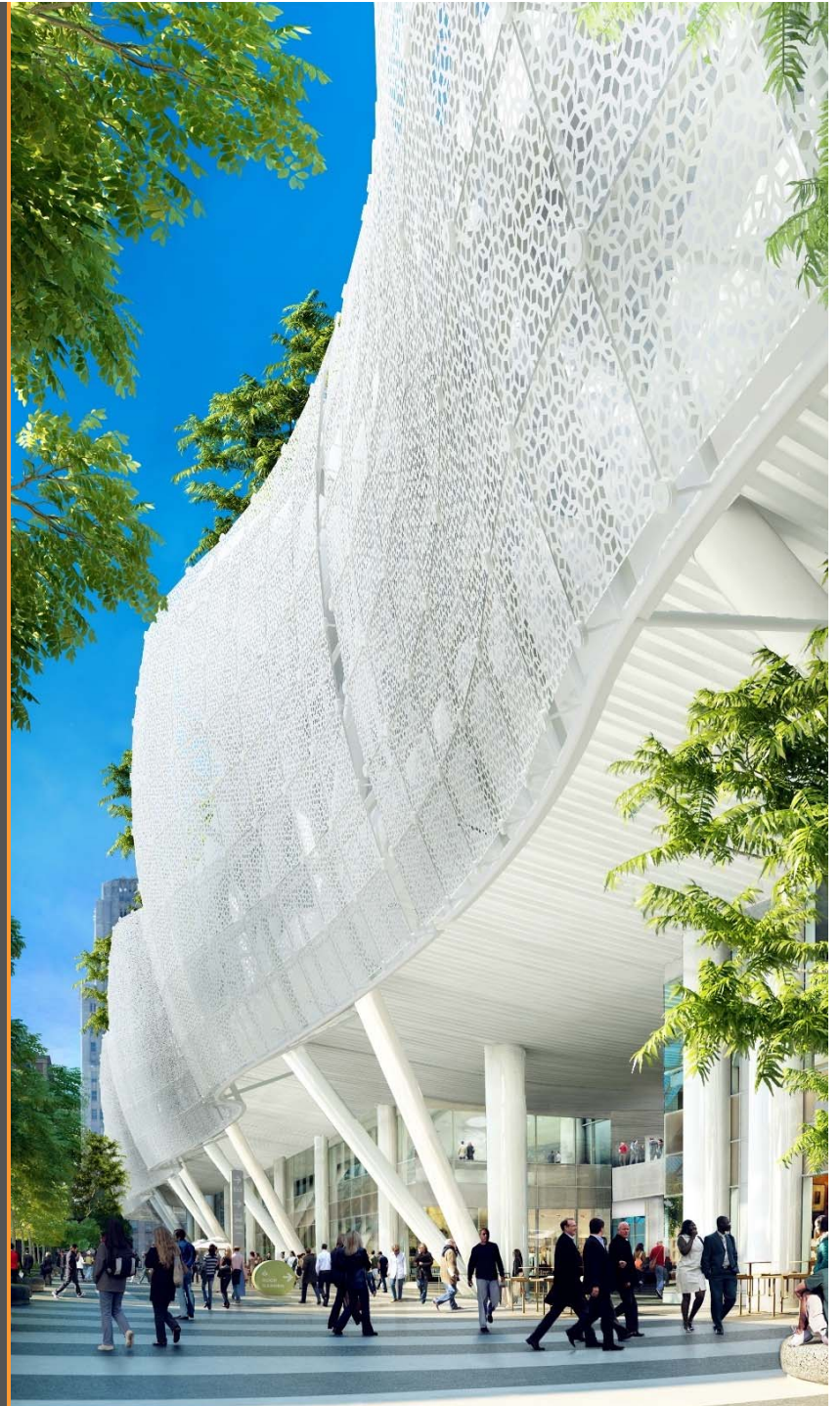


CRC Item No. 5 - February 16, 2018

# Facility Readiness Update Retail Leasing



# Colliers Leasing Report By Stage

Industries	Prospects	Inquiries	Preview	Touring	LOI	Legal	Lease Out	Idle	Dead	Total	
Restaurant - Quick Service	11	7	4	9	4			8	9		
Restaurant - Fast Casual	10	2	2	2				9	7		
Restaurant - Full Service	5			2				6	3		
Bar	7	1	2	5				6	3		
Sporting Goods			1	1							
Fitness		2			2			3	3		
Grocery	3	1						2	6		
Coffee	1	2		5	3			3	3		
Toy/Gift/Craft	1							3			
Health/Beauty	2							1	1		
Salon/Spa	5							2	1		
Electronics	2	1			1			2	1		
Services	5	2	1	1				3	1		
Specialty Retail	1	1	1					2	2		
Apparel/Accessories		1		1	1			2	3		
<b>Total</b>	<b>53</b>	<b>20</b>	<b>11</b>	<b>26</b>	<b>11</b>			<b>52</b>	<b>43</b>	<b>216</b>	<b>1.26.18</b>
										<b>183</b>	<b>1.16.18</b>

Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Total	
	2	26	8	1	5	1	43	1.26.18
							38	1.16.18

**DEFINITION OF STAGE**

- Prospects: Tenants Colliers has targeted and is reaching out to
- Inquiry: Comes through the website (registrants) + anyone who inquired prior to launch
- Preview: These people have been contacted through our Gmail and directed to a location in the center/invited to submit a proposal.
- Touring: Self-explanatory
- LOI: Trading paper
- Legal: Lease being drafted
- Lease Out: Lease negotiations
- Dead Deal: Tenant has been rejected, opted out, or deal died
- Idle: No communication after several attempts to reach to them, or TJPA not ready to reject tenant.

