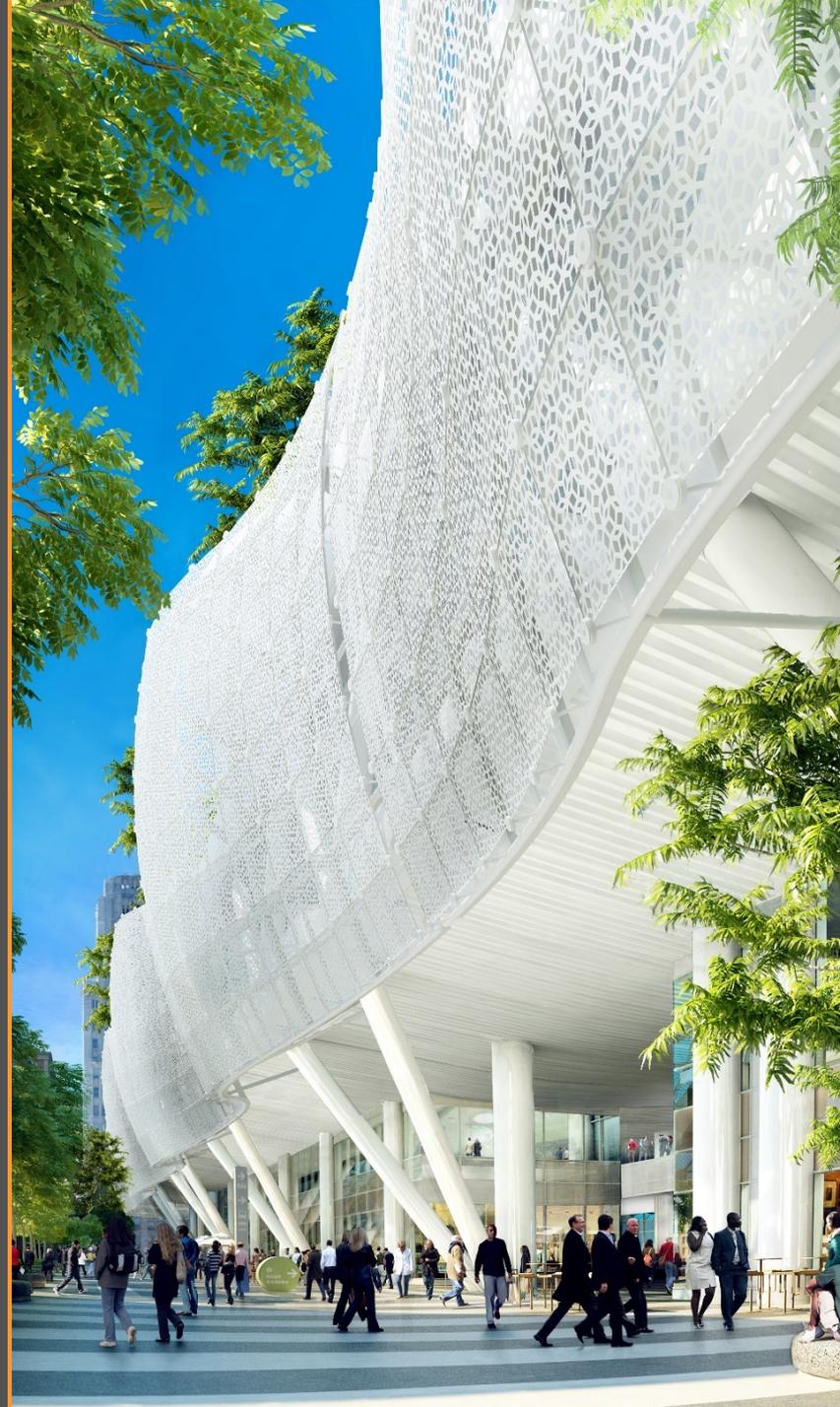
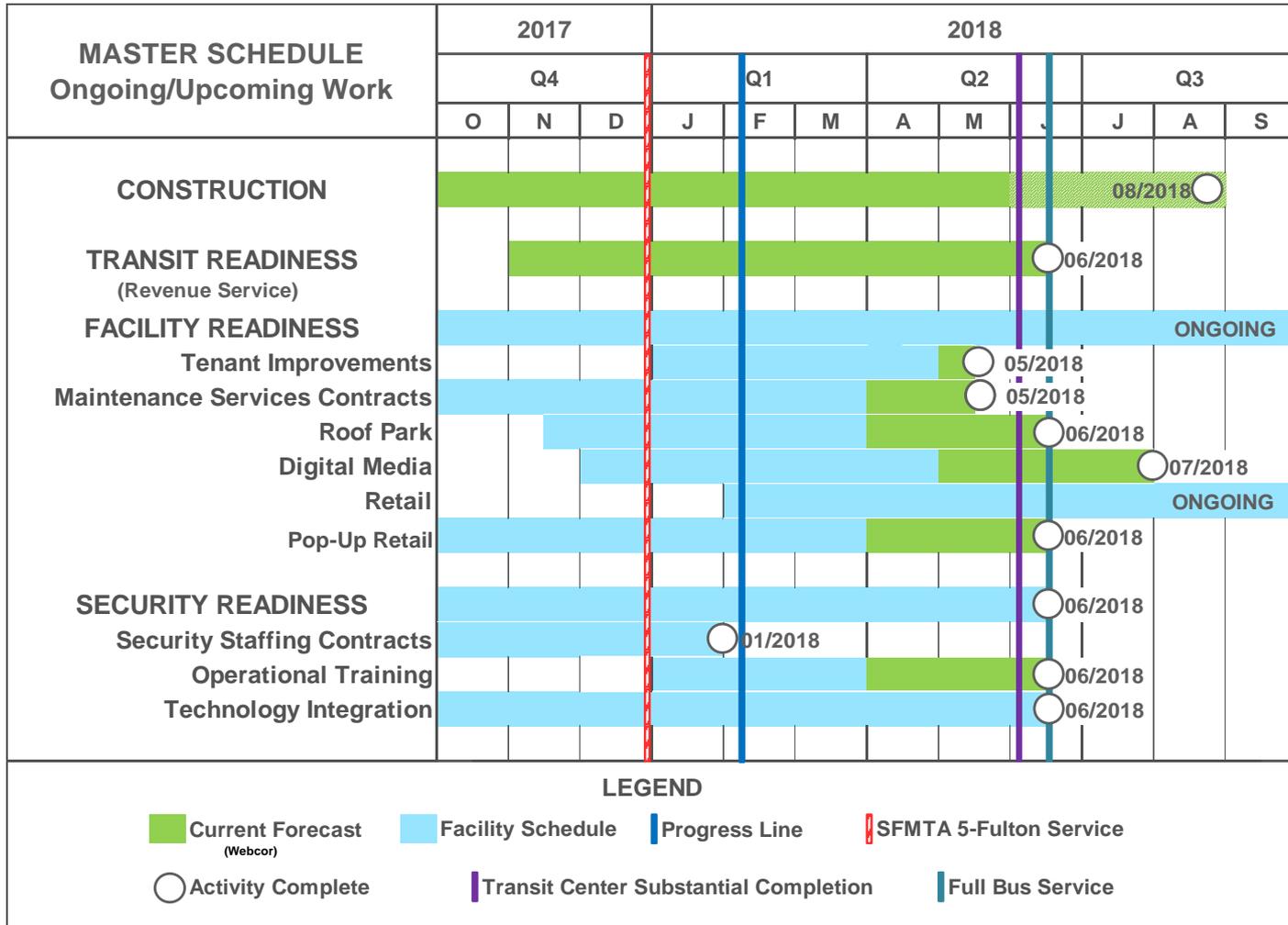


