

Facility Readiness Update

May 8, 2018



Colliers Leasing Report By Stage

Industries										
Stage:	Prospects	Inquiries	Preview	Touring	LOI	Legal	Lease Out	Idle	Dead	Total
Restaurant: Quick-Service	6	5	3	7	13			26	16	76
Restaurant: Fast Casual	13	1	2		1			19	13	49
Restaurant: Full-Service	19	1	1	4	2			8	9	44
Bar		1		1	2			18	5	27
Sporting Goods			1						1	2
Fitness	2	1		1	1			5	4	14
Grocery	1			1				3	8	13
Coffee			1	2	2	2		5	4	16
Toy/Gift/Craft								4		4
Health/Beauty			1					2	2	5
Salon/Spa		1			1			2	3	7
Electronics	2		1	2				2	2	9
Services	8	1	1	2			1	5	9	27
Specialty Retail	1	1		2				3	3	10
Bookstore					1					1
Apparel/Accessories					1			3	4	8
Total	52	12	11	22	24	2	1	105	83	312
										288
										5.10.18
										4.12.18

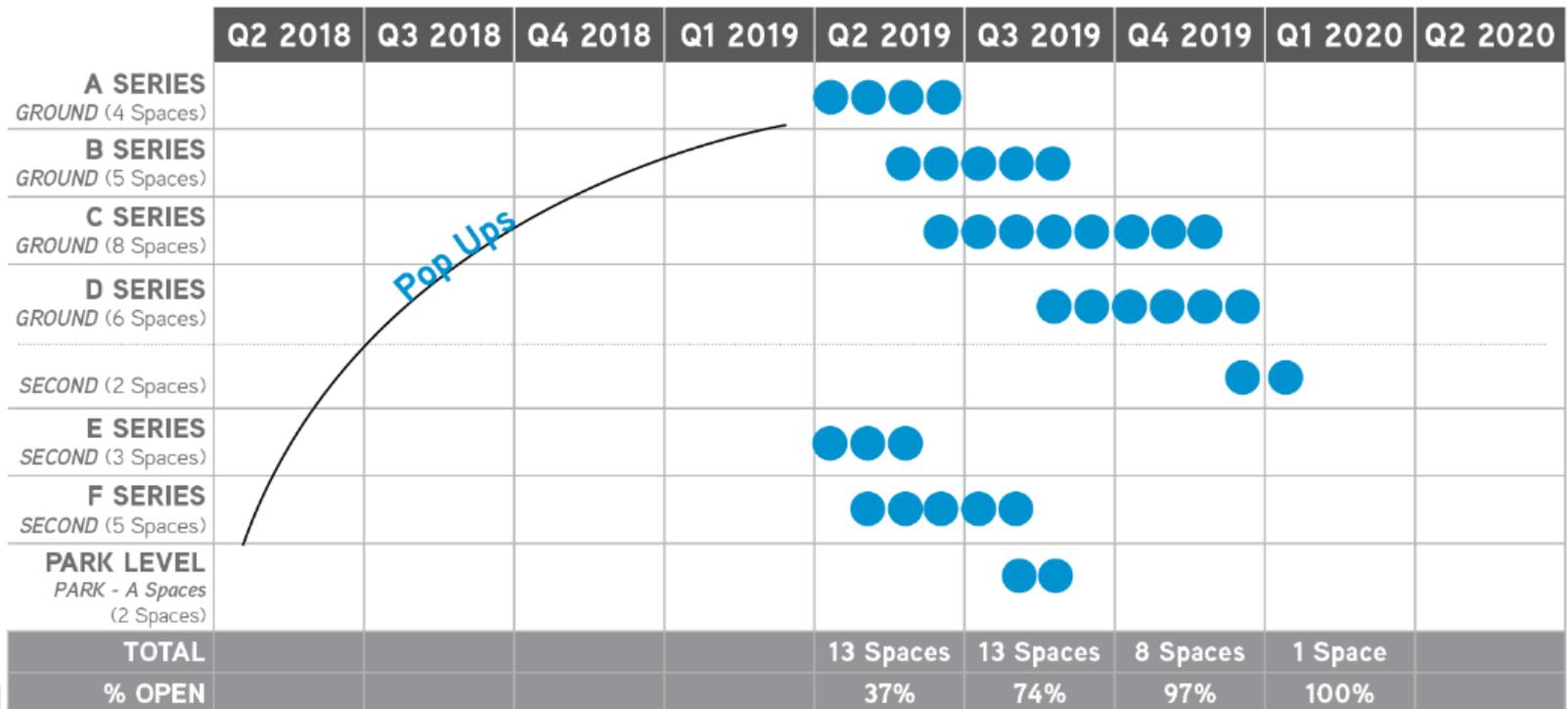
Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Competing Tenant	Total
	1	57	7	5	9	1	3	83
								79
								5.10.18
								4.12.18