# Colliers Progress Report By Stage

		Actual/Target*						YTD
Stage		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	1.26.18
	LOI:	11/13	0/13	0/8	0/1			11/35
On	Negotiate:		0/13	0/13	0/8	0/1		0/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35

	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
<b>A SERIES</b> GROUND (4 Spaces)					●●●●				
<b>B SERIES</b> GROUND (5 Spaces)					●●●●●				
<b>C SERIES</b> GROUND (8 Spaces)					●●●●●●●●				
<b>D SERIES</b> GROUND (6 Spaces)						●●●●●●			
<b>E SERIES</b> SECOND (3 Spaces)					●●●				
<b>F SERIES</b> SECOND (5 Spaces)					●●●●●				
<b>PARK LEVEL</b> PARK - A Spaces (2 Spaces)						●●			
<b>TOTAL</b>					13 Spaces	13 Spaces	8 Spaces	1 Space	
<b>% OPEN</b>					37%	74%	97%	100%	

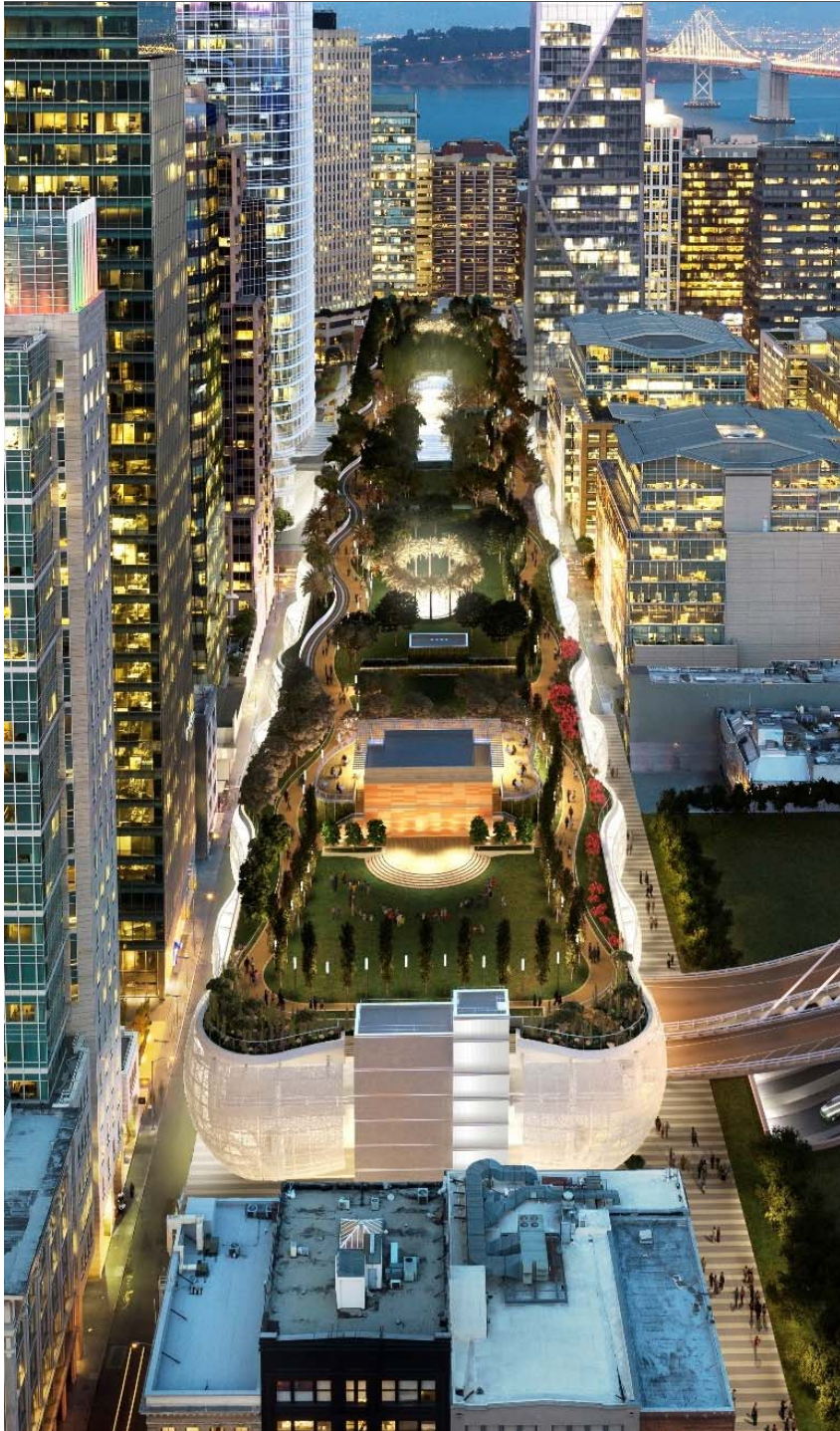
*Pop Ups* (indicated by a blue curved arrow pointing from the bottom-left towards the top-right of the chart area)

\*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





# Questions?

**TJPA**  
TRANSBAY JOINT POWERS AUTHORITY

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