

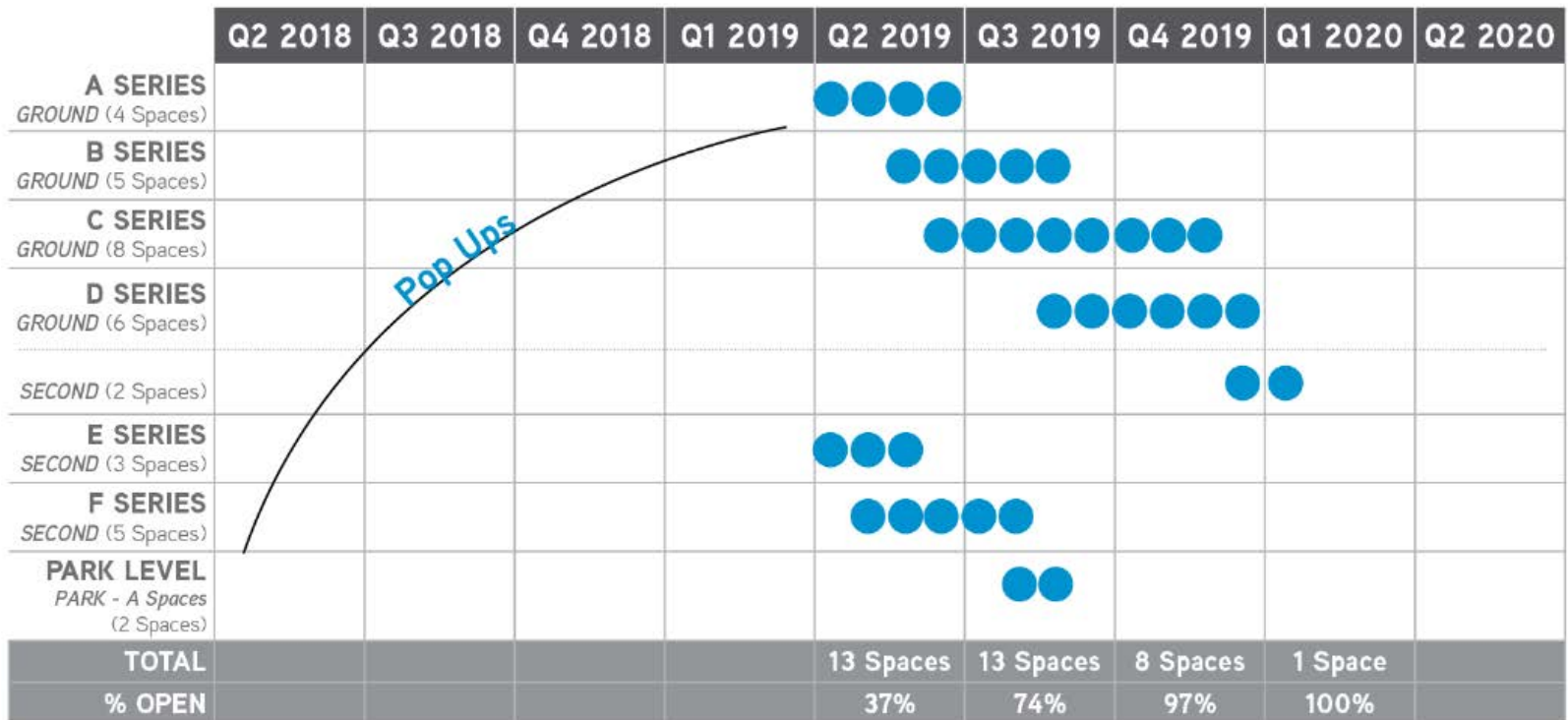
Retail Leasing Update

April 2018



Colliers Progress Report By Stage

		Actual/Target*						YTD
		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	4.12.18
	LOI:	25/13	1/13	0/8	0/1			26/35
On	Negotiate:		1/13	0/13	0/8	0/1		1/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35



*Takes into consideration average construction time of 16 weeks.

Colliers Update

- Promoting, campaigning, & touring - full swing
- Working on tenant placement in center as the interest comes in with optimal tenant mix in mind
- Working with Lincoln to review tenant's mechanical electrical plumbing requirements
- Negotiating letters of intent
- Meeting with Tenants and their construction teams
- Preparing Leasing Packages for LPC's Blessing





Questions?