DEFINITION OF STAGE

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

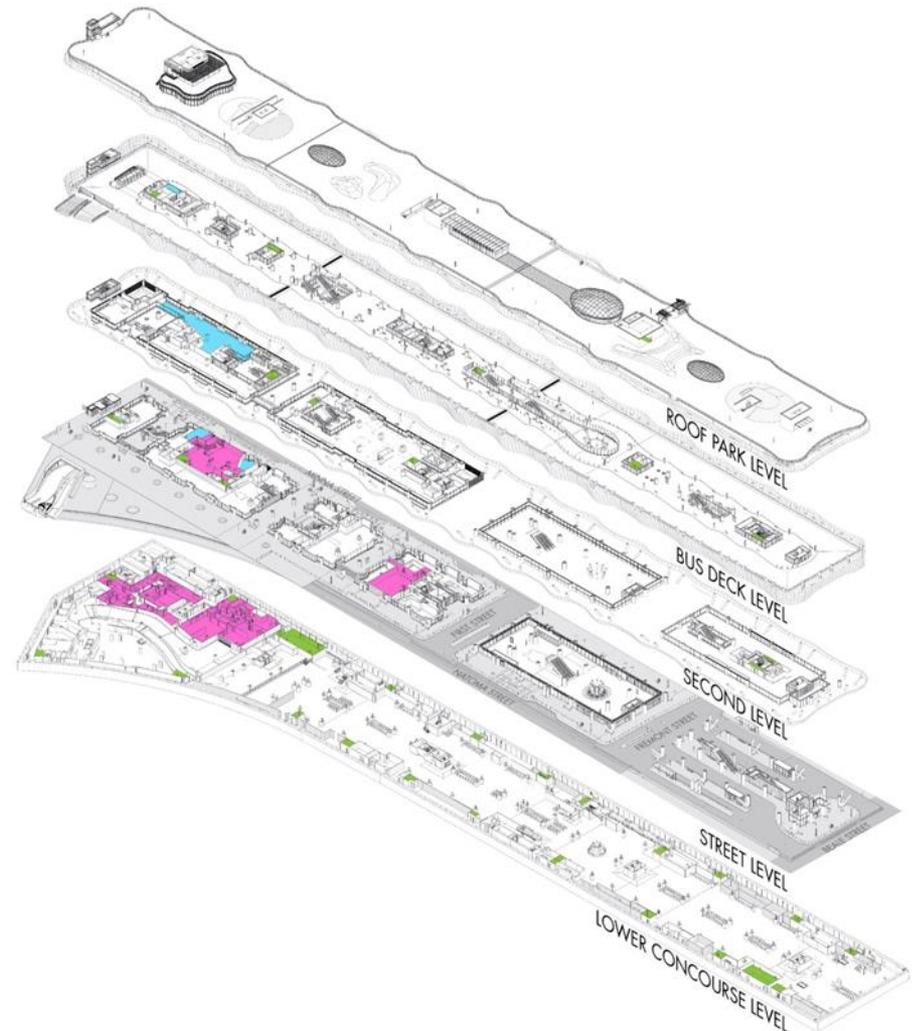
Colliers Progress Report By Stage

		Actual/Target*						YTD
		Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	4.12.18
	LOI:	20/13**	4/13	0/8	0/1			24/35**
On	Negotiate:		3/13	0/13	0/8	0/1		3/35
Off	Sign:			0/13	0/13	0/8	0/1	0/35



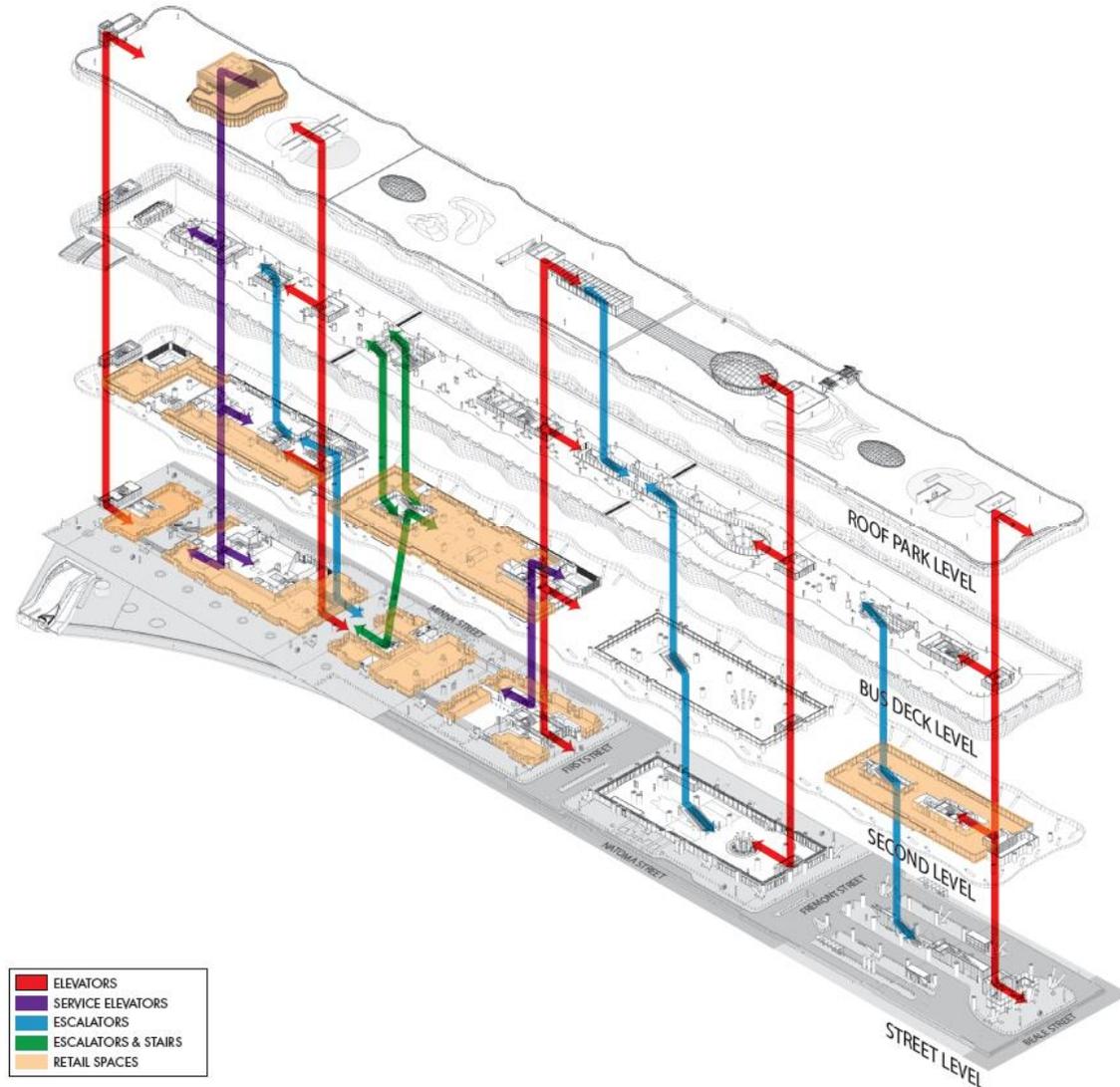
Facility Readiness – Lincoln Tenant Improvements