# Facility Readiness Update

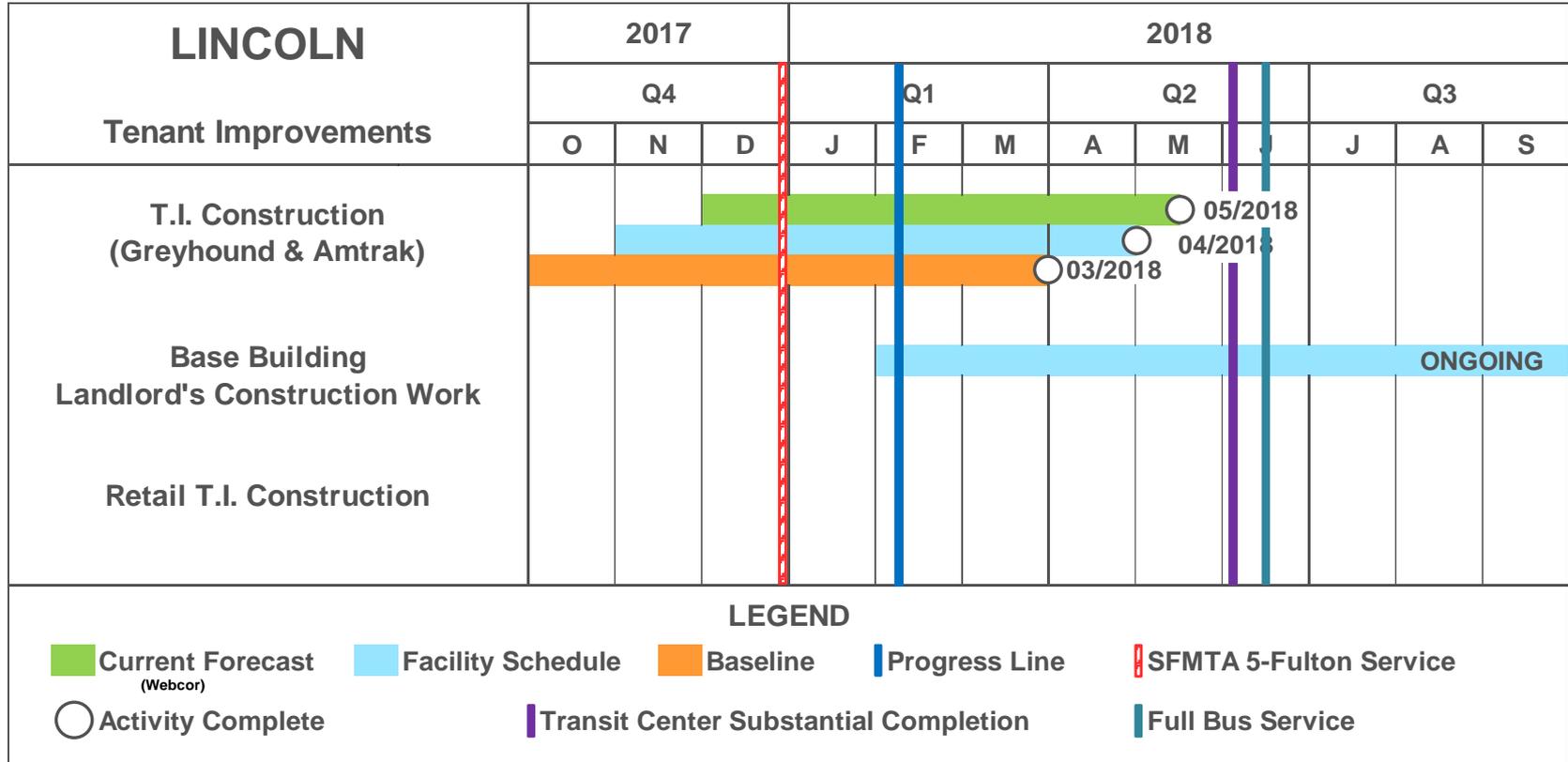
February 6, 2018



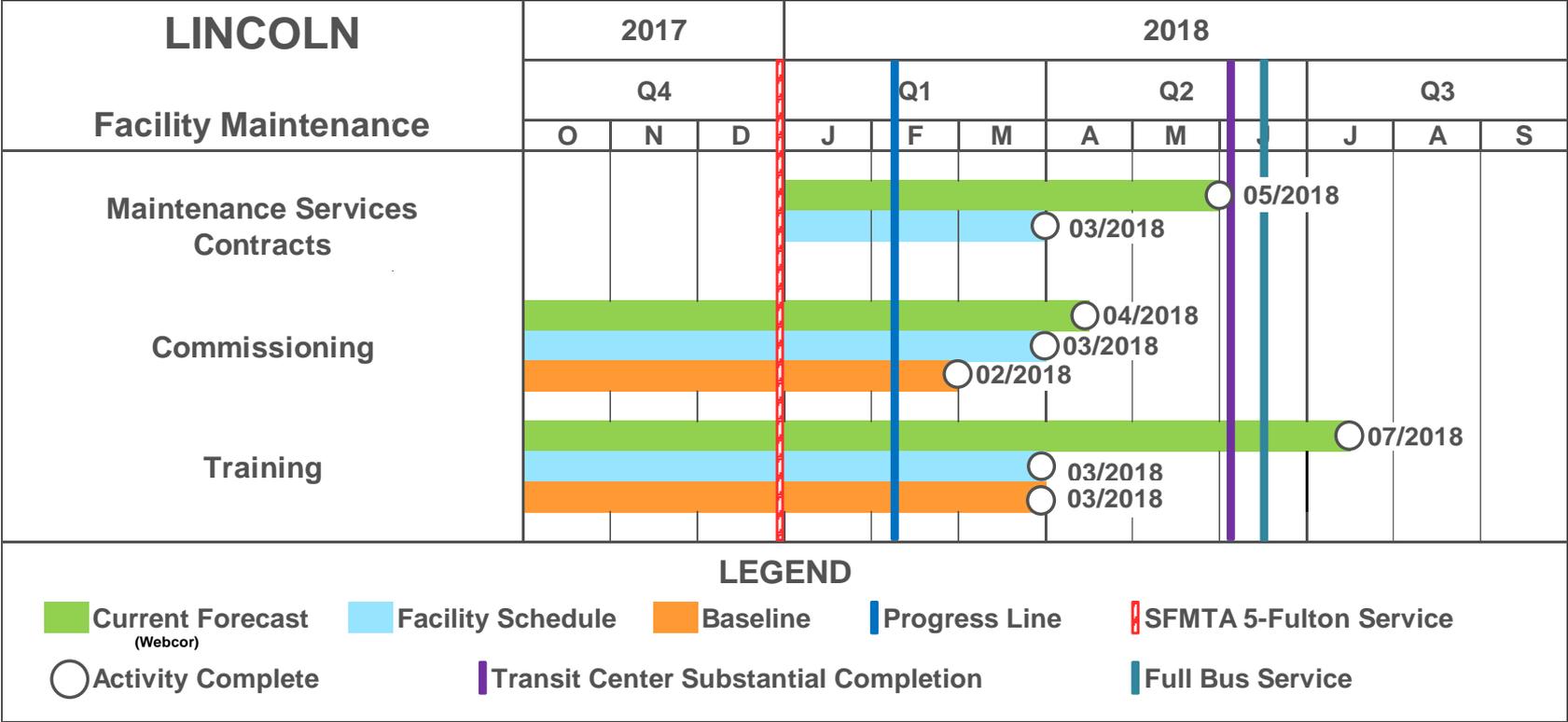
