

PORT OF SAN FRANCISCO :

MONTHLY SALES & RENT REPORT

TENANT	AREA (GLA)	2018								LAST -12- MONTHS (Nov '17 - October '18)							
		October 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	821,340	-14%	18,385	35,003	53,388	-14%	131.00	8.51	10,175,512	-5%	220,618	440,795	661,413	-5%	1622.89	105.49
Capurro's (formerly Mama Franceschi / Franceschi)	4,286	0	-100% (1)	7,200	0	7,200	-56%	0.00	1.68	2,653,802	-3%	78,000	108,331	186,331	1%	619.18	43.47
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	285,726	-3%	14,005	5,281	19,287	-3%	134.78	9.10	3,255,520	4%	165,621	64,084	229,706	3%	1535.62	108.35
Herrington Tavern(formerly Fisherman's Grotto #9)	18,796	398,970	* (4)	27,990	0	27,990	*	21.23	1.49	4,151,339	* (4)	335,878	8,187	344,065	*	220.86	18.31
Nick's Lighthouse	2,238	414,711	3%	2,326	24,631	26,957	3%	185.30	12.04	5,472,042	1%	129,913	327,776	355,689	1%	2,445.06	158.93
340 Jefferson, LLC (formerly Pompei's Grotto)	4,140	250,401	-12%	10,830	6,073	16,903	-12%	60.48	4.08	2,848,658	-8%	129,957	64,731	194,688	-11%	688.08	47.03
Sabella & La Torre	2,236	404,697	-9%	2,479	23,826	26,305	-9%	180.99	11.76	5,258,152	-3%	29,745	312,031	341,776	-3%	2,351.59	152.85
Scoma's	12,421	1,144,761	-11%	20,709	53,720	74,429	-11%	92.16	5.99	12,750,350	-12%	248,507	580,481	828,988	-12%	1026.52	66.74
SFO Forecast, Inc.(Portco)	7,430	663,576	-4%	5,375	39,416	44,791	-4%	89.31	6.03	7,711,901	0%	64,499	456,053	520,552	0%	1037.94	70.06
SFS39, inc. (formerly Franciscan Restaurant)	12,143	1,185,219	-12%	32,392	47,245	79,637	-12%	97.61	6.56	14,898,009	-4%	388,710	616,465	1,005,175	-4%	1226.88	82.78
Tarantino's	7,153	138,510	-30%	12,279	0	12,279	-4%	19.36	1.72	1,741,543	-26%	147,349	915	148,264	-10%	243.47	20.73
SUBTOTAL:		\$5,707,911	-7%	\$176,218	\$235,194	\$411,413	-10%	-	-	\$70,916,828	-2%	\$2,103,775	\$2,979,848	\$5,083,624	-4%	-	-
OTHER FOOD & BEVERAGE																	
Boudin Properties, Inc.	19891	2,086,581	2%	41,667	85,775	127,442	1%	104.90	6.41	27,527,007	4%	500,004	1,190,190	1,690,194	3%	1383.89	84.97
Boudin's Bakery & Café	4,400	299,466	-14%	7,484	19,468	26,952	-14%	68.06	6.13	4,221,326	4%	89,376	290,540	379,916	4%	959.39	86.34
Frances Chu (The Crab Station)	927	129,502	-30%	943	7,475	8,418	-30%	139.70	9.08	1,914,693	-13%	11,314	113,140	124,454	-13%	2065.47	134.25
Guardino's Souvenir & Gift	1,824	79,817	-39%	1,235	4,173	5,408	-39%	43.76	2.96	1,389,746	-23%	14,822	78,999	93,821	-23%	761.92	51.44
SUBTOTAL:		\$2,595,365	-4%	\$51,329	\$116,890	\$168,219	-5%	-	-	\$35,052,771	2%	\$615,516	\$1,672,868	\$2,288,384	1%	-	-
EXCURSIONS/TRANSPORTATION																	
Blue & Gold Fleet	59292	808,113	-18%	32,646	32,279	64,925	-17%	13.63	1.10	9,752,982	1%	391,756	404,405	796,161	1%	164.49	13.43
Abraham Pedicabs dba Cabrio Taxi		3,196	-11%	200	120	320	-10%	-	-	36,717	-7%	2,400	1,632	4,032	-7%	-	-
Golden Gate Pedicab		4,380	-34%	300	138	438	-34%	-	-	61,285	-30%	3,600	2,537	6,137	-29%	-	-
Henriquez, Reinaldo		240	-38%	20	11	31	-38%	-	-	2,036	-12%	240	50	290	-11%	-	-
Pedicab/K.Saggers		5,327	6%	240	293	533	6%	-	-	68,164	-12%	2,880	4,096	6,976	-10%	-	-
SUBTOTAL:		\$821,256	-18%	\$33,406	\$32,840	\$66,246	-17%	-	-	\$9,921,184	0%	\$400,876	\$412,719	\$813,595	0%	-	-
RETAIL SHOPS																	
Portco/The Wharf Store (formerly Coast Marine & I	20,915	201,512	-5%	11,541	2,463	14,004	-4%	9.63	0.67	2,361,592	-1%	138,496	38,398	176,894	-1%	112.91	8.46
Frank's Fisherman's Supply	8,183	81,758	3%	4,160	4,016	8,176	3%	9.99	1.00	794,805	0%	49,916	29,559	79,475	-1%	97.13	9.71
Hoppe, Arthur	10,413	299,661	7%	14,330	11,891	26,220	7%	28.78	2.52	3,798,306	12%	171,220	162,498	333,717	12%	364.77	32.05
Portco, Inc./ Safe Harbor (swl 302)		87,343	-1%	11,342	0	11,342	3%	-	-	1,193,646	14%	134,032	6,153	140,185	4%	-	-
SUBTOTAL:		\$670,274	2%	\$41,373	\$18,369	\$59,742	3%	-	-	\$8,148,349	7%	\$493,664	\$236,607	\$730,271	5%	-	-