- Greyhound/Amtrak
 - TJPA/Lincoln/Turner SPD & WOJV coordinating access
 - Complete mid-July
- Operational Areas
 - TJPA/Lincoln/mailroom construction consolidated
 - Complete August
- Retail Areas
 - Process in place for prospective tenant budgeting & lease negotiation



Facility Readiness – Lincoln Tenant Improvements

- Path of travel planning includes:
 - Attractive barricades where needed
 - Elevator programming restrictions
 - Ground level vacant storefront treatment; contract in negotiation; target is opening

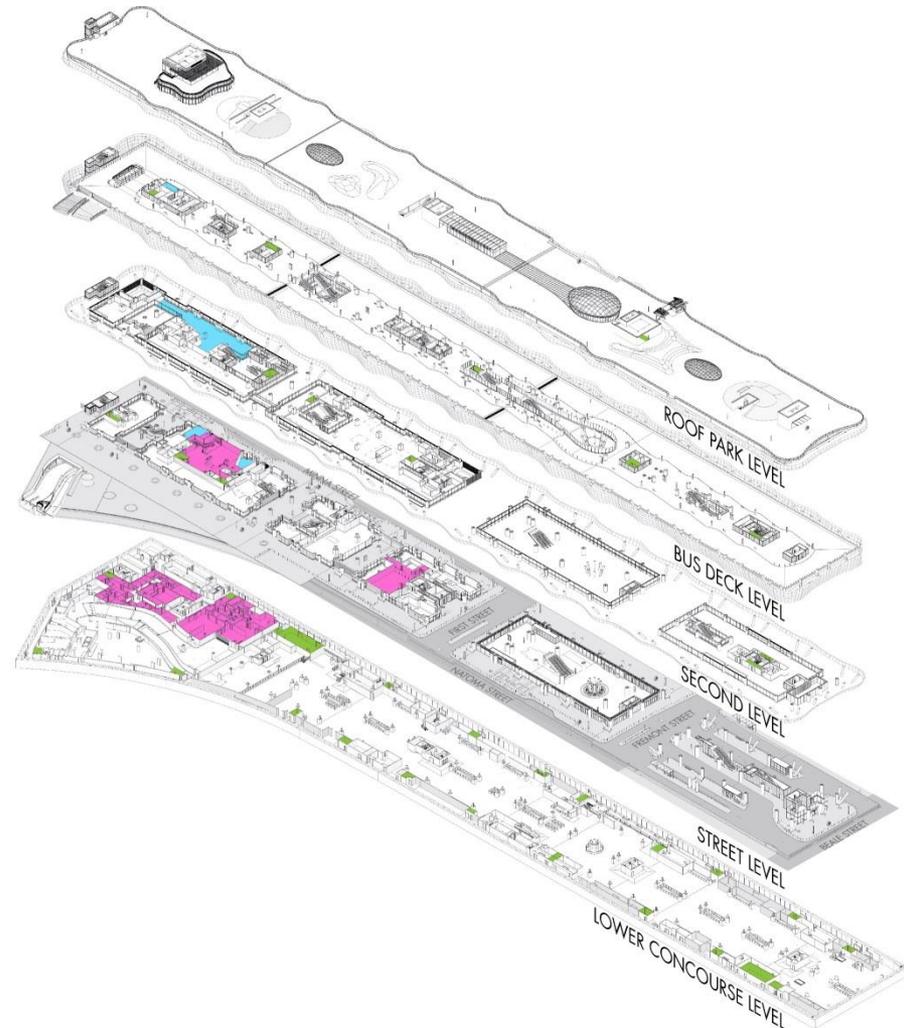


Facility Readiness – Lincoln Tenant Improvements



Facility Readiness – Lincoln Facility Maintenance

- IT services RFP in response phase; CMMS install & populate to commence in May
- Planning standard operating procedures and protocols
- Hiring E&M and janitorial labor commenced; equipment ordering commenced in May
- Targeting maintenance proposal to AC Transit for Bus Storage Facility in May; per their request; 100% costs paid by AC Transit



