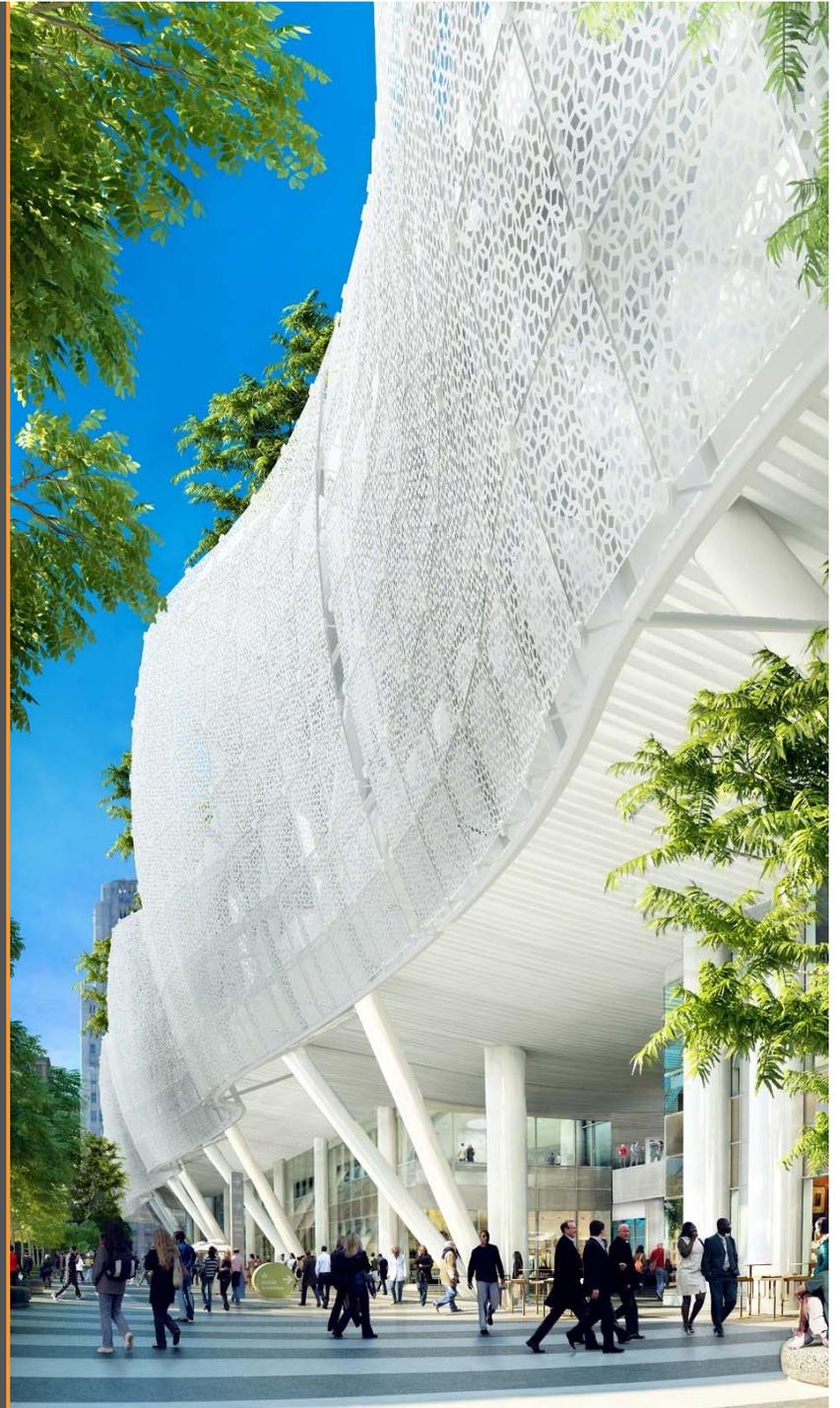


CRC Item No. 6 - May 18, 2018

Facility Readiness Update



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

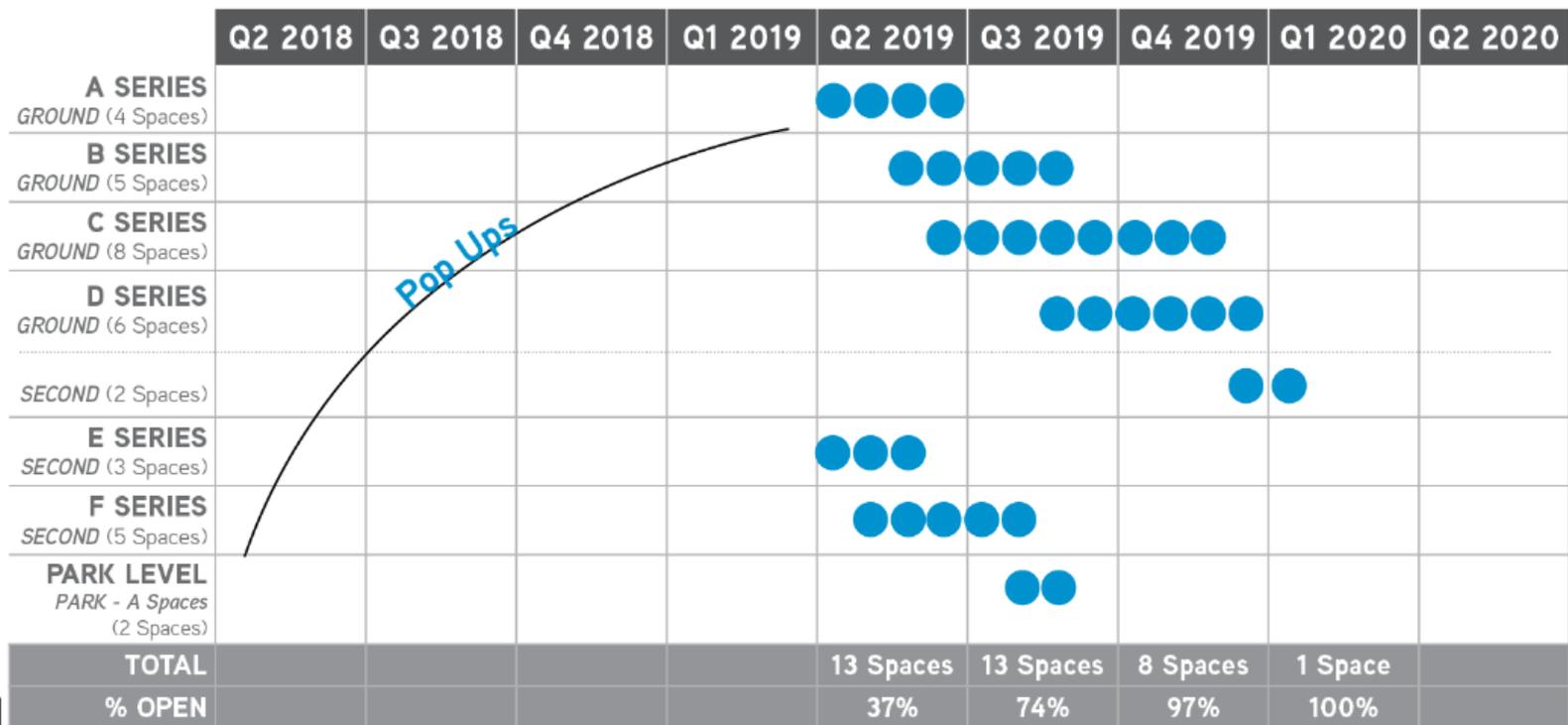
Dead Because:	Chain	Opted Out	Proximity	Merch Plan	Not Qualified	Pop-Up	Competing Tenant	Total	
	1	57	7	5	9	1	3	83	5.10.18
								79	4.12.18

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

