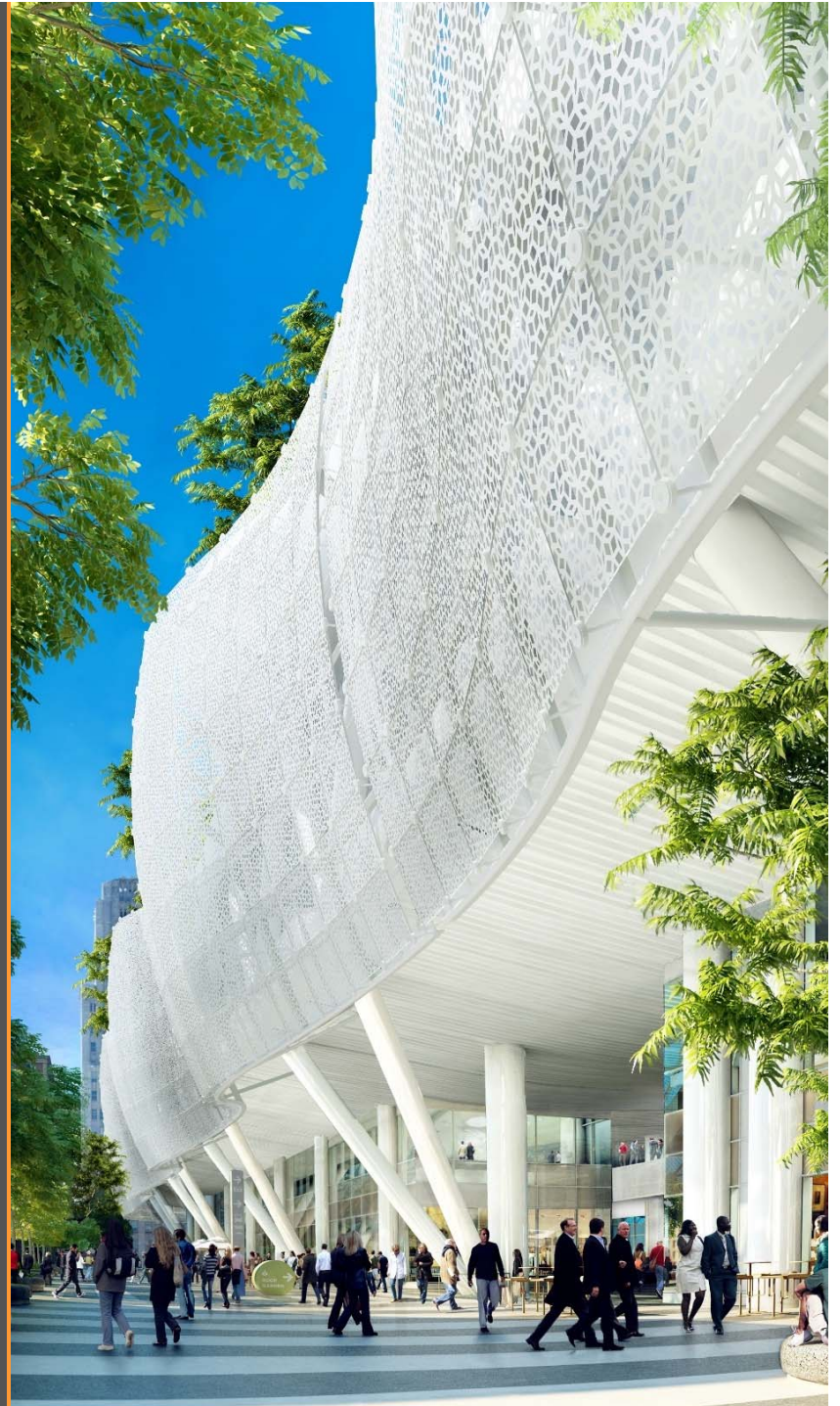


CRC Item No. 6 – August 29, 2018

Operations Update



Colliers Progress Report By Stage

Deal Pipeline		ACTUAL/TARGET					
Stage	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	NOW
LOI	25/13	20/13	19/8	0/1			19/35
Negotiate		9/13	8/13*	0/8	0/1		8/35
Sign			8/13*	0/13	0/8	0/1	8/35