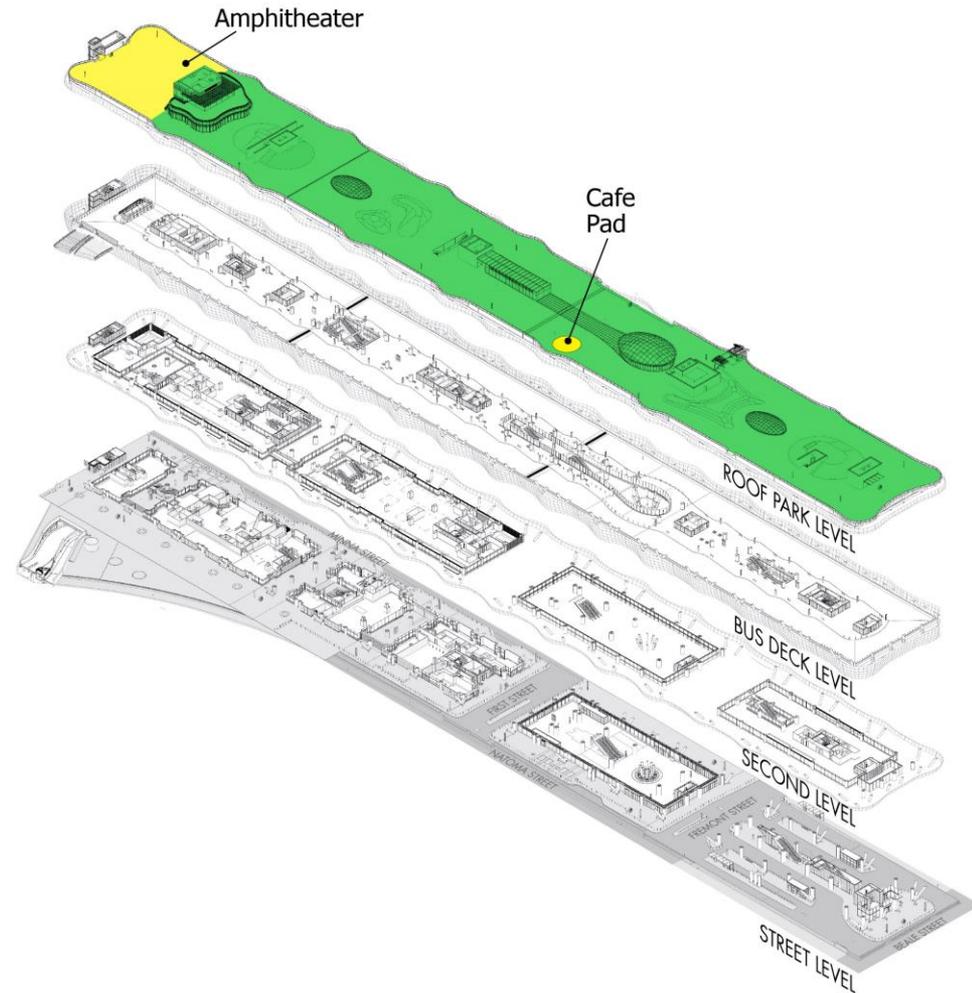
Facility Readiness – BRV Roof Park

- Working on partner agreement for completion in June (30-35 partners)
- Presenting exclusive event fee structure for Board approval in May
- Finalizing self-permitting procedures to be ready for opening
- Commenced process for contracting for activity hosts



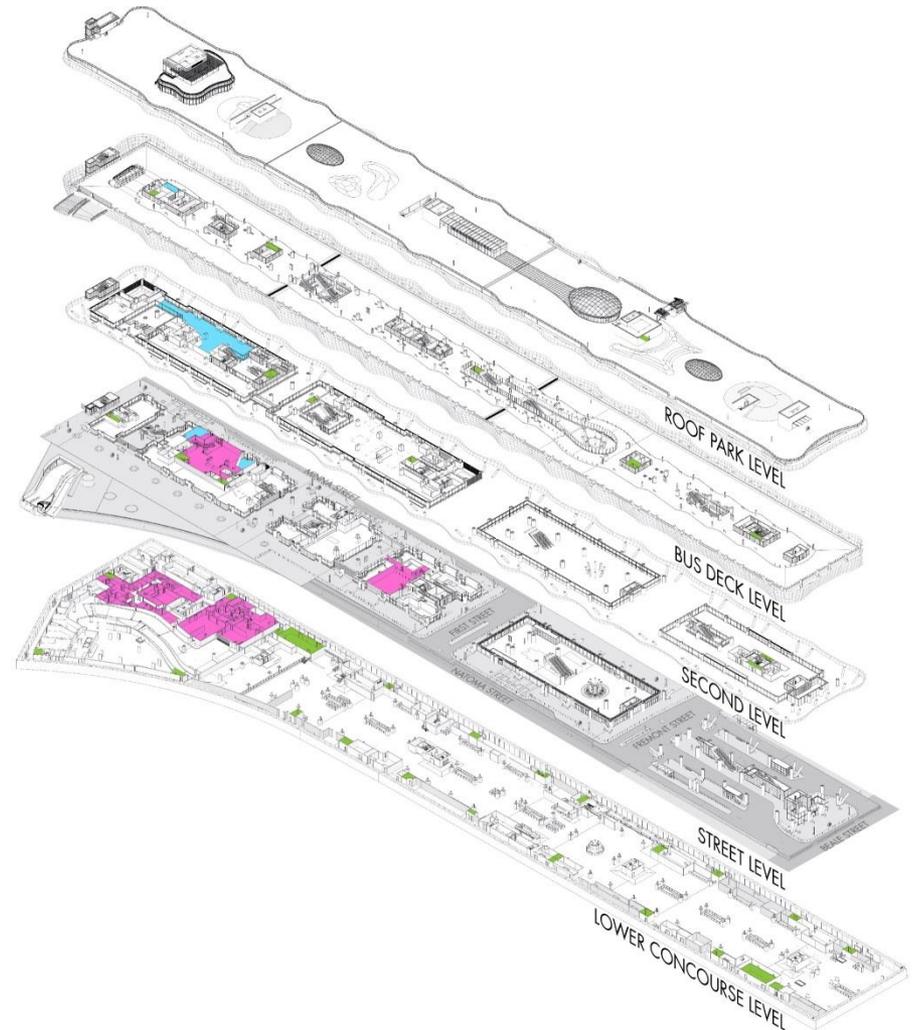
Facility Readiness - Non-Public Rental Fees

- Rental fees from non-public uses help pay for free public programming
- Non-public rentals shall have set hourly site fees associated
- The amphitheater & the café pad are currently the only Salesforce Park areas that are priced/prepared for rental
- Free public programming will get priority over rentals
- The rental is approved and the date is held once a contract is signed and payment is received; “first money-down, first served.”
- On top of a site fee, service-related fees and expenses may apply