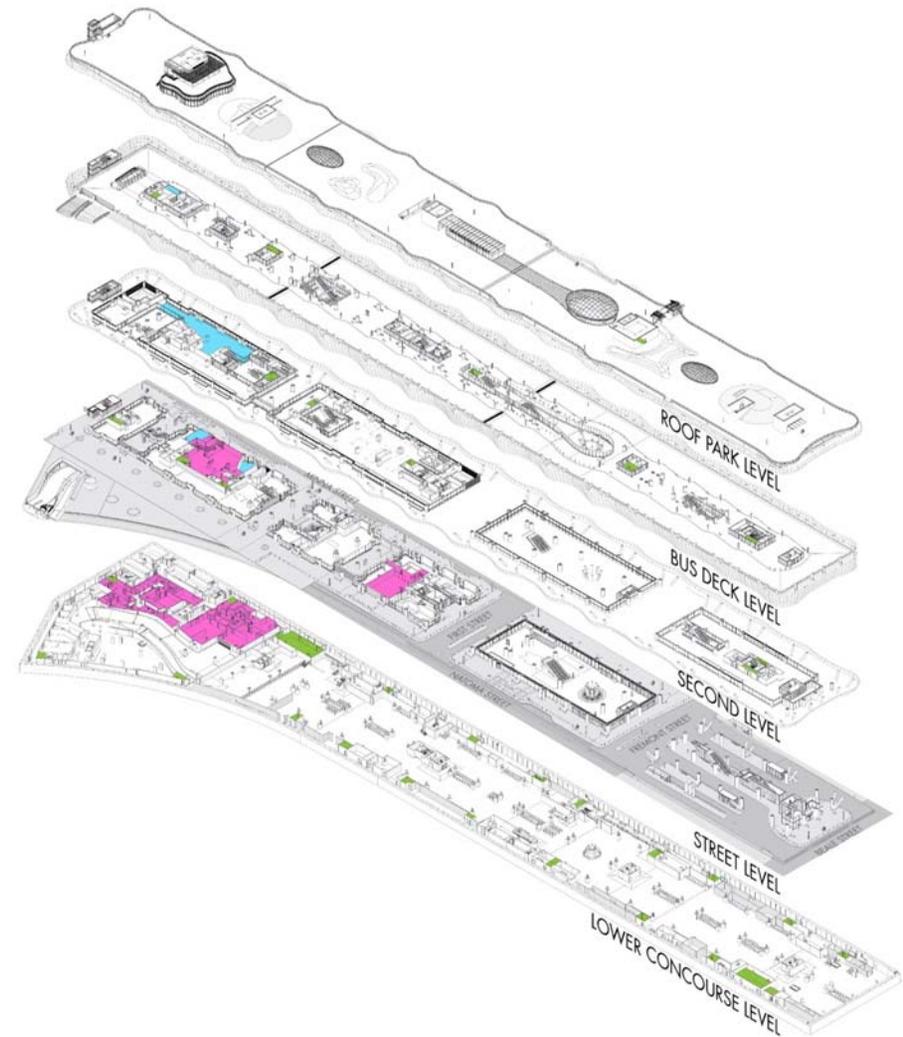
		Actual/Target*					YTD	
	Stage	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	4.12.18
	LOI:	20/13**	4/13	0/8	0/1			24/35**
On 	Negotiate:		3/13	0/13	0/8	0/1		3/35
Off 	Sign:			0/13	0/13	0/8	0/1	0/35



*Takes into consideration average construction time of 16 weeks. **Previously reported 25; 5 dropped off; YTD reflects actual in the pipeline.