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		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	65,429	62%	2,841	1,085	3,926	38%	12.53	0.75	803,804	1%	34,092	16,659	50,751	3%	153.90	9.72
S. F. Maritime Nat'l Park Assoc.	8,096	78,738	-5%	6,855	0	6,855	0%	9.73	0.85	1,054,975	4%	82,262	4,553	86,815	-1%	130.31	10.72
S. F. Museum and Historical Society	9,406	75,505	20%	4,210	3,286	7,495	20%	8.03	0.80	1,002,434	4%	49,918	39,833	89,750	4%	106.57	9.54
SUBTOTAL:		\$219,672	18%	\$13,906	\$4,371	\$18,276	15%	-	-	\$2,861,213	3%	\$166,272	\$61,045	\$227,316	2%	-	-
Pier 39		0	* (10)	41,667	0	41,667	-3%	-	-	37,960,925	3%	500,000	3,343,460	3,843,460	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	-2%	-	-	\$48,078,776	2%	\$607,050	\$3,641,122	\$4,248,172	2%	-	-
TOTAL : FISHERMAN'S WHARF		\$10,014,479	-7%	\$366,820	\$407,664	\$774,484	-8%	-	-	\$174,979,122	0%	\$4,387,153	\$9,004,209	\$13,391,362	0%		
TOTAL PORT		\$19,645,759	0%	\$1,183,764	\$1,199,132	\$2,382,896	1%			\$283,628,807	2%	\$16,228,221	\$18,552,447	\$34,780,667	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" ->	\$30,085,942	\$10,286,625	\$78,563,743	\$11,102,680	\$174,979,122	\$13,391,362	\$283,628,807	\$34,780,667
PRIOR "YEAR" ->	\$29,200,846	\$9,195,925	\$73,507,375	\$10,537,786	\$174,400,362	\$13,456,182	\$277,108,583	\$33,189,893
CHANGE ->	3% \$885,096	12% \$1,090,700	7% \$5,056,368	5% \$564,894	0% \$578,760	0% (\$64,820)	2% \$6,520,224	5% \$1,590,774

(10) Quarterly reporting on rent revenues.