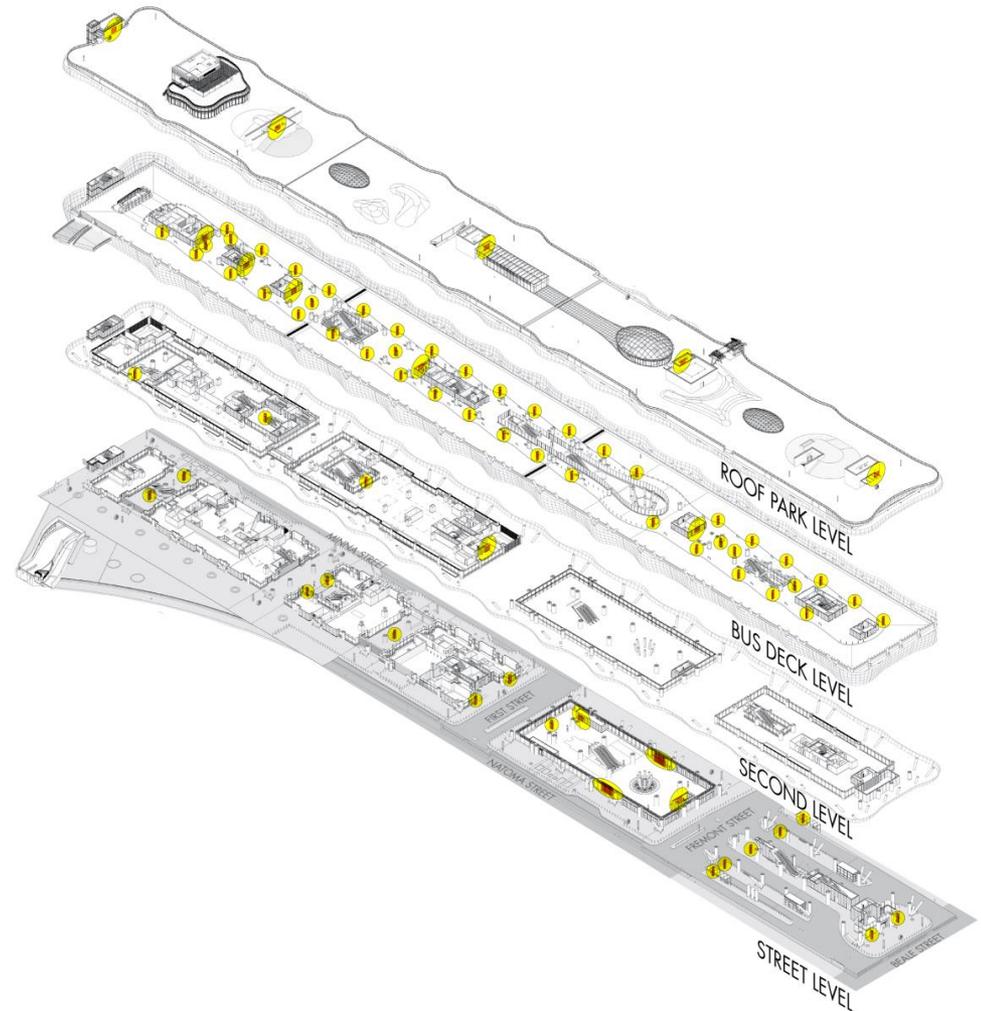
Facility Readiness - Film and Photo

- Film/photo permit required
- Rates are market based and negotiated with the exception of non-exclusive still photography
- Differentiation is made between professionals and news media, student government and non-profits consistent with SF Film Commission
- Certain uses are prohibited:
 - If TJPA deems safety and security affected
 - Illegal goods, services; unlawful behavior
 - Tobacco, firearms, cannabis
 - Adverse to TJPA or public agency partners
 - Political events



Facility Readiness – Pearl Digital Media

- Content technical integration for transit information for bus plaza is underway; complete mid-May; rest will follow
- Media players for bus plaza testing underway at Pearl site for shipment to transit center late May; rest will follow
- 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
- Revised advertising policy in May
- Pearl program presentation to TJPA Board in June