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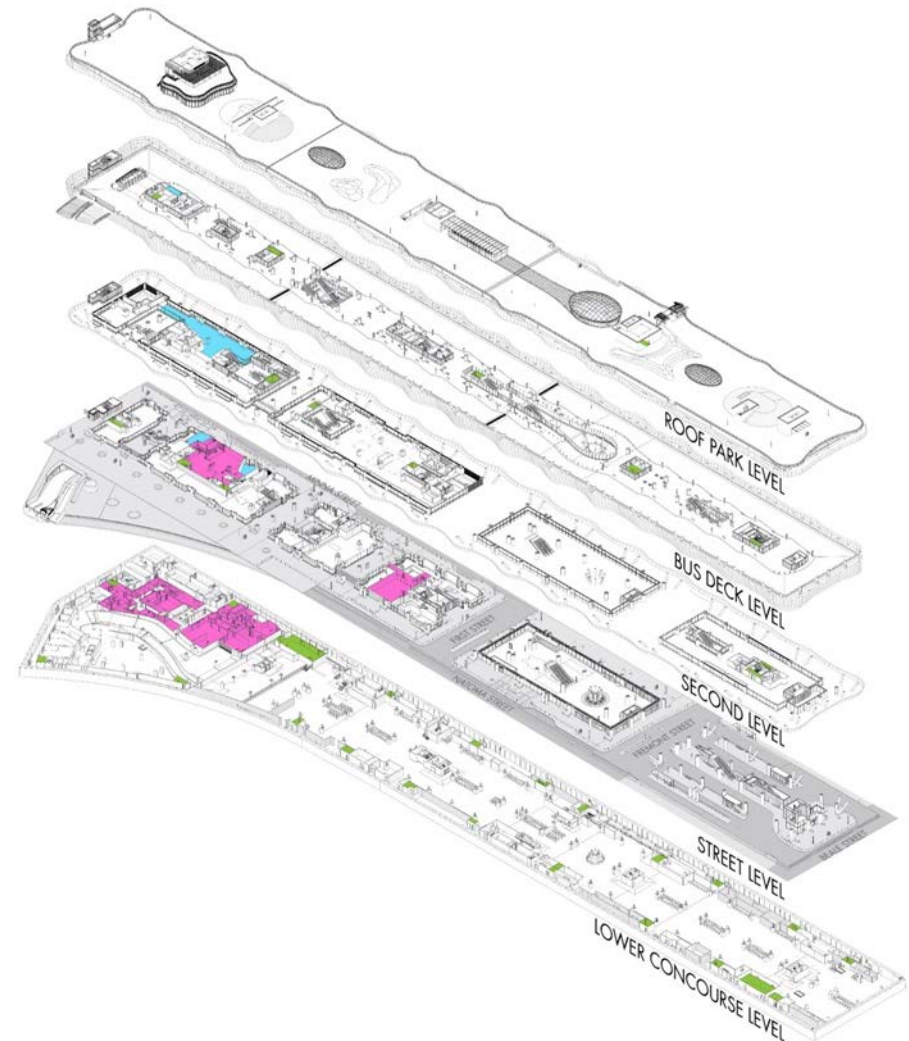
Facility Readiness Update

April 2018



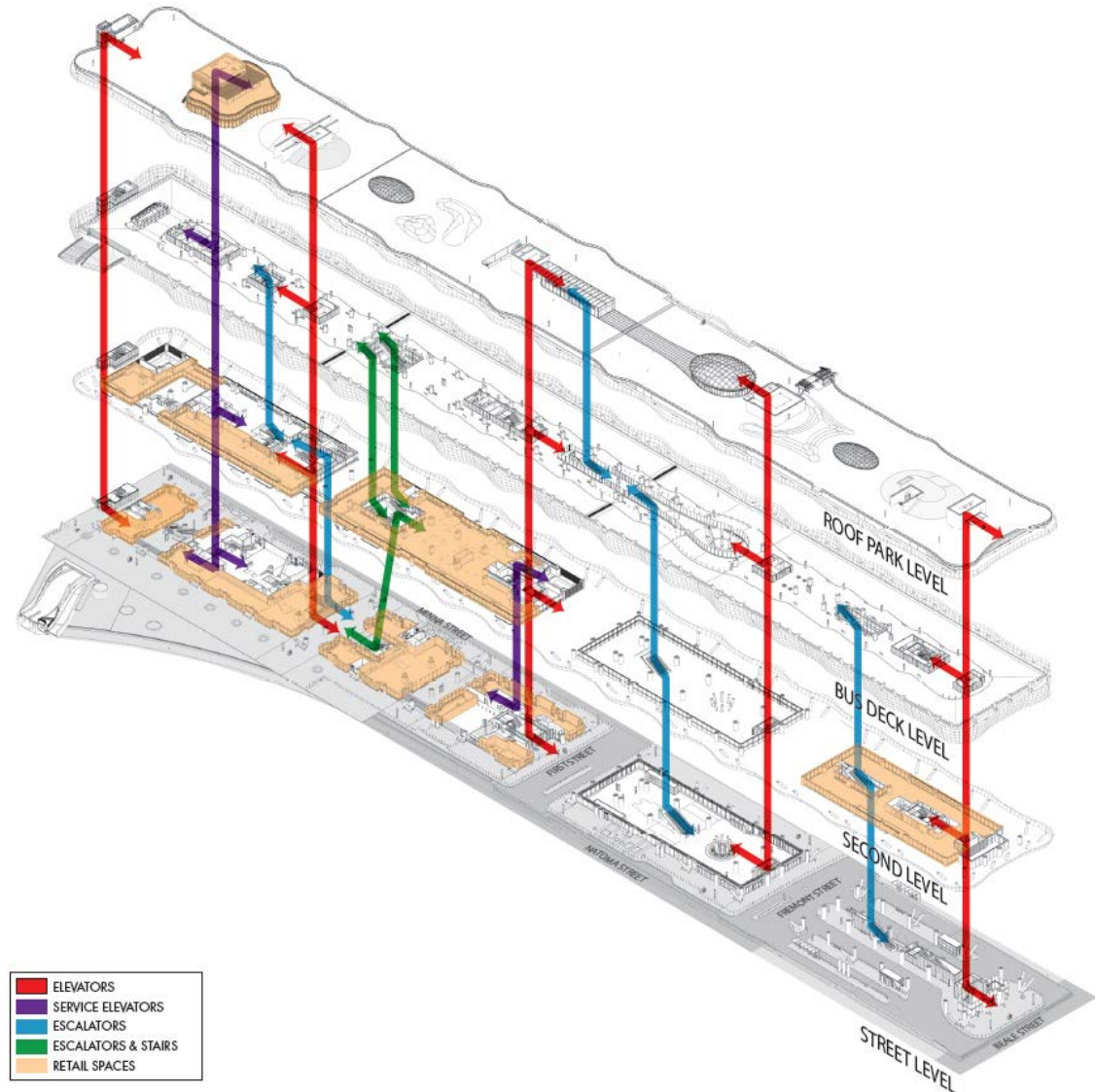
Facility Readiness – Lincoln Tenant Improvements