Quarterly actuals will fluctuate as deals are vetted

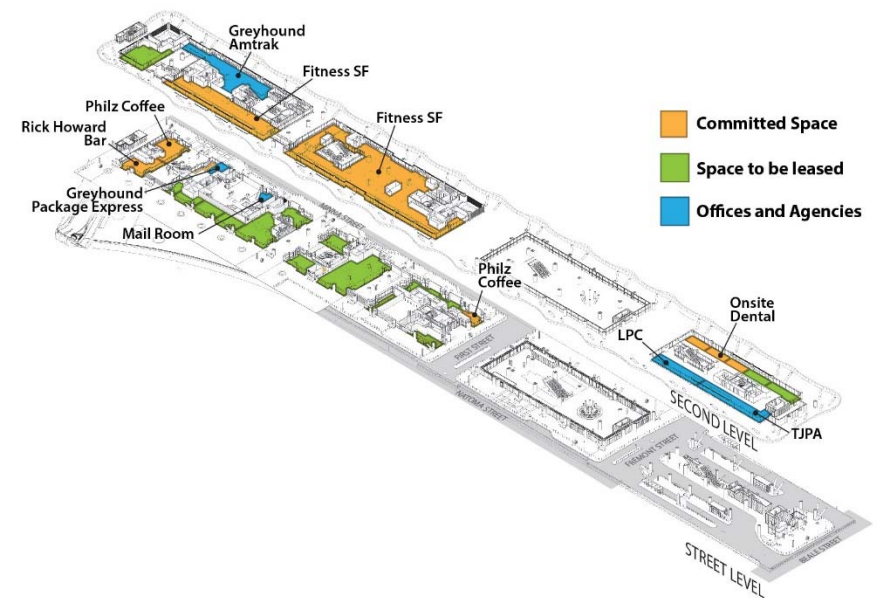
Store Opening Targets		Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
Ground Floor		7	9	8		
2nd Floor		6	2		1	
Rooftop			2			
		13	13			
Total		Spaces	Spaces	8 Spaces	1 Space	
% Open (35)		39%	74%	97%	100%	

*5 leases representing 8 spaces

Assumes about 16 weeks of construction time on average

Lease Status

	Total	Committed to Date	Total	% Committed to Date /
Square Feet	100K	43.5K	43.5K	43%
# Retail Spaces	35	8	8	23%
Annual Retail Rent	\$5.5M	\$2.2M	\$2.2M	40%