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RESTAURANTS - FULL SERVICE		CENTRAL & SOUTHERN															
East Street Venture LLC		205,817	17%	11,200	3,207	14,407	17%	-	-	2,291,512	-1%	133,170	34,293	167,464	2%	-	-
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	329,377	-20%	18,935	4,121	23,056	-20%	41.57	2.91	4,127,658	-18%	223,226	66,794	290,020	-17%	520.91	36.60
Java House, LLC		0	* (1)	3,314	0	3,314	4%	-	-	168,363	0%	38,922	0	38,922	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		252,523	-11%	8,274	7,104	15,378	30%	-	-	2,856,721	-5%	97,155	56,995	154,150	18%	-	-
Red's Java House	772	64,438	-2%	1,714	2,797	4,511	-2%	83.47	5.84	791,587	12%	20,011	35,403	55,414	12%	1025.37	71.78
Sitting By, Inc. dba Hivide	1,937	0	-100%	6,688	0	6,688	-52%	0.00	3.45	2,017,519	-9%	79,863	68,045	147,908	-5%	1041.57	76.36
SUBTOTAL:		\$852,155	-25%	\$87,031	\$17,229	\$104,260	-6%	-	-	\$14,097,707	-8%	\$1,035,201	\$403,723	\$1,438,925	0%	-	-
PARKING																	
China Basin Ball Park Co. (Lot A)- Parking	619,317	220,037	-5% (3)	55,344	89,880	145,224	-7%	0.36	0.23	5,951,276	-2%	2,859,516	1,624,388	4,483,904	-1%	9.61	7.24
China Basin Ball Park Co. (Lot A)- Spcl Event		0	0% (3)	0	0	0	0%	-	-	60,110	126%	0	0	0	0%	-	-
Imperial Parking Inc. (Pier 26/28)		13,388	7%	0	8,836	8,836	7%	-	-	154,581	-6%	0	102,024	102,024	-6%	-	-
Imperial Parking Inc. (Piers 30/32))		81,321	-3%	0	53,672	53,672	-3%	-	-	1,818,899	28%	0	1,200,475	1,200,475	28%	-	-
Imperial Parking Inc. (SWL #330)	101,471	93,107	6%	46,773	14,678	61,450	6%	0.92	0.61	1,319,258	34%	561,270	320,912	882,182	19%	13.00	8.69
Imperial Parking Inc. (901 Illinois-Pier 70 lot)		98,431	100%	0	64,965	64,965	100%	-	-	927,250	103%	0	611,985	611,985	103%	-	-
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		0	-100% (3)	0	0	0	0%	-	-	1,094,547	0%	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		0	0% (3)	0	0	0	0%	-	-	229,200	-7%	0	0	0	0%	-	-
Imperial Parking Inc. (401 Terry Francois/Pier 50)		7,606	2%	0	5,020	5,020	2%	-	-	90,711	11%	0	59,873	59,873	11%	-	-
SUBTOTAL:		\$513,890	6%	\$102,117	\$237,051	\$339,167	8%	-	-	\$11,645,832	11%	\$3,420,786	\$3,919,657	\$7,340,443	10%	-	-
OTHER																	
St.Francis Marine: S.F. Boat Works		283,778	54%	16,547	14,208	30,755	30%	-	-	2,615,273	30%	194,307	93,005	287,312	10%	-	-
Bay Native		0	* (1)	8,033	0	8,033	*	-	-	0	* (4)	96,388	0	96,388	*	-	-
Bike Hut Foundation		4,300	* (4)	393	37	430	*	-	-	32,234	* (4)	1,965	1,258	3,223	*	-	-
City Kayak		23,137	* (4)	1,022	598	1,620	*	-	-	133,362	* (4)	5,109	4,228	9,337	*	-	-
Recology/Sustainable Crushing Ventures, LLC		0	0% (5)	91,395	0	91,395	3%	-	-	1,225,895	-11%	1,075,470	0	1,075,470	34%	-	-
Spinnaker		86,394	* (4)	8,882	0	8,882	*	-	-	335,639	* (4)	35,528	0	35,528	*	-	-
SUBTOTAL:		\$397,609	116%	\$126,271	\$14,843	\$141,114	20%	-	-	\$4,342,403	27%	\$1,408,766	\$98,491	\$1,507,257	35%	-	-
TOTAL :	CENTRAL & SOUTHERN	\$1,763,654	-2%	\$315,418	\$269,123	\$584,541	7%	-	-	\$30,085,942	3%	\$5,864,754	\$4,421,871	\$10,286,625	12%	-	-