- Greyhound/Amtrak
 - Ordering furniture in April
 - TJPA/Lincoln/Turner SPD & WOJV coordinating access
 - Complete mid-June at TCO
- Operational Areas
 - Mailroom equipment info received; converting info to construction docs for minor Lincoln work nearly complete
 - TJPA office bid package pending TJPA approval; Lincoln to follow
 - Estimated TJPA/Lincoln offices completion is end of July & August
- Permitting
 - TJPA/DBI delegation nearly complete



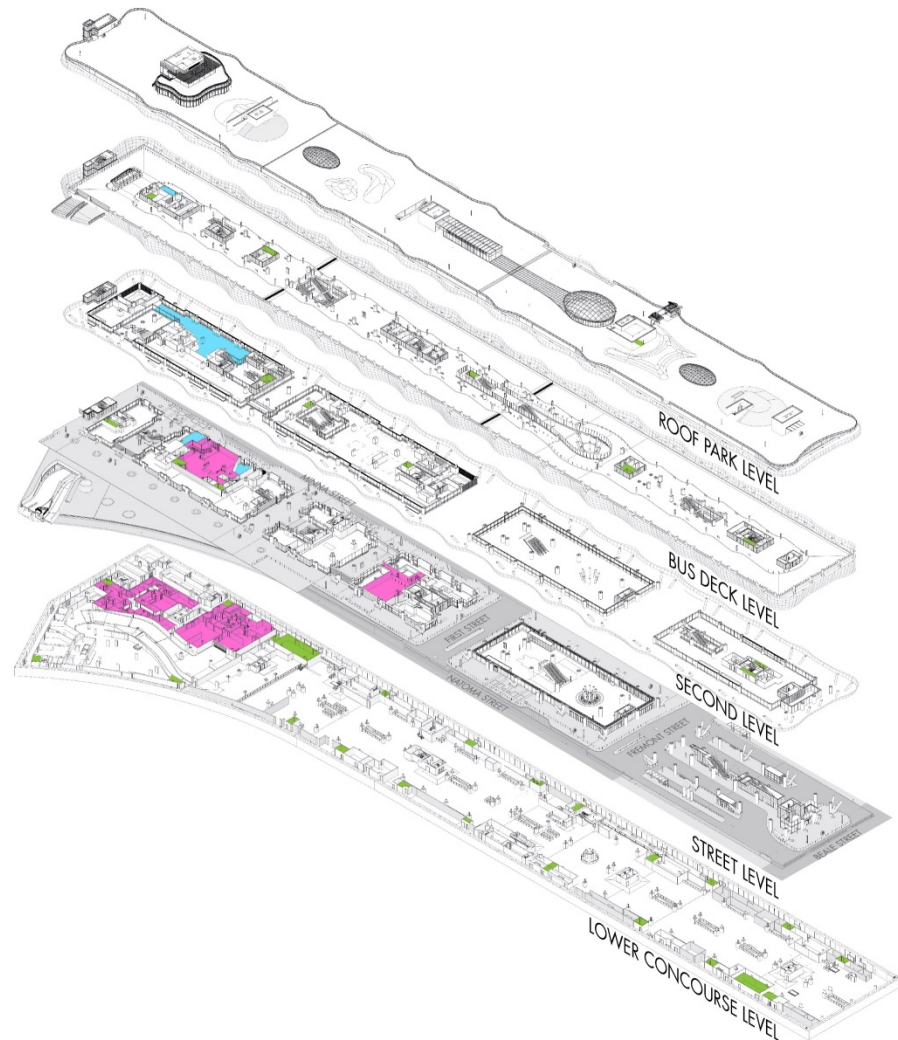
Facility Readiness – Lincoln Tenant Improvements