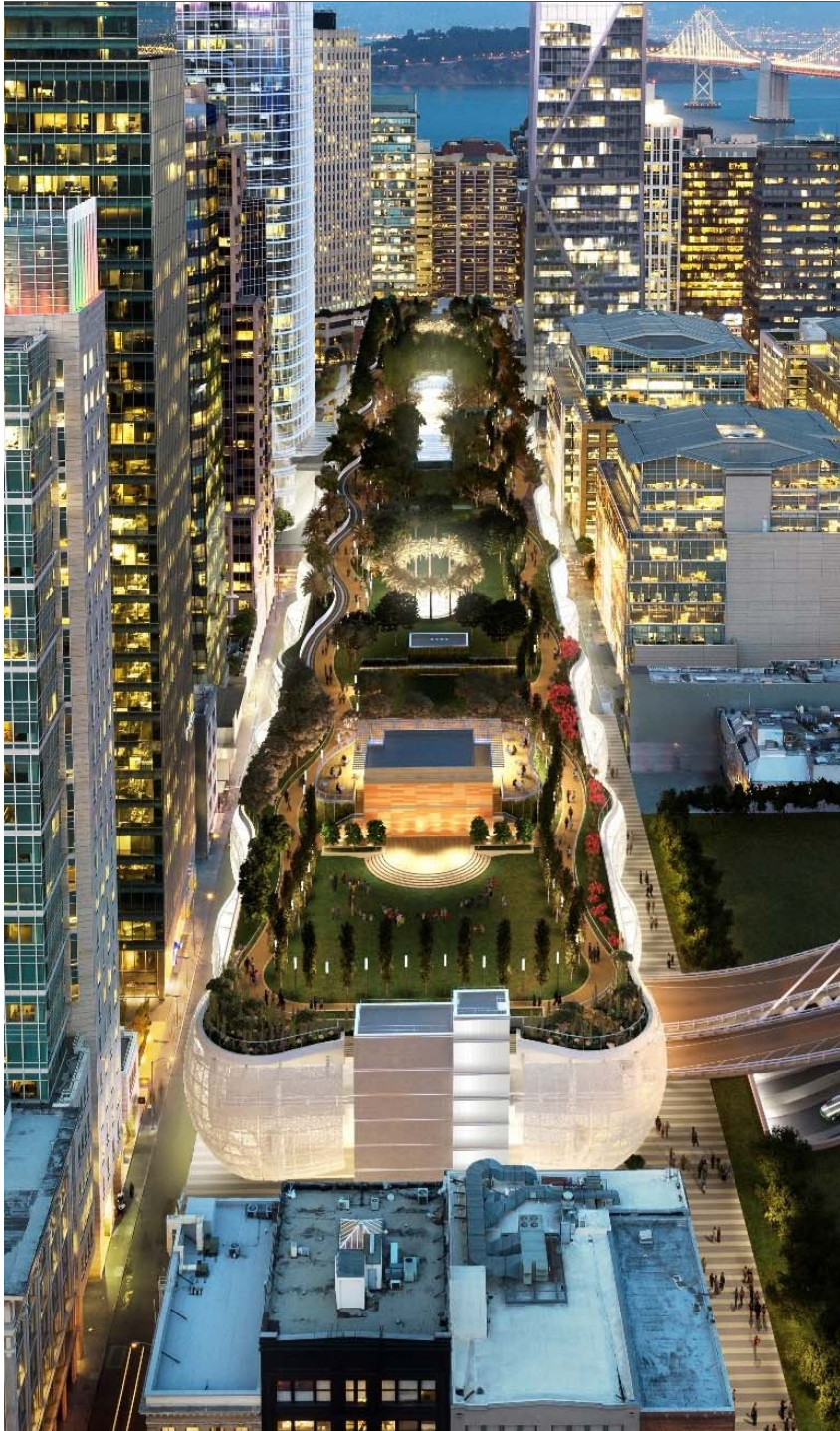


Lease Status

Proposed Tenant	Sq. Ft.	Suite #	Lease / Proforma Term In Years	Lease / Proforma Rent Over Term	Lease / Proforma TJPA Costs (T.I. + Shell)	Lease / Proforma Net Proceeds in Excess of Proforma
Fitness SF	34,508 Includes former Amtrak space	208 212	15/10	\$25,409,965 / \$18,098,814	\$6,450,800 / \$8,108,100	\$18,959,156 / \$9,990,714
OnSite Dental	3,475	216 218 220	10/10	\$2,987,773 / \$2,390,218	\$589,000 / \$1,353,750	\$2,398,773 / \$1,036,468
Philz Coffee	2,157	100	10/10	\$1,854,569 / \$1,298,198	\$595,700 / \$971,400	\$1,258,869 / \$326,798
Philz Coffee*	1,041	143	10/10	\$1,790,084 / \$1,790,084	\$394,100 / \$464,100	\$1,395,984 / \$1,325,984
Rick Howard Bar	2,300	103	15/10	\$2,780,537 / \$1,257,874	\$667,500 / \$960,000	\$2,113,037 / \$297,874
* Does not require Board Approval						

Operations Status

- Facility Operations: Lincoln fully staffed; services implemented; refining processes; continued engagement with Webcor
- BRV: Park programming fully implemented; heavy use being managed
- Pearl: Working through Webcor commissioning; start of revenue in the Fall
- PRI: Pop up program implemented ground, bus deck and park levels; continue to refine and improve
- Security Operations: Fully staffed; camera adjustments and access controls installation on-going
- Transit Operators: Pending Amtrak and Golden Gate transit occupancy
- Bus Storage Facility: open and being supported



Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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