071	9%	15.68	1.28	9,933,197	5%	391,756	417,922	809,678	4%	167.53	13.66
Abraham Pedicabs dba Cabrio Taxi		3,886	-14%	200	189	389	-14%	-	-	37,095	-6%	2,400	1,669	4,069	-7%	-	-
Golden Gate Pedicab		4,745	-48%	300	175	475	-48%	-	-	63,517	-26%	3,600	2,760	6,360	-26%	-	-
Henriquez, Reinaldo		163	-28%	20	1	21	-29%	-	-	2,181	-2%	240	69	309	-2%	-	-
Pedicab/K.Saggers		8,124	-7%	240	572	812	-7%	-	-	67,860	-15%	2,880	4,065	6,945	-13%	-	-
<b>SUBTOTAL:</b>		<b>\$946,567</b>	<b>7%</b>	<b>\$33,406</b>	<b>\$44,362</b>	<b>\$77,768</b>	<b>8%</b>	<b>-</b>	<b>-</b>	<b>\$10,103,850</b>	<b>4%</b>	<b>\$400,876</b>	<b>\$426,485</b>	<b>\$827,361</b>	<b>3%</b>	<b>-</b>	<b>-</b>
<b>RETAIL SHOPS</b>																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	234,592	12%	11,541	4,804	16,345	12%	11.22	0.78	2,371,630	-1%	138,496	39,000	177,496	0%	113.39	8.49
Frank's Fisherman's Supply	8,183	91,484	20%	4,160	4,988	9,148	20%	11.18	1.12	792,471	-1%	49,916	29,325	79,241	-1%	96.84	9.68
Hoppe, Arthur	10,413	388,096	25%	14,330	19,629	33,958	25%	37.27	3.26	3,778,974	12%	171,138	160,888	332,025	11%	362.91	31.89
Portco, Inc./ Safe Harbor (swl 302)		111,379	30%	11,342	0	11,342	3%	-	-	1,194,255	14%	133,687	6,153	139,840	4%	-	-
<b>SUBTOTAL:</b>		<b>\$825,551</b>	<b>21%</b>	<b>\$41,373</b>	<b>\$29,420</b>	<b>\$70,793</b>	<b>17%</b>	<b>-</b>	<b>-</b>	<b>\$8,137,330</b>	<b>7%</b>	<b>\$493,237</b>	<b>\$235,365</b>	<b>\$728,602</b>	<b>5%</b>	<b>-</b>	<b>-</b>

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TENANT	AREA (GLA)	September 2018								LAST -12- MONTHS ( Oct '17 - Sept '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.
<b>OTHER</b>																	
National Liberty Ship Memorial	5,223	52,971	-24%	2,841	337	3,178	-24%	10.14	0.61	778,650	-5%	34,092	15,574	49,666	-1%	149.08	9.51
S. F. Maritime Nat'l Park Assoc.	8,096	81,417	-30%	6,855	0	6,855	-2%	10.06	0.85	1,059,230	14%	82,262	4,553	86,815	-1%	130.83	10.72
S. F. Museum and Historical Society	9,406	85,822	0%	4,210	4,313	8,523	0%	9.12	0.91	989,791	2%	49,797	38,695	88,492	2%	105.23	9.41
<b>SUBTOTAL:</b>		<b>\$220,211</b>	<b>-19%</b>	<b>\$13,906</b>	<b>\$4,650</b>	<b>\$18,556</b>	<b>-6%</b>	<b>-</b>	<b>-</b>	<b>\$2,827,672</b>	<b>4%</b>	<b>\$166,151</b>	<b>\$58,822</b>	<b>\$224,973</b>	<b>0%</b>	<b>-</b>	<b>-</b>
<b>Pier 39</b>		8,440,999	-1% (10)	41,667	1,134,109	1,175,776	0%	-	-	37,960,925	3%	500,000	3,344,600	3,844,600	3%	-	-
<b>The Bay Institutes (formerly Aquarium of the Bay)</b>		3,514,033	-1% (10)	8,921	113,798	122,719	-1%	-	-	10,117,851	-3%	107,050	297,662	404,712	-3%	-	-
<b>SUBTOTAL:</b>		<b>\$11,955,032</b>	<b>-1%</b>	<b>\$50,588</b>	<b>\$1,247,907</b>	<b>\$1,298,495</b>	<b>0%</b>	<b>-</b>	<b>-</b>	<b>\$48,078,776</b>	<b>2%</b>	<b>\$607,050</b>	<b>\$3,642,262</b>	<b>\$4,249,312</b>	<b>2%</b>	<b>-</b>	<b>-</b>
<b>TOTAL : FISHERMAN'S WHARF</b>		<b>\$23,969,212</b>	<b>-1%</b>	<b>\$366,820</b>	<b>\$1,784,851</b>	<b>\$2,151,671</b>	<b>-1%</b>	<b>-</b>	<b>-</b>	<b>\$175,674,632</b>	<b>1%</b>	<b>\$4,384,882</b>	<b>\$9,072,835</b>	<b>\$13,457,717</b>	<b>0%</b>		
<b>TOTAL PORT</b>		<b>\$37,106,912</b>	<b>3%</b>	<b>\$1,552,310</b>	<b>\$2,992,713</b>	<b>\$4,545,023</b>	<b>6%</b>			<b>\$283,645,550</b>	<b>3%</b>	<b>\$16,198,097</b>	<b>\$18,559,236</b>	<b>\$34,757,332</b>	<b>5%</b>		