# Schedule



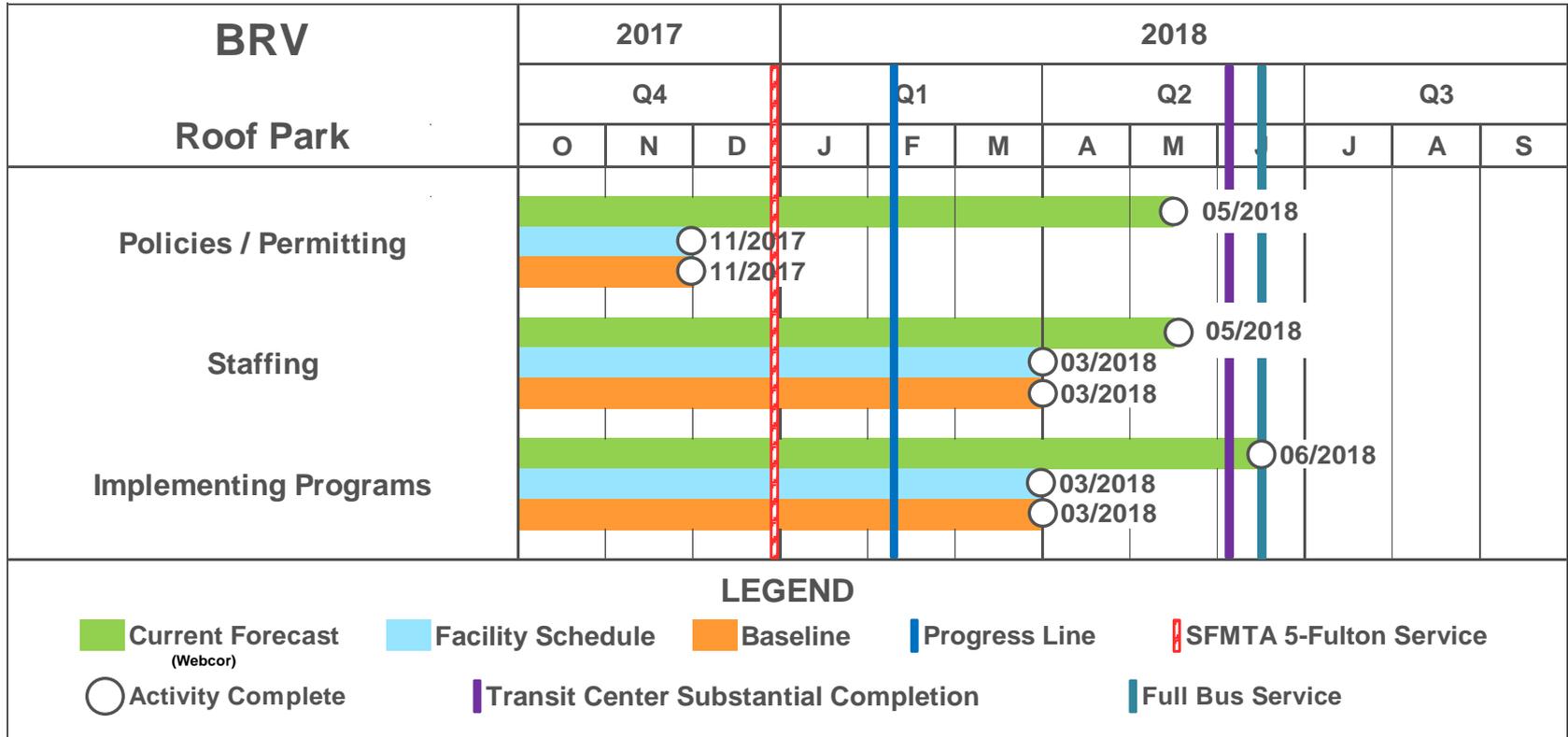
# Facility Readiness – Lincoln Tenant Improvements