- (1) Oct 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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RESTAURANTS - FULL SERVICE		Northern															
Blue Jeans Equities / Fog City Diner	7,627	253,671	-2%	10,578	6,545	17,123	-2%	33.26	2.25	2,961,968	-6%	125,933	74,011	199,944	-6%	388.35	26.22
Pier 23 Cafe	4,835	460,915	4%	21,944	10,320	32,264	4%	95.33	6.67	5,001,646	-3%	263,325	97,420	360,745	0%	1034.47	74.61
Waterfront Restaurant	11,894	661,410	10%	13,185	26,500	39,685	10%	55.61	3.34	6,214,608	3%	157,467	215,787	373,254	3%	522.50	31.38
SUBTOTAL:		\$1,375,996	6%	\$45,707	\$43,365	\$89,071	5%	-	-	\$14,178,222	-1%	\$546,725	\$387,218	\$933,942	0%	-	-
PARKING																	
Central Parking (SWL #314)	29,917	138,957	1% (6)	53,841	0	53,841	0%	4.64	1.80	1,510,028	4%	646,093	0	646,093	0%	50.47	21.60
Central Parking (Triangle lot)		181,505	-5% (6)	123,747	33,917	157,664	-3%	-	-	2,335,651	-7%	1,484,963	442,913	1,927,876	-6%	-	-
Central Parking (Pier 45-Shed A)		0	-100%	0	0	0	-100%	-	-	240,982	-53%	0	159,048	159,048	-53%	-	-
Central Parking (Pier 45-Shed C & Valley)		6,585	-9%	0	4,346	4,346	-9%	-	-	74,605	-20%	0	49,239	49,239	-20%	-	-
Central Parking (SWL 321)		73,960	-14%	75,555	0	75,555	3%	-	-	1,114,803	16%	888,775	2,024	890,799	27%	-	-
Central Parking (SWL 323/324)		92,077	11%	80,730	0	80,730	3%	-	-	1,187,115	26%	949,650	0	949,650	32%	-	-
Central Parking (Swl 322-i)	37,812	70,515	20%	0	46,540	46,540	20%	1.86	1.23	701,730	4%	0	463,143	463,143	4%	18.56	12.25
Central Parking (Pier 19.5)		17,960	-40%	0	11,854	11,854	-40%	-	-	332,608	-27%	0	219,521	219,521	-27%	-	-
Central Parking (Pier 29.5)		37,356	0%	0	24,655	24,655	0%	-	-	417,644	* (7)	0	275,644	275,644	*	-	-
SUBTOTAL:		\$618,915	-6%	\$333,873	\$121,311	\$455,184	-4%	-	-	\$7,915,166	-1%	\$3,969,481	\$1,611,531	\$5,581,012	1%	-	-
EXCURSIONS/TRANSPORTATION																	
Hornblower Yachts, Inc. (Pier 31 1/2)		3,434,931	19% (8)	31,668	225,952	257,620	28%	-	-	31,758,769	15% (8a)	380,019	1,983,917	2,363,936	20%	-	-
Hornblower Yachts, Inc. (Pier 3)		2,083,568	8% (8)	18,908	121,343	140,250	6%	-	-	16,720,065	13%	226,900	956,947	1,183,846	11%	-	-
SUBTOTAL:		\$5,518,499	14%	\$50,576	\$347,294	\$397,870	19%	-	-	\$48,478,834	14%	\$606,919	\$2,940,863	\$3,547,782	17%	-	-
OTHER																	
Ferry Boat Santa Rosa Partners		40,000	0%	5,409	0	5,409	3%	-	-	480,000	0%	64,908	0	64,908	3%	-	-
S. F. Pier 33, LLC	4,300	314,216	-4%	12,732	10,375	23,107	-3%	73.07	5.37	3,320,699	3%	149,530	90,944	240,474	2%	772.26	55.92
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:		\$354,216	-3%	\$71,371	\$10,375	\$81,745	-1%	-	-	\$7,991,521	-9%	\$853,190	\$186,754	\$1,039,943	-2%	-	-
TOTAL :	NORTHERN	\$7,867,626	10%	\$501,526	\$522,345	\$1,023,871	5%	-	-	\$78,563,743	7%	\$5,976,314	\$5,126,366	\$11,102,680	5%	-	-

(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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