Facility Readiness – Advertising Policy Update



FRONT

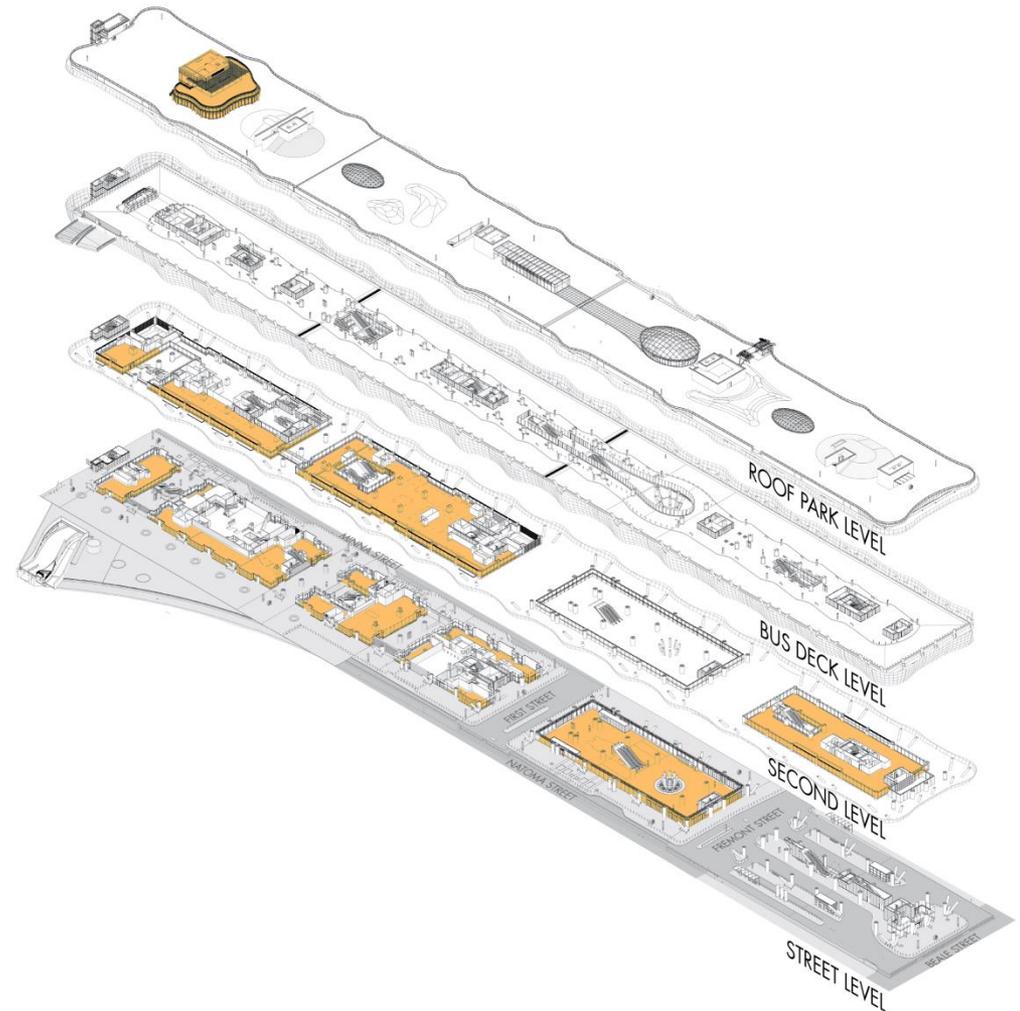


BACK



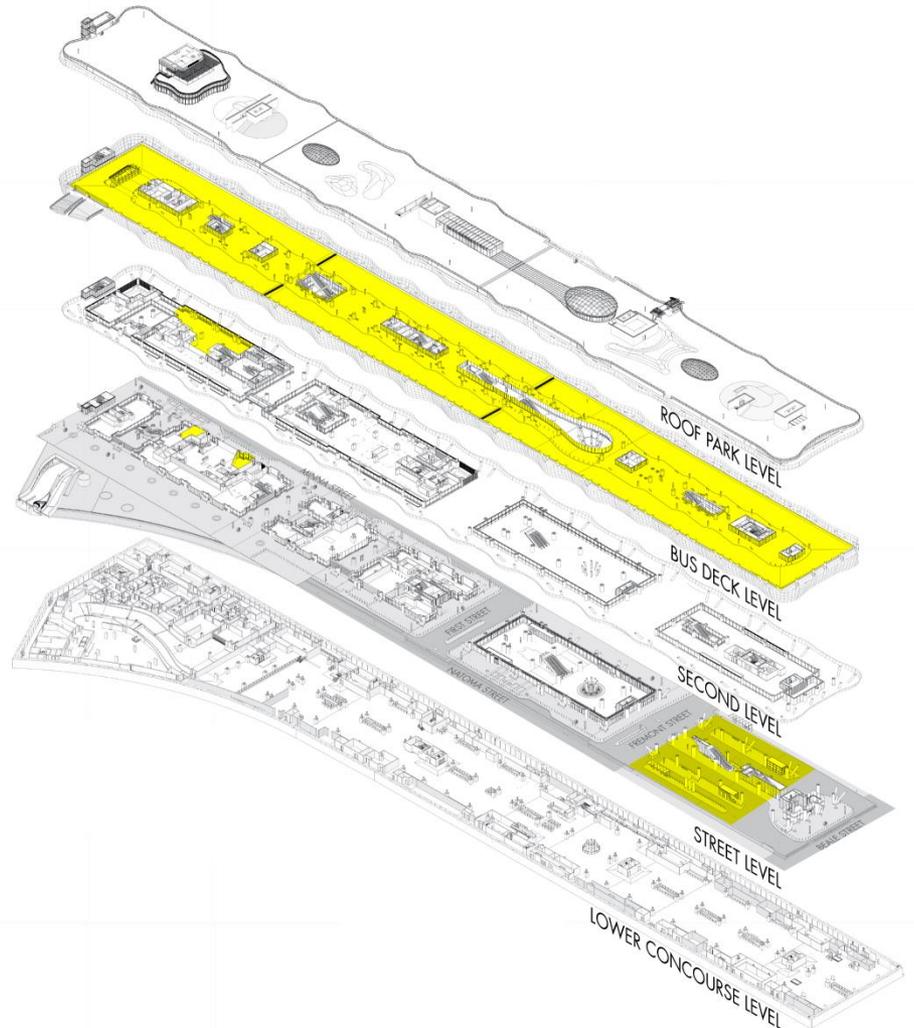
Facility Readiness – PRI Pop-Up Retail

- 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



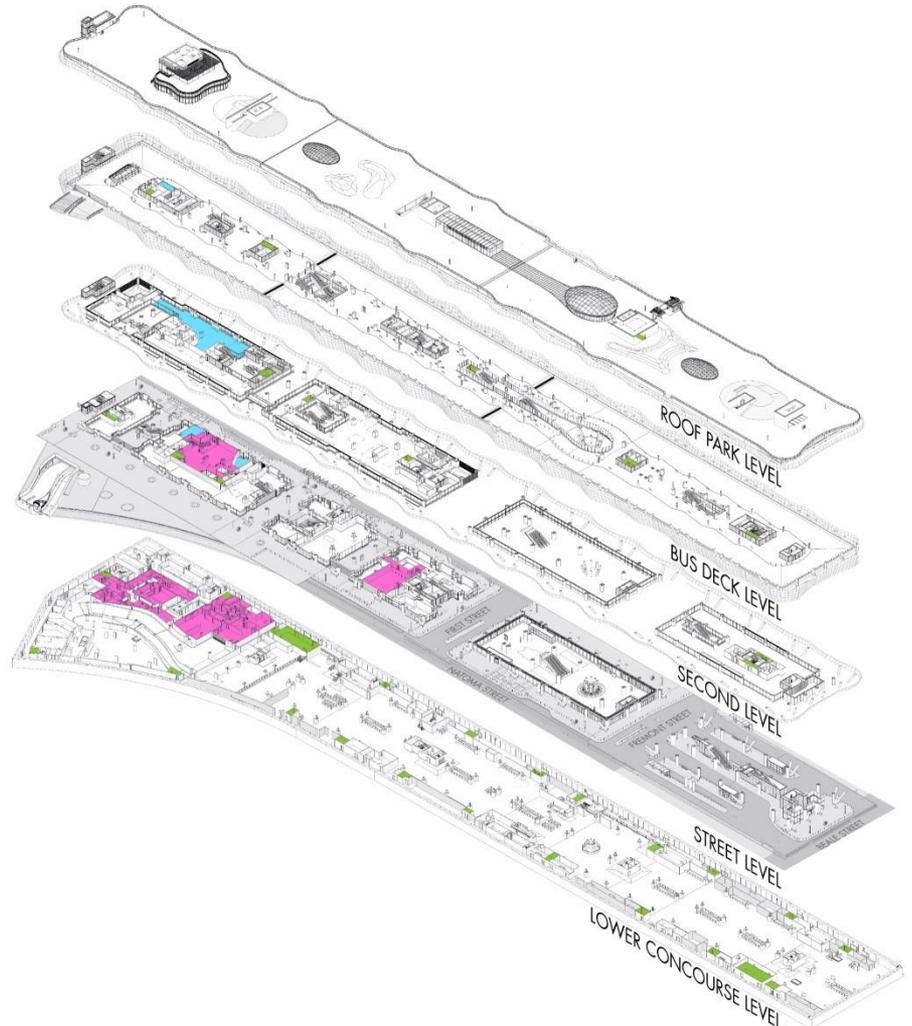
Facility Readiness - Transit

- Vacating temporary terminal notices to be updated in early May
- SFMTA agreements for TJPA Board approval 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