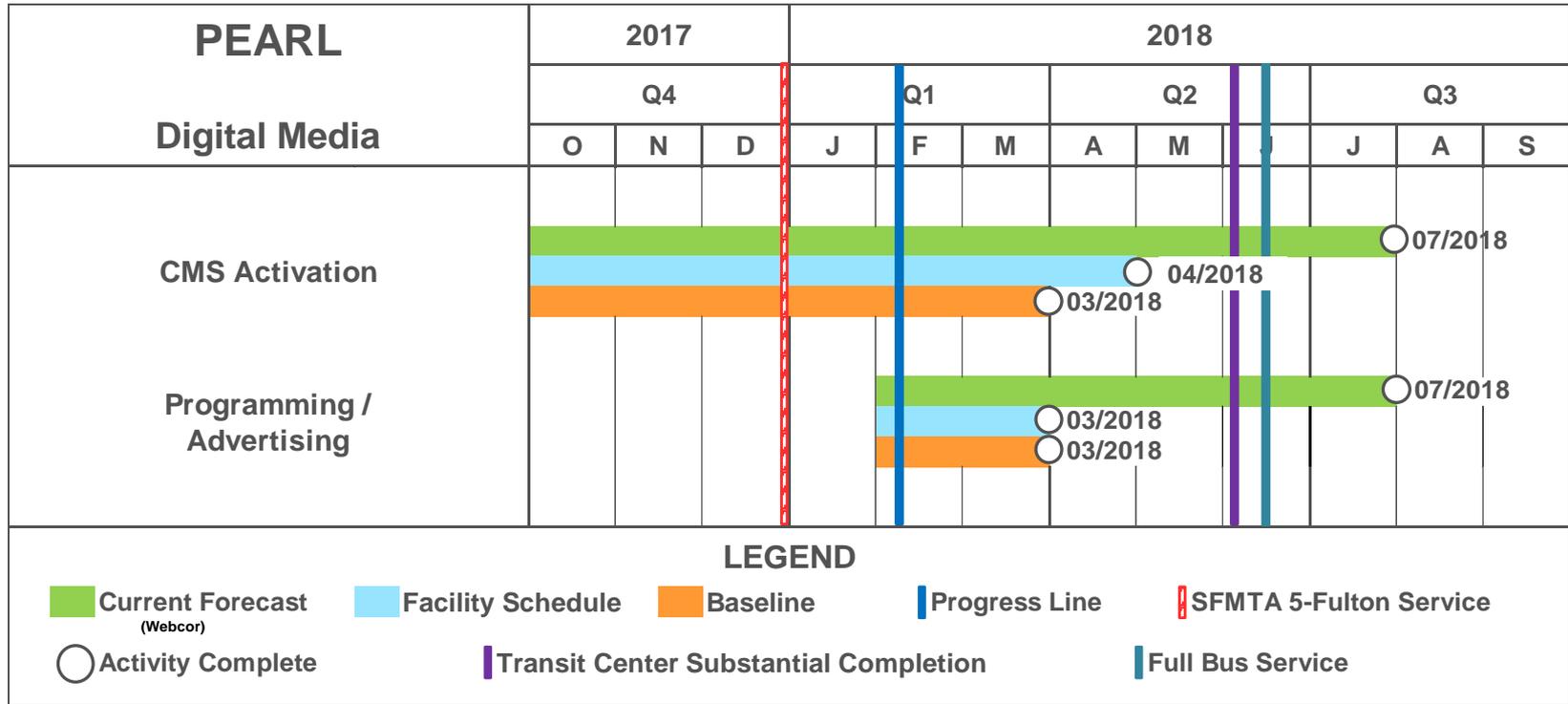
# Facility Readiness – Lincoln Facility Maintenance



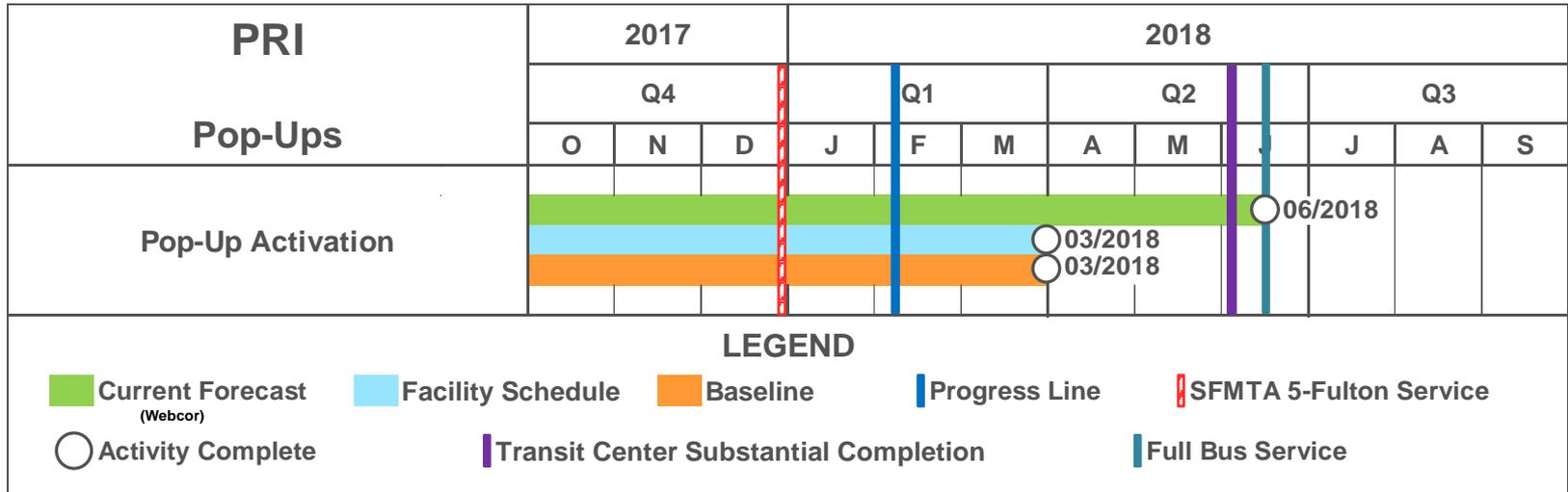
# Facility Readiness – BRV Roof Park



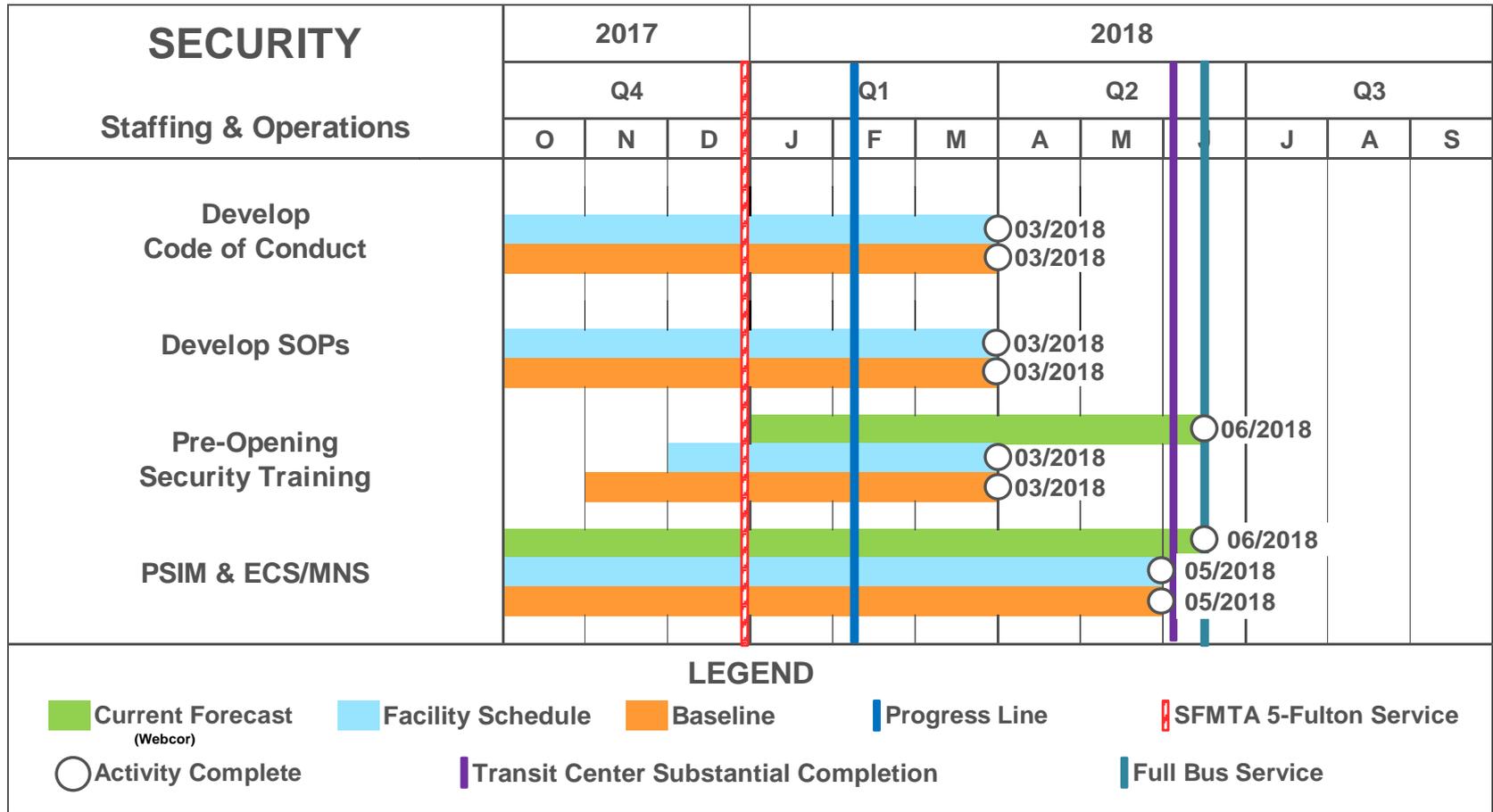
# Facility Readiness – Pearl Digital Media