- Path of travel planning includes:
 - Attractive barricades where needed
 - Elevator programming restrictions
 - Ground level vacant storefront treatment for visual interest



Facility Readiness – Lincoln Facility Maintenance

- Finalized key service contracts plus RFP on IT services released April 2; elevator/escalator in legal review
- Branding exercise with marketing consultant underway
- Ordering equipment to start in April
- Planning operating procedures and protocols underway
- Coordinating with WOJV for commissioning observation; training to start in June
- Targeting maintenance proposal to AC Transit for Bus Storage Facility in May



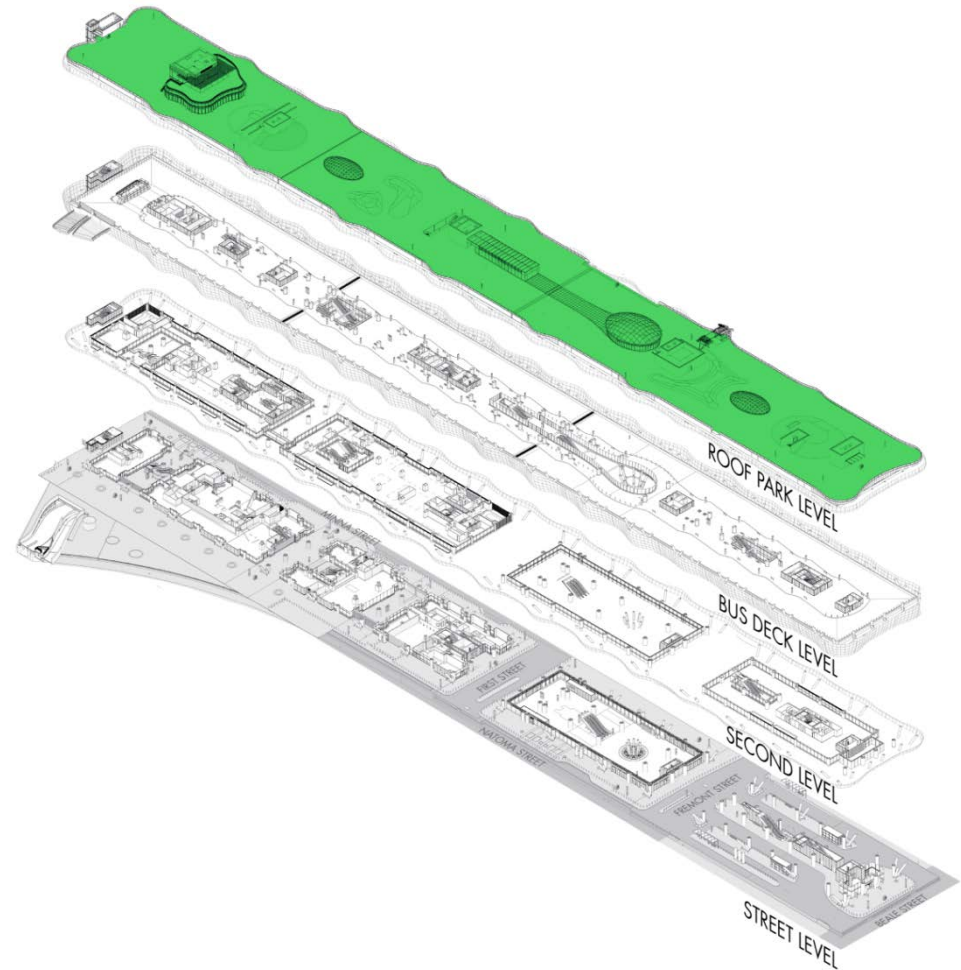
Facility Readiness – Lincoln Facility Maintenance