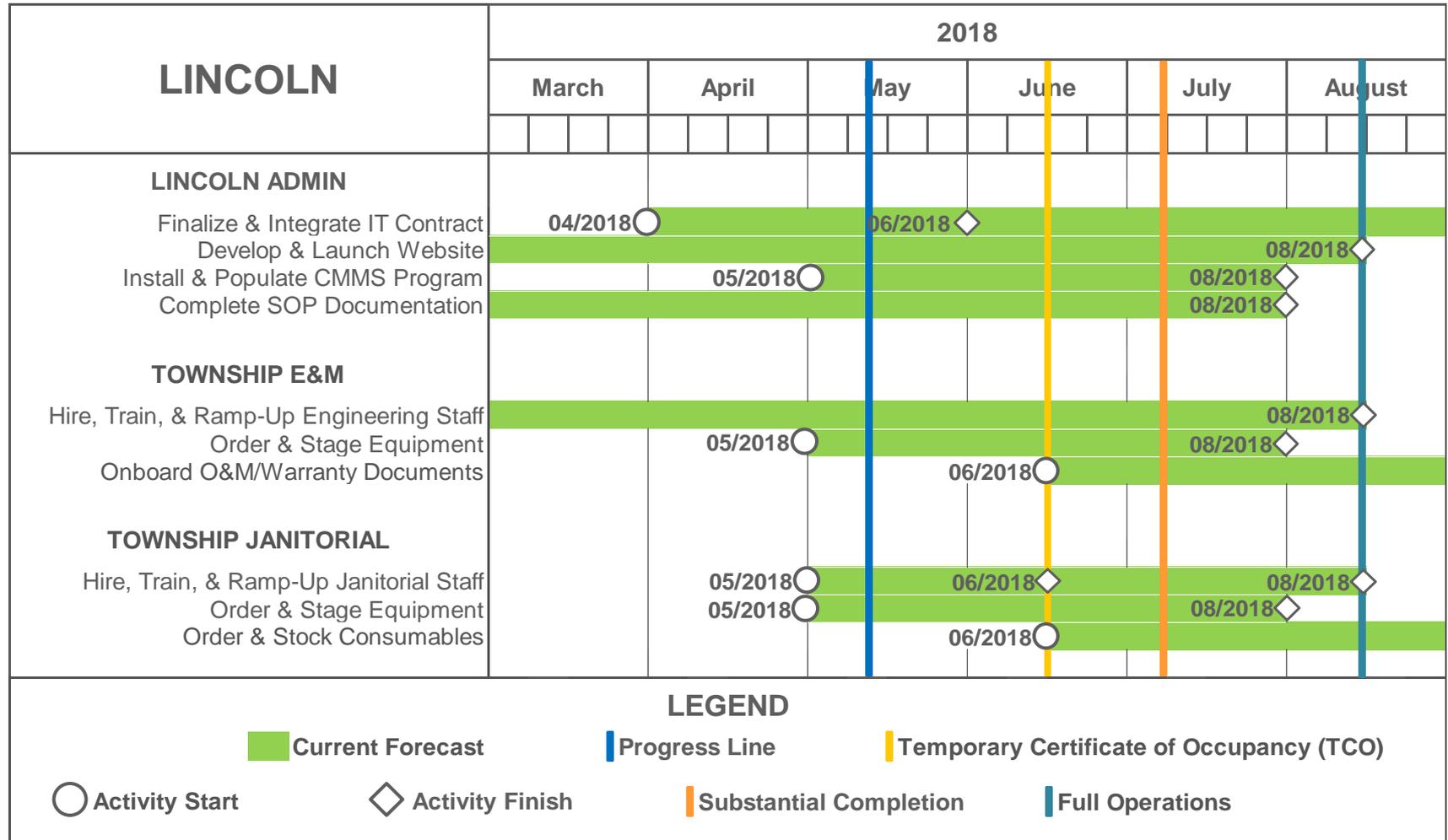


Facility Readiness - Security

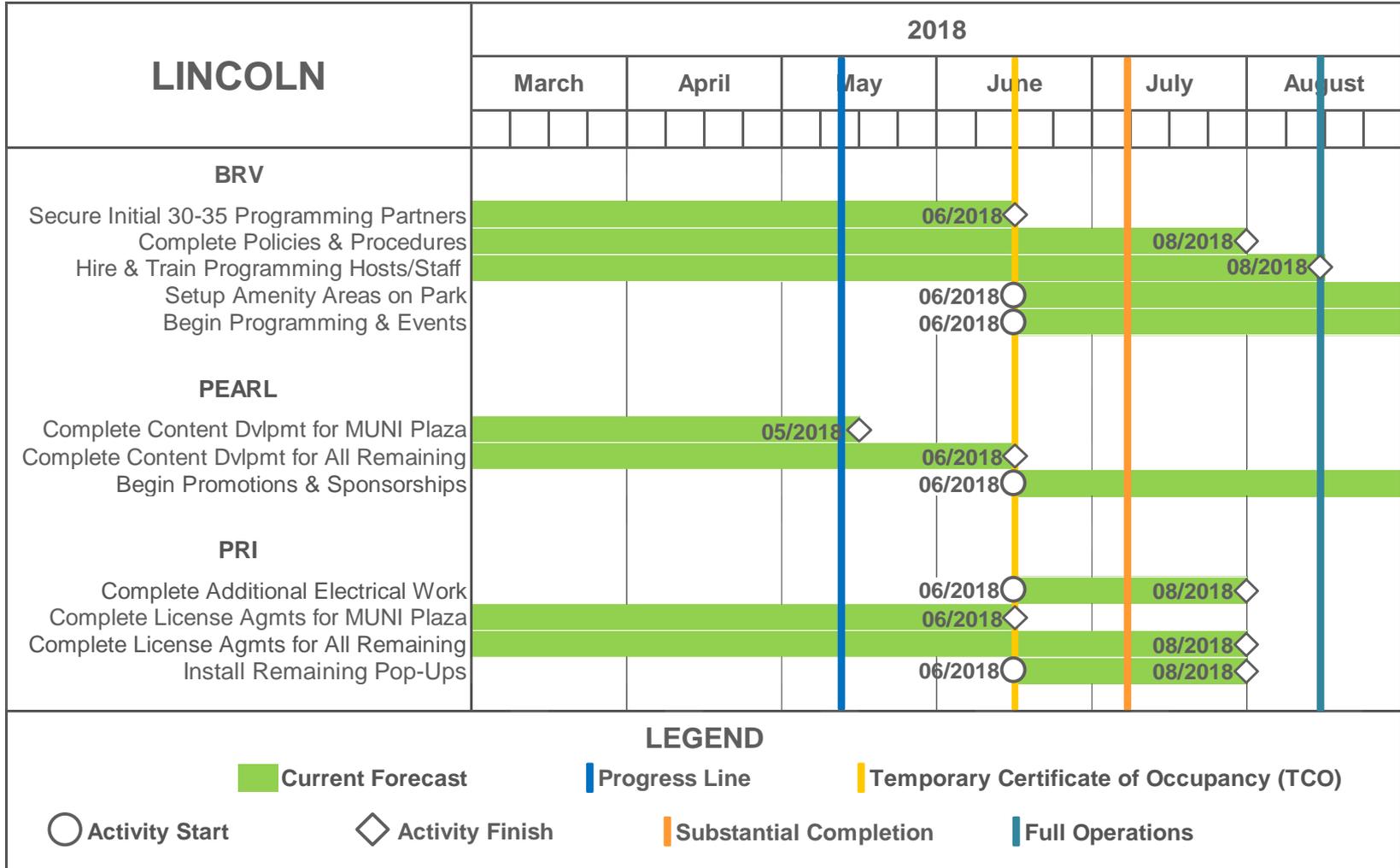
- Standard Operating Procedures are under development & will be in place prior to start of revenue service
- On-site security training will begin June 18th
- PSIM and ECS/MNS project will be complete in June 2018, provided the security team has access to the building, with operable security systems, in due time
- Allied Universal, TJPA's security contractor, will take over security at the bus plaza for start of revenue service on June 16th, as well as provide security for AC Transit driver training starting June 1st