# Facility Readiness – PRI Pop-Up Retail

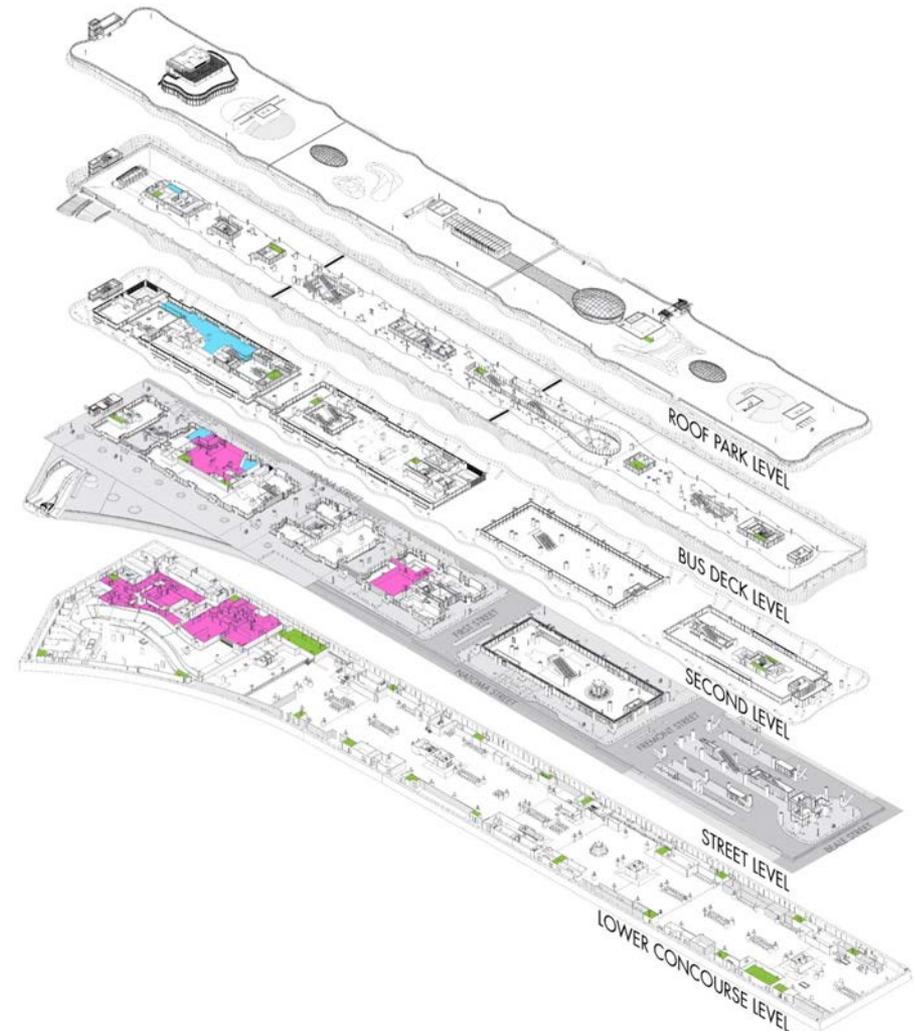


# Facility Readiness - Security



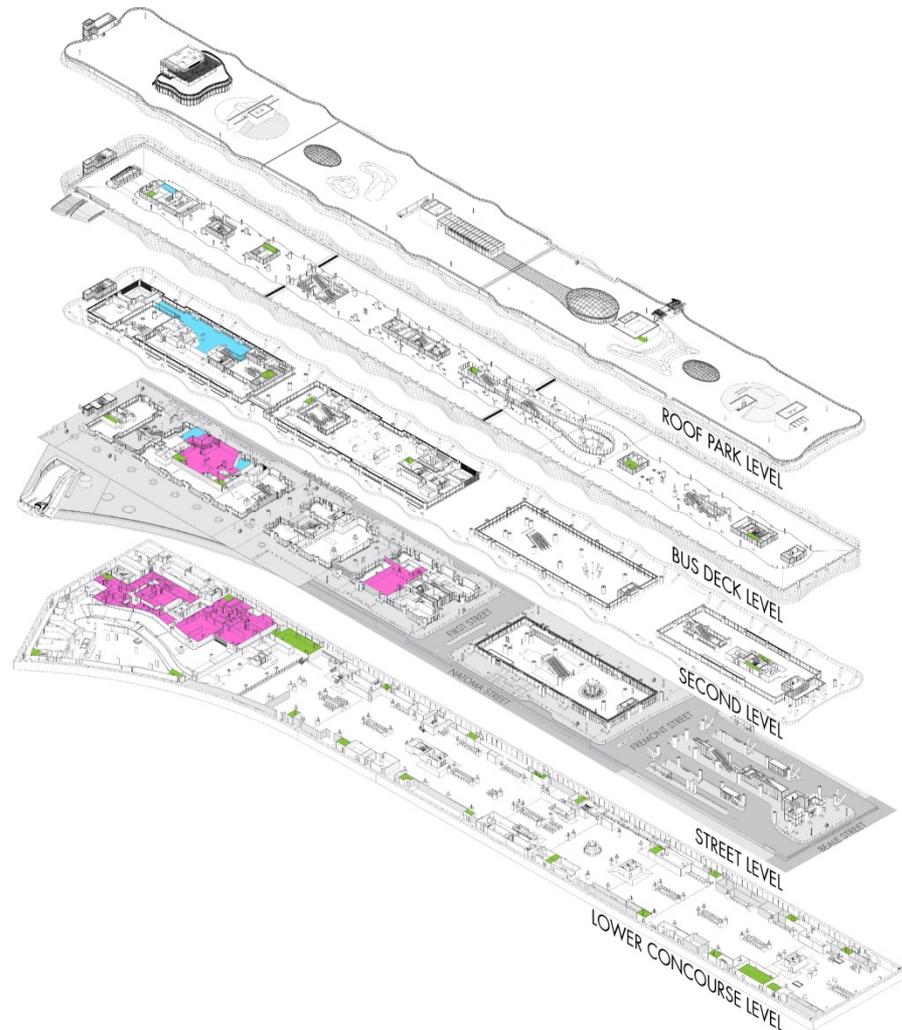
# Facility Readiness – Lincoln Tenant Improvements