#	Contractor Name	Contracts in Place	# Bids	Low	Med	High
1	MBH Architects Inc.	Architect	4	\$170,100	\$279,000	\$320,000
2	Johnson Controls	Building management systems controls contractor	1	\$25,120	no response by others	
3	KKCS - Consulting Services	Civil engineer for emergency response to earthquake, etc.	1	\$100-198/hr	no response by others	
4	Angus Anywhere	CMMS (Computer Maintenance Management System)	2	\$1,500	\$2,046	
5	Sothern Oil Co.,	Diesel fuel services for generator & fire pump	2	\$20,698		\$40,800
6	Complete Security	Door hardware & lock contractor	3	\$69-\$148/hr	\$147-\$180/hr	incomplete
7	W.Bradley Electric	Electrical contractor	2	\$142-\$168/hr	\$75-\$177/hr	
8	Next Gen/SRM - this week	Emergency & hazardous material clean-up	4	\$65-\$140/hr	\$98-\$150/hr	2 incomplete
9	Red Hawk	Fire life safety services (alarm panel & extinguishers)	1	\$28,554	no response by others	
10	Red Hawk	Fire life safety sprinkler services contractor	1	\$108,150	no response by others	
11	Red Hawk	Fire pump testing services	1	\$2,790	no response by others	
12	Cintas	First aid kit supplier	2	\$20,798	incomplete	
13	Turner Special Projects Division	General contractor	3	3.5%/\$109K	3.5%\$209K	5% fees/incomp
14	Next Gen/SRM - this week	Hazmat cleanup contractor	4	\$65-\$140/hr	\$98-\$150/hr	2 incomplete
15	ACCO	HVAC / mechanical contractor	3	\$52,200	incomplete	\$157,084
16	Township Building Services	Janitorial	3	\$740,427	\$771,885	\$779,872
17	Maguire & Hester	Landscaping		2 years covered with installation contract		
18	Spritz	Marketing consultant	4	\$282,500	\$343,000	\$524,000
19	Myers+Engineering	MEP consultant, on-call as needed	2	\$75-\$285/hr		\$80-\$280/hr
20	Waxie	Paper & sanitary supplies	3	\$63.25/unit avg	\$284.58/unit avg	incomplete
21	Crane	Pest control	3	\$29,064/incomp	\$70,000	\$86,400
22	ACCO	Plumbing contractor	1	\$195/hr	combined bid response with Line 15	
23	Landmark Industries	Refuse & recycling stream management	2	incomplete	\$58,800	
24	Aliea Corp.	Sharps/red waste removal	1	\$31,181	no response by others	
25	Township Engineering	Stationary engineering	4	\$700,199	\$741,314	\$761,992
25	Chem-Aqua	Water treatment	3	incomplete	\$15,950	\$55,616

Note: where only one bid received; Lincoln validation that within reasonable industry pricing and quality vendor.
 Note: Yellow high-lighted contracts are for on-call services so, costs not incurred unless needed.

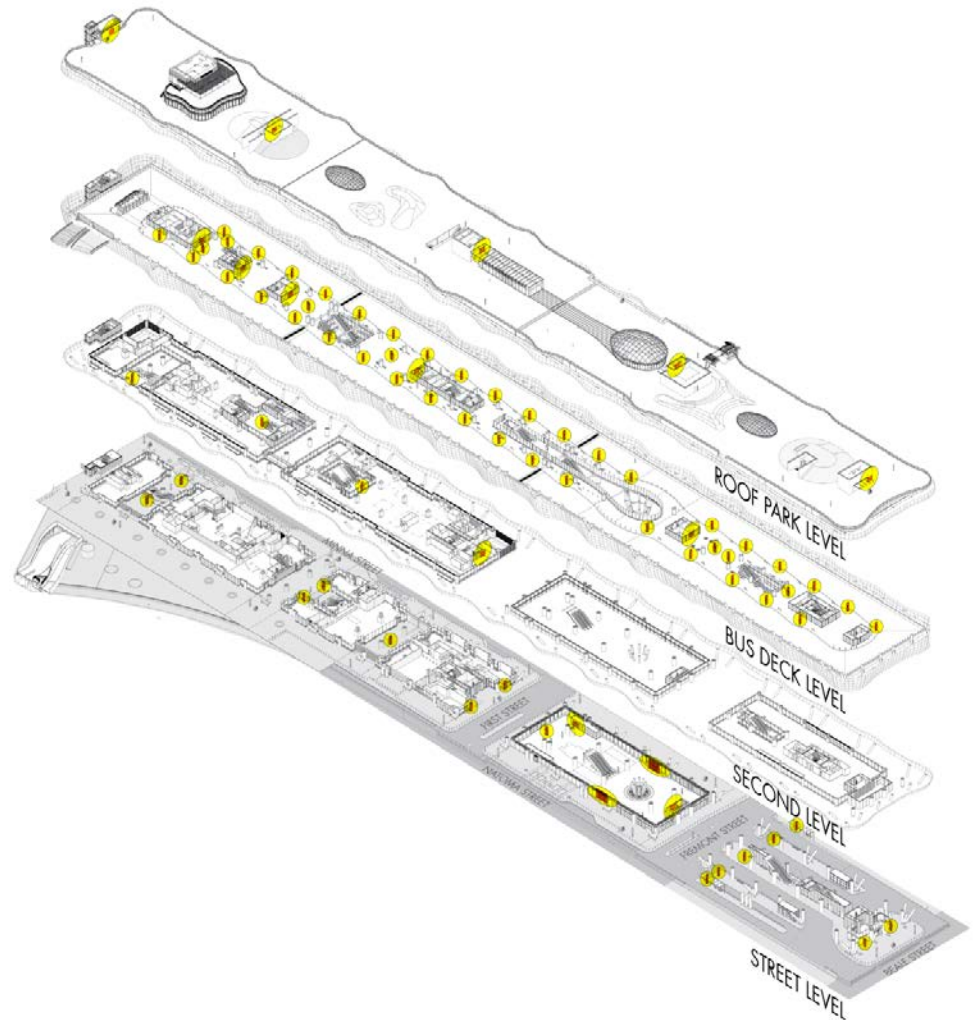
Facility Readiness – BRV Roof Park

- 27 solid partners; pending completing agreement template
- Completing Place of Entertainment framework for Board input May/June:
 - Policy vision
 - Event/activity limits
 - Pricing rationale and structure
 - Revenue and non-revenue generating structure