**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" ->	\$30,125,951	\$10,245,936	\$77,844,967	\$11,053,679	\$175,674,632	\$13,457,717	\$283,645,550	\$34,757,332
PRIOR "YEAR" ->	\$29,176,966	\$9,216,430	\$72,943,764	\$10,459,679	\$174,515,424	\$13,448,254	\$276,636,154	\$33,124,362
CHANGE ->	3% \$948,985	11% \$1,029,506	7% \$4,901,203	6% \$594,000	1% \$1,159,208	0% \$9,463	3% \$7,009,396	5% \$1,632,970

(10) Quarterly reporting on rent revenues.

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<b>RESTAURANTS - FULL SERVICE</b>		<b>CENTRAL &amp; SOUTHERN</b>															
East Street Venture LLC		245,518	24%	11,200	5,986	17,186	24%	-	-	2,261,124	-3%	132,865	32,472	165,338	0%	-	-
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	313,666	-33%	18,935	3,021	21,957	-33%	39.58	2.77	4,207,986	-16%	222,655	72,989	295,645	-15%	531.04	37.31
Java House, LLC		0	-100% (1)	3,314	0	3,314	4%	-	-	168,363	-8%	38,801	0	38,801	1%	-	-
369-399 Embarcadero, LLC (formerly JMA Waterfront Prop LLC)	19,976	485,640	-1% (2)	18,333	42,632	60,965	30%	24.31	3.05	1,844,347	2%	219,993	142,193	362,186	13%	92.33	18.13
The Ramp Restaurant		292,331	-9%	8,274	6,496	14,769	19%	-	-	2,887,076	-2%	96,918	53,670	150,587	19%	-	-
Red's Java House	772	86,635	28%	1,714	4,351	6,064	28%	112.22	7.86	792,704	12%	19,949	35,543	55,491	12%	1026.82	71.88
Sitting By, Inc. dba Hivide	1,937	216,724	0%	6,688	8,482	15,171	0%	111.89	7.83	2,216,453	0%	79,765	75,380	155,146	0%	1144.27	80.10
<b>SUBTOTAL:</b>		<b>\$1,640,515</b>	<b>-8%</b>	<b>\$87,031</b>	<b>\$70,968</b>	<b>\$157,999</b>	<b>7%</b>	<b>-</b>	<b>-</b>	<b>\$14,378,054</b>	<b>-5%</b>	<b>\$1,033,807</b>	<b>\$412,247</b>	<b>\$1,446,054</b>	<b>1%</b>	<b>-</b>	<b>-</b>
<b>PARKING</b>																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	917,396	28% (3)	423,890	290,442	714,332	27%	1.48	1.15	5,962,037	-3%	2,856,339	1,638,388	4,494,727	-2%	9.63	7.26
China Basin Ball Park Co. (Lot A)- Spcl Event		17,005	0% (3)	0	0	0	0%	-	-	60,110	102%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		13,066	11%	0	8,624	8,624	11%	-	-	153,754	-9%	0	101,478	101,478	-9%	-	-