- Greyhound & Amtrak
  - Greyhound & Amtrak finalized budget numbers
  - TJPA/Lincoln/Turner SPD & Webcor coordinating access
- Operational Areas
  - Converting Mailroom schematics to construction drawings
  - Converting TJPA/Lincoln office schematics to construction drawings
- Permitting
  - TJPA deferring permitting authority to DBI for retail areas; process framework complete end of February



# Facility Readiness – Lincoln Facility Maintenance

- Negotiating marketing and promotion contract (4 proposals received)
- Reviewing bids for 50+ RFP responses for service contracts
- Finalizing equipment procurement options
- Commenced planning on emergency response protocols
- Commissioning activities ongoing
- Conducting bi-weekly meetings with Webcor on O&M/Warranty deliverables



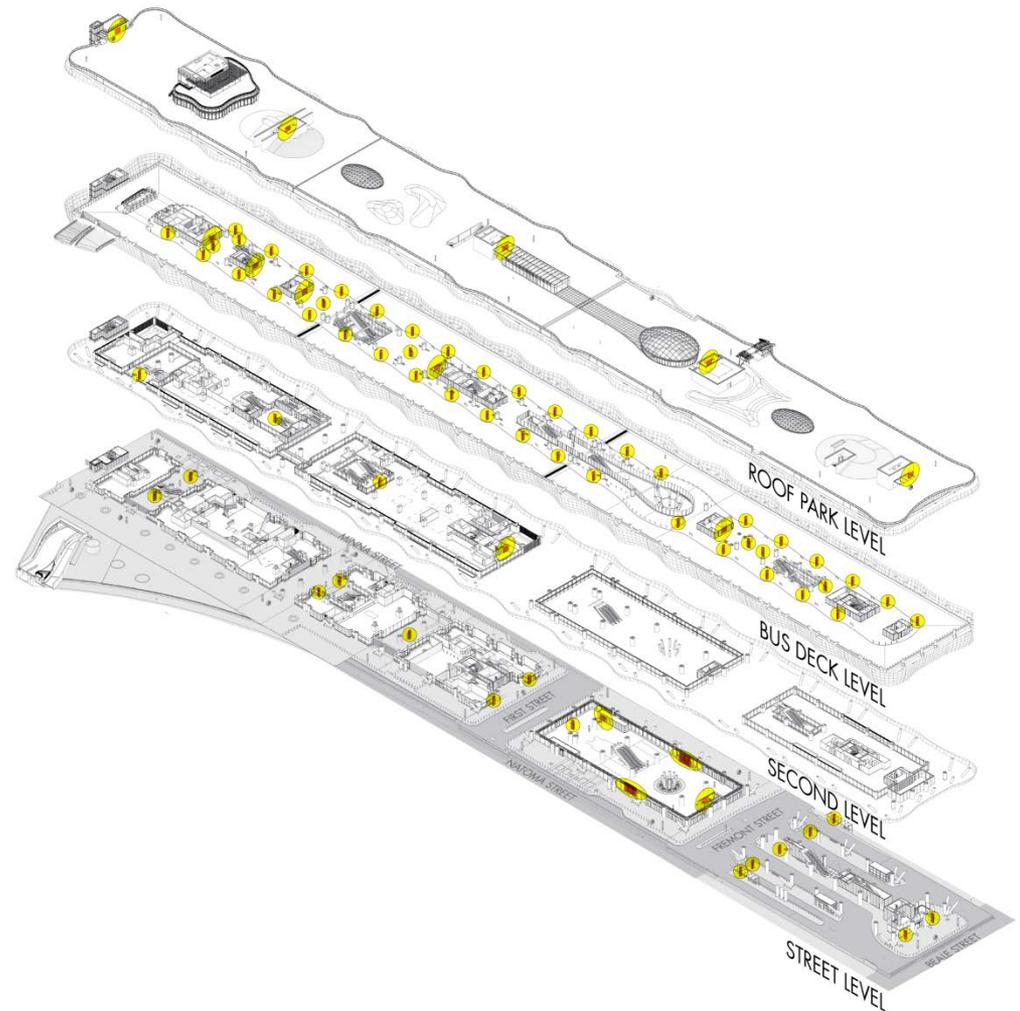
# Facility Readiness – BRV Roof Park

- Narrowing in on initial programming and event calendars
- Coordinating park utility and janitorial needs
- Coordinating security program with Chief Security Officer
- Setting up procedural requirements for programming and events partners
- Applying for a Place of Entertainment permit
- Continuing outreach to potential programming partners