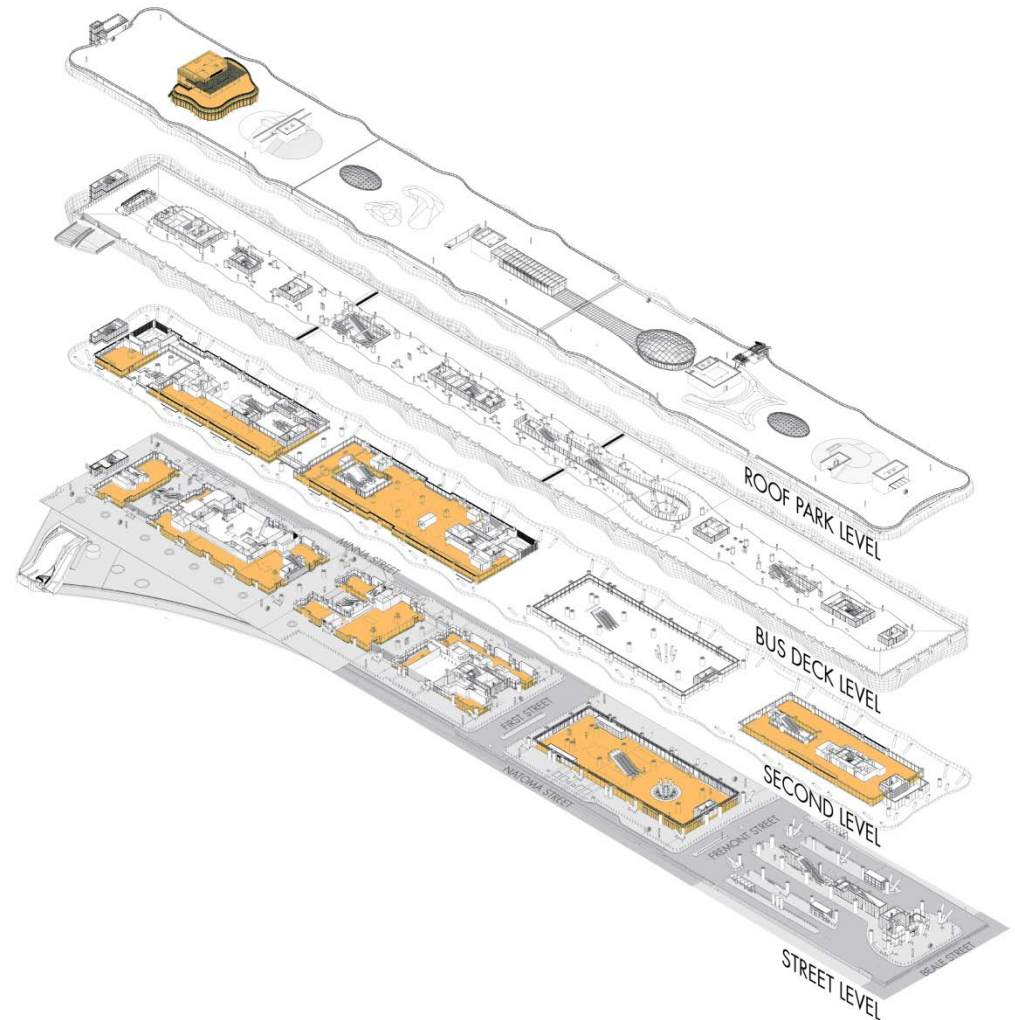
Facility Readiness – Pearl Digital Media

- Targeting completing SFMTA info to Pearl by April 15 for transit screen information
- Targeting completing AC Transit info to Pearl by May 1 for transit screen information
- Received 100% of transit media players. Prioritizing configuration for bus plaza operations to be ready for testing June 1 for Muni operations June 16; remainder to follow for August date
- Targeting media commitments to begin in the Fall with major brands to follow in 2019; timing due to advertisers holding back until post opening to assess activity