Imperial Parking Inc. (Piers 30/32))		187,276	20%	0	123,602	123,602	20%	-	-	1,821,786	28%	0	1,202,380	1,202,380	28%	-	-
Imperial Parking Inc. (SWL #330)	101,471	134,362	20%	46,773	41,906	88,679	20%	1.32	0.87	1,313,985	35%	561,270	317,432	878,702	21%	12.95	8.66
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		92,656	132%	0	61,153	61,153	132%	-	-	877,990	98%	0	579,473	579,473	98%	-	-
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		169,590	54% (3)	0	0	0	0%	-	-	1,109,325	-2%	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		66,900	-13% (3)	0	0	0	0%	-	-	229,200	-7%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,636	6%	0	5,040	5,040	6%	-	-	90,543	13%	0	59,762	59,762	13%	-	-
<b>SUBTOTAL:</b>		<b>\$1,605,886</b>	<b>28%</b>	<b>\$470,663</b>	<b>\$530,766</b>	<b>\$1,001,429</b>	<b>29%</b>	<b>-</b>	<b>-</b>	<b>\$11,618,729</b>	<b>9%</b>	<b>\$3,417,609</b>	<b>\$3,898,912</b>	<b>\$7,316,521</b>	<b>9%</b>	<b>-</b>	<b>-</b>
<b>OTHER</b>																	
St.Francis Marine: S.F. Boat Works		232,210	33%	16,547	12,991	29,539	19%	-	-	2,515,869	30%	193,834	86,356	280,191	11%	-	-
Bay Native		0	* (1)	8,033	0	8,033	*	-	-	0	* (4)	92,908	0	92,908	*	-	-
Bike Hut Foundation		7,325	* (4)	393	339	733	*	-	-	27,934	* (4)	1,572	1,221	2,794	*	-	-
City Kayak		25,175	* (4)	1,022	741	1,762	*	-	-	110,225	* (4)	4,087	3,630	7,716	*	-	-
Recology/Sustainable Crushing Ventures, LLC		275,037	-25% (5)	91,395	0	91,395	3%	-	-	1,225,895	-11%	1,073,107	0	1,073,107	40%	-	-
Spinnaker		73,421	* (4)	8,882	0	8,882	*	-	-	249,245	* (4)	26,646	0	26,646	*	-	-
<b>SUBTOTAL:</b>		<b>\$613,168</b>	<b>13%</b>	<b>\$126,271</b>	<b>\$14,071</b>	<b>\$140,342</b>	<b>19%</b>	<b>-</b>	<b>-</b>	<b>\$4,129,168</b>	<b>23%</b>	<b>\$1,392,153</b>	<b>\$91,207</b>	<b>\$1,483,361</b>	<b>38%</b>	<b>-</b>	<b>-</b>
<b>TOTAL :</b>	<b>CENTRAL &amp; SOUTHERN</b>	<b>\$3,859,569</b>	<b>8%</b>	<b>\$683,964</b>	<b>\$615,806</b>	<b>\$1,299,770</b>	<b>24%</b>	<b>-</b>	<b>-</b>	<b>\$30,125,951</b>	<b>3%</b>	<b>\$5,843,570</b>	<b>\$4,402,366</b>	<b>\$10,245,936</b>	<b>11%</b>	<b>-</b>	<b>-</b>

- (1) Sept 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 from May to July 2018.