# Facility Readiness – Pearl Digital Media

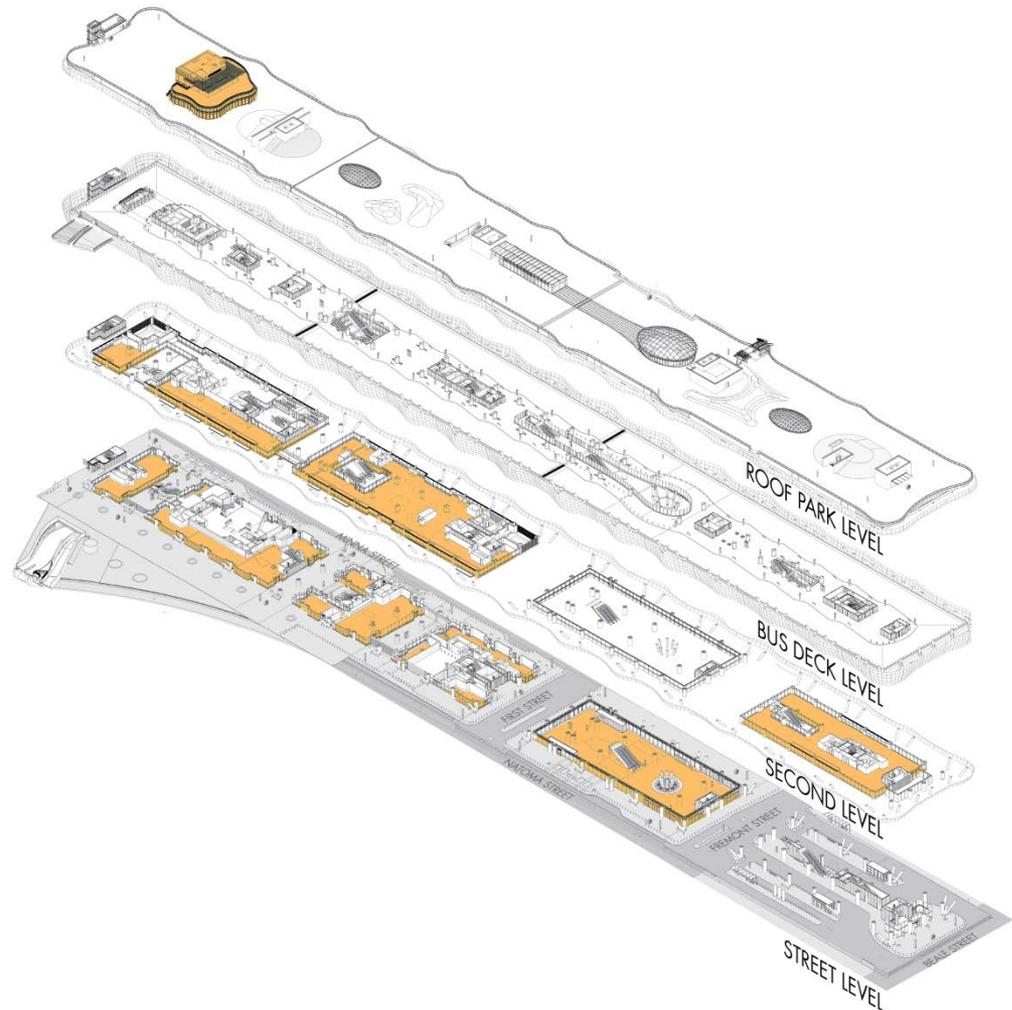
- Collaborating with transit operators and MTC-511 for transit information display is ongoing
- Sales packages being marketed
- Advertising sales are in process and campaigns will commence upon center opening
- Transit center temporary website active:
  - <http://salesforcetransitcenter.org>
  - <http://salesforcetransitcenter.net>
  - <http://salesforcetransitcenter.com>
- Pearl will present to the Board in March



# Facility Readiness – PRI Pop-Up Retail

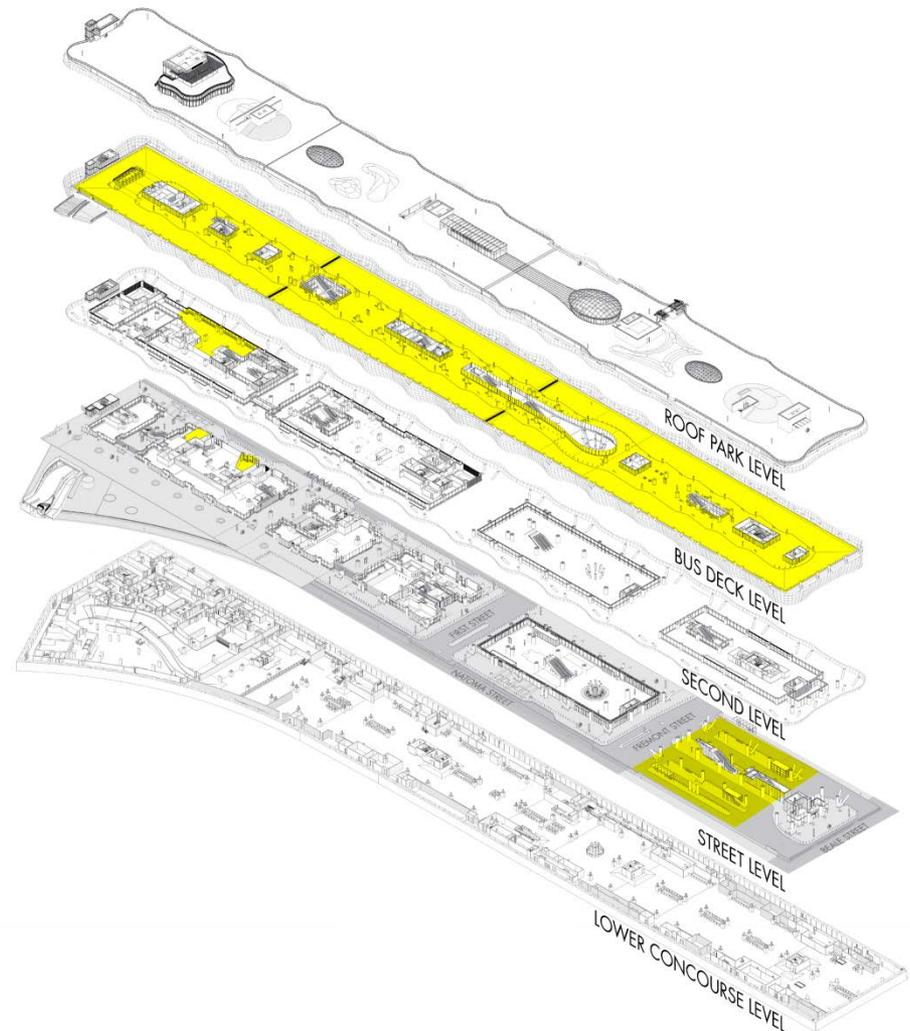
## PRI:

- Completed license agreement template
- Finalizing pop-up business locations & plan to include revenue projections
- Continuing to market pop-up spaces
- Ongoing coordination with BRV, Pearl, and Colliers