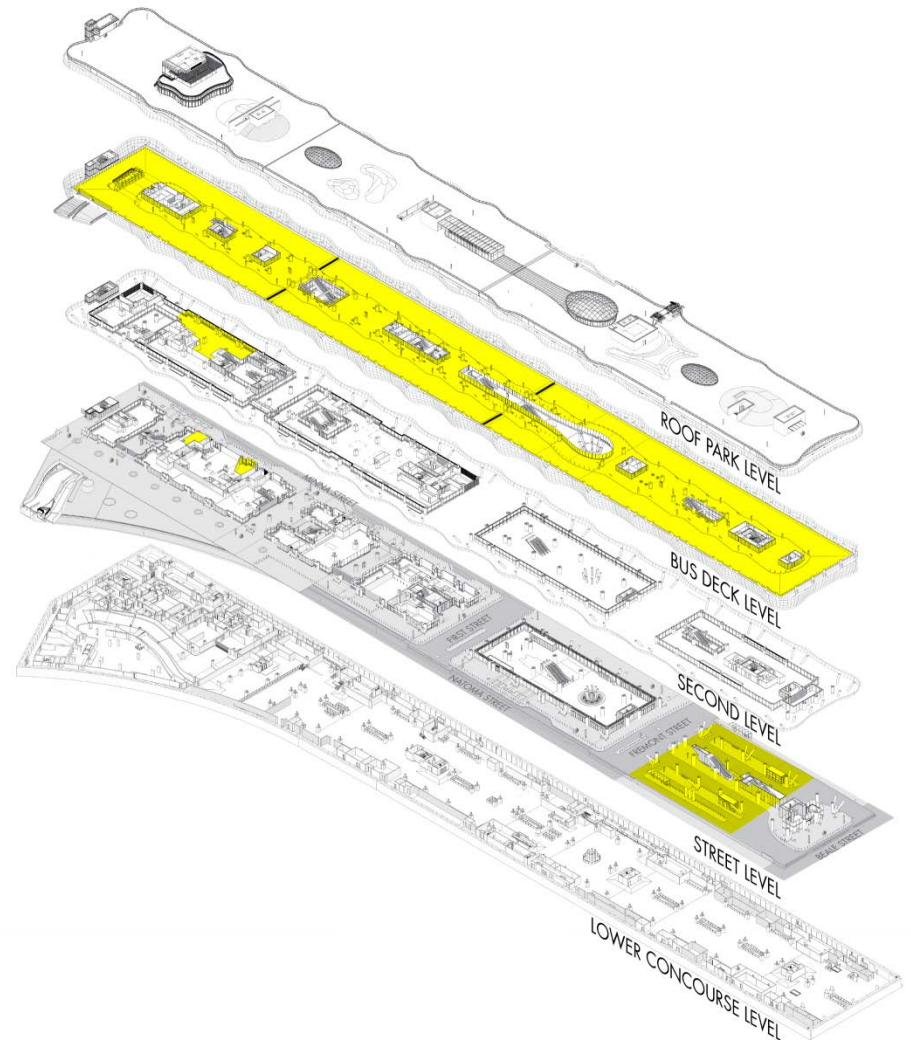
Facility Readiness – PRI Pop-Up Retail

- Completed comprehensive plan to include revenue projections
- Continue to market pop-up spaces with ongoing coordination with BRV, Pearl, and Colliers
- Finalizing agreements for bus plaza by June 15 and rest for August 12
- Presentation of program in May



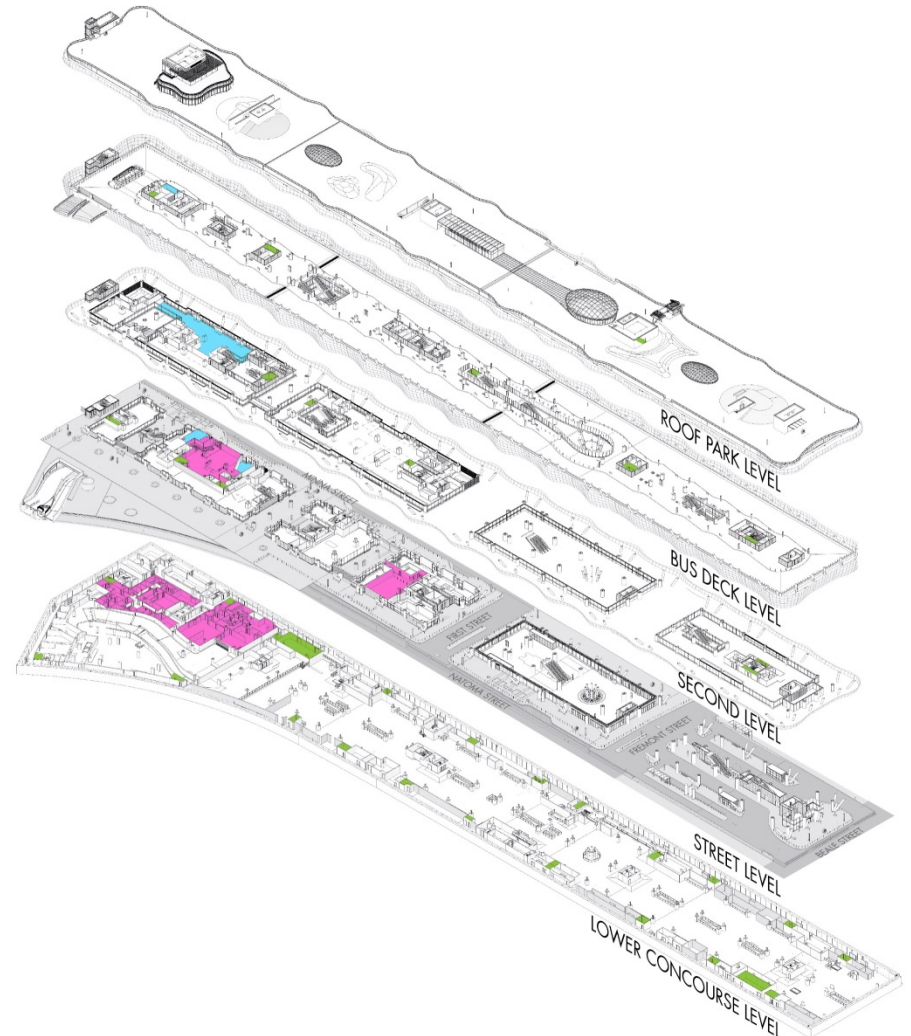
Facility Readiness - Transit

- Vacating temporary terminal notices to be updated in May
- SFTMA agreements for bus plaza lease and ancillary agreements nearly complete; TJPA Board in May
- Continuing to work with AC Transit to support completing license agreements
- Targeting TJPA Board in June for Amtrak who is ready to commit to 2nd floor lease with TJPA pending coming to terms with AC Transit for bus deck