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<b>RESTAURANTS - FULL SERVICE</b>		<b>Northern</b>															
Blue Jeans Equities / Fog City Diner	7,627	233,505	-8%	10,578	5,184	15,762	-8%	30.62	2.07	2,968,459	-7%	125,429	74,953	200,382	-7%	389.20	26.27
Pier 23 Cafe	4,835	486,641	-1%	21,944	12,121	34,065	-1%	100.65	7.05	4,982,878	-3%	263,325	96,107	359,432	-1%	1030.58	74.34
Waterfront Restaurant	11,894	622,741	14%	13,185	24,179	37,364	14%	52.36	3.14	6,152,934	3%	157,090	212,463	369,553	4%	517.31	31.07
<b>SUBTOTAL:</b>		<b>\$1,342,887</b>	<b>4%</b>	<b>\$45,707</b>	<b>\$41,484</b>	<b>\$87,191</b>	<b>4%</b>	-	-	<b>\$14,104,271</b>	<b>-2%</b>	<b>\$545,844</b>	<b>\$383,523</b>	<b>\$929,366</b>	<b>0%</b>	-	-
<b>PARKING</b>																	
Central Parking (SWL #314)	29,917	115,592	-16% (6)	53,841	0	53,841	0%	3.86	1.80	1,508,089	4%	646,093	0	646,093	0%	50.41	21.60
Central Parking (Triangle lot)		209,004	-7% (6)	123,747	36,645	160,392	-14%	-	-	2,344,336	-7%	1,484,963	447,365	1,932,328	-6%	-	-
Central Parking (Pier 45-Shed A)		13,499	-70%	0	8,909	8,909	-70%	-	-	270,434	-48%	0	178,487	178,487	-48%	-	-
Central Parking (Pier 45-Shed C & Valley)		6,088	-23%	0	4,018	4,018	-23%	-	-	75,246	-20%	0	49,662	49,662	-20%	-	-
Central Parking (SWL 321)		102,635	0%	75,555	0	75,555	3%	-	-	1,126,691	19%	886,220	2,024	888,244	31%	-	-
Central Parking (SWL 323/324)		108,182	24%	80,730	0	80,730	3%	-	-	1,177,669	25%	946,920	0	946,920	37%	-	-
Central Parking (Swl 322-i)	37,812	72,180	23%	0	47,639	47,639	23%	1.91	1.26	690,074	2%	0	455,450	455,450	2%	18.25	12.05
Central Parking (Pier 19.5)		21,133	-40%	0	13,948	13,948	-40%	-	-	344,418	-27%	0	227,315	227,315	-27%	-	-
Central Parking (Pier 29.5)		32,492	-32%	0	21,444	21,444	-32%	-	-	417,612	* (7)	0	275,623	275,623	*	-	-
<b>SUBTOTAL:</b>		<b>\$680,805</b>	<b>-9%</b>	<b>\$333,873</b>	<b>\$132,604</b>	<b>\$466,477</b>	<b>-10%</b>	-	-	<b>\$7,954,569</b>	<b>0%</b>	<b>\$3,964,196</b>	<b>\$1,635,927</b>	<b>\$5,600,123</b>	<b>3%</b>	-	-
<b>EXCURSIONS/TRANSPORTATION</b>																	
Hornblower Yachts, Inc. (Pier 31 1/2)		3,323,296	13% (8)	31,668	217,579	249,247	13%	-	-	31,207,293	14% (8a)	380,019	1,928,139	2,308,158	17%	-	-
Hornblower Yachts, Inc. (Pier 3)		2,013,400	43% (8)	18,908	115,120	134,028	34%	-	-	16,574,700	15%	226,900	948,629	1,175,529	12%	-	-
<b>SUBTOTAL:</b>		<b>\$5,336,697</b>	<b>23%</b>	<b>\$50,576</b>	<b>\$332,699</b>	<b>\$383,275</b>	<b>20%</b>	-	-	<b>\$47,781,994</b>	<b>14%</b>	<b>\$606,919</b>	<b>\$2,876,768</b>	<b>\$3,483,687</b>	<b>15%</b>	-	-
<b>OTHER</b>																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	3%	-	-	480,000	0%	64,766	0	64,766	3%	-	-
S. F. Pier 33, LLC	4,300	310,565	-11%	12,732	9,880	22,612	-10%	72.22	5.26	3,333,311	4%	149,169	92,006	241,175	3%	775.19	56.09
SF Piers Owner (formerly S. F. Waterfront Partners, Inc.)		1,567,177	16% (9)	53,229	75,388	128,618	34%	-	-	4,190,822	-17%	638,751	95,810	734,562	-3%	-	-
<b>SUBTOTAL:</b>		<b>\$1,917,742</b>	<b>10%</b>	<b>\$71,371</b>	<b>\$85,268</b>	<b>\$156,639</b>	<b>24%</b>	-	-	<b>\$8,004,133</b>	<b>-8%</b>	<b>\$852,687</b>	<b>\$187,816</b>	<b>\$1,040,503</b>	<b>-1%</b>	-	-
<b>TOTAL :</b>	<b>NORTHERN</b>	<b>\$9,278,131</b>	<b>14%</b>	<b>\$501,526</b>	<b>\$592,056</b>	<b>\$1,093,582</b>	<b>4%</b>	-	-	<b>\$77,844,967</b>	<b>7%</b>	<b>\$5,969,645</b>	<b>\$5,084,034</b>	<b>\$11,053,679</b>	<b>6%</b>	-	-

(6) SWL 314 & Triangle lot's sales are consolidated for calculation, combined percentage rent is reported under Triangle lot.  
 (7) Pier 29.5 lot was closed from June 2016 to Dec 23,2016 due to renovation. Insufficient historical data for comparison.  
 (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.

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