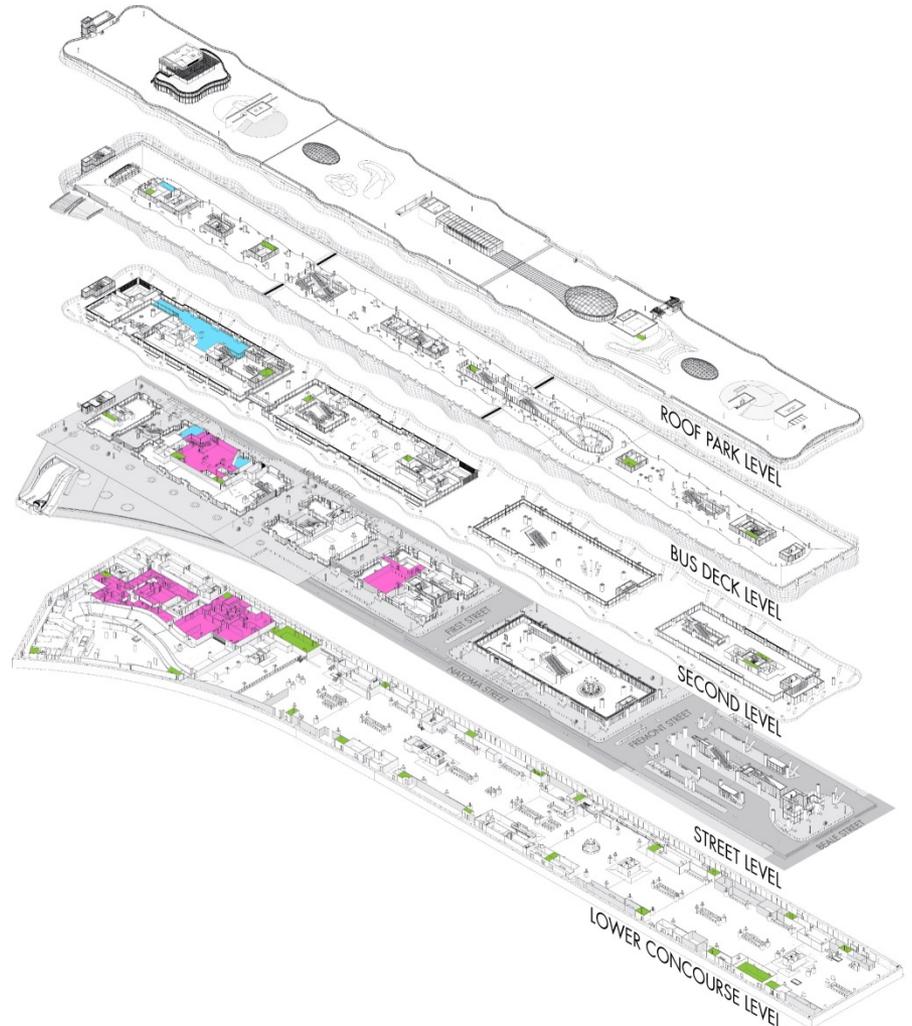
# Facility Readiness - Transit

- Planning for bus deck testing-training with AC Transit underway
- Planning commenced for vacancy of temp terminal
- Completed negotiation with SFMTA for bus plaza lease; agreements for OCS-TVM-Traffic Signal nearly complete
- AC Transit bus deck draft agreements sent end of January; being presented to AC Transit Board in February
- Restarted talks with Amtrak for 2<sup>nd</sup> floor office



# Facility Readiness - Security

- Board awarded private security contract to AUS
- Board approved law enforcement MOU with SFPD
- Transit Center Code of Conduct under development; presenting to Board in March
- Developing Standard Operating Procedures
- Completing pre-opening security training prior to start of bus operations
- Coordinating PSIM and ECS/MNS with first responder agencies





# Questions?

**TJPA**  
TRANSBAY JOINT POWERS AUTHORITY

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# Retail Leasing Update

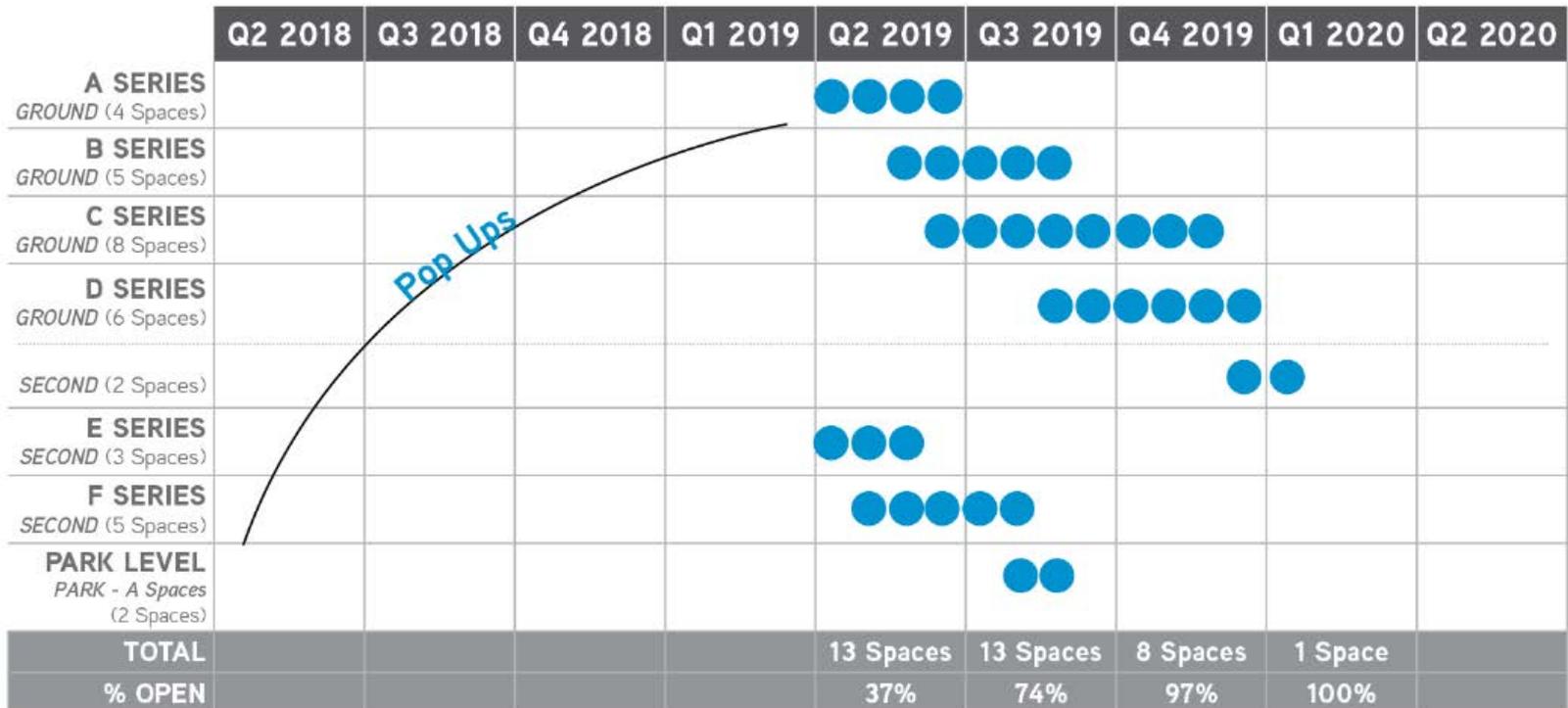
February 6, 2018



# Colliers Progress Report By Stage

		Target					
	TODAY	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
LOI:	11	13	13	8	1		
Negotiate:	0		13	13	8	1	
Sign:	0			13	13	8	1

Note: takes into consideration average construction time of 16 weeks.



# Colliers Leasing Report By Stage

Industries										
Stage:	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>
										183
										1.26.18
										1.16.18

Dead Because:	Merch				Not		Total	
	Chain	Opted Out	Proximity	Plan	Qualified	Pop-Up		
	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 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?

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