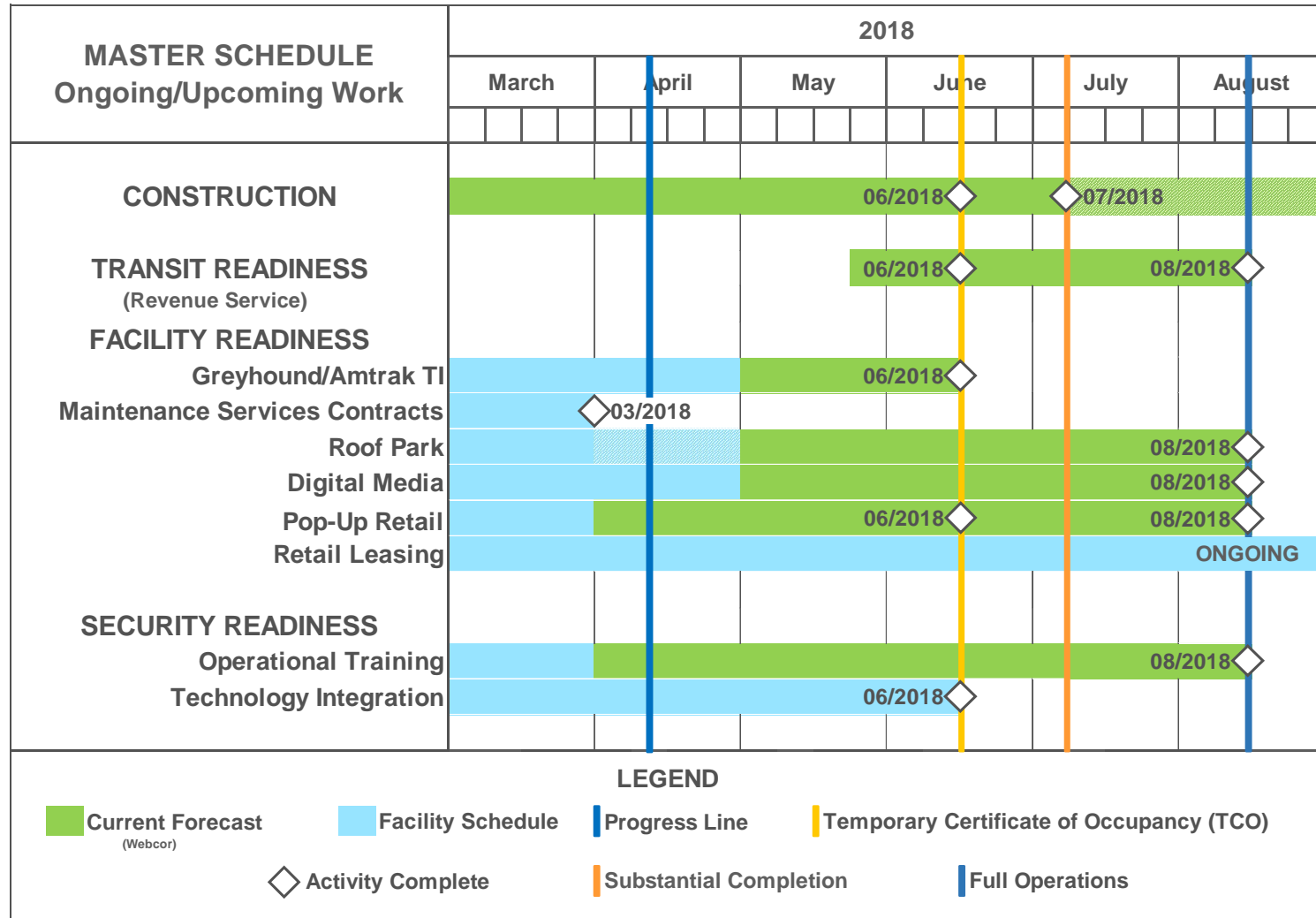


Facility Readiness - Security

- BOS approved legislation to include Salesforce Park in the SF Municipal Code during their first April meeting
- Standard Operating Procedures are under development & will be in place prior to start of revenue service
- On-site security training will begin June 1st
- PSIM and ECS/MNS project will be complete in June 2018, provided the security team has access to the building, with operable security systems, in due time
- Bus Plaza security will remain in place, under the Temporary Terminal contract, when it fully opens for start of revenue service



Schedule





Questions?

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