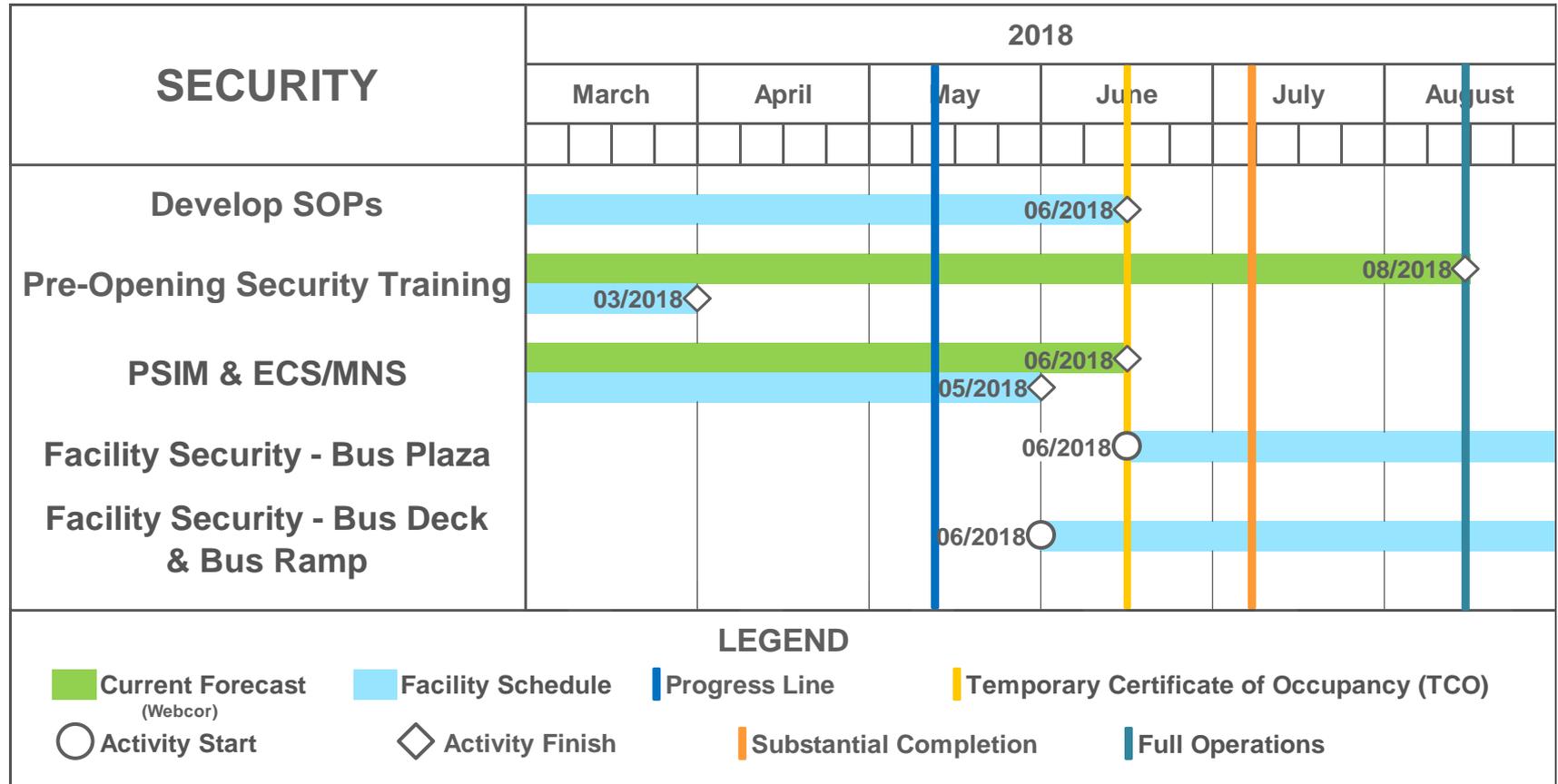
Facility Readiness - Lincoln



Facility Readiness - Lincoln



Facility Readiness - Security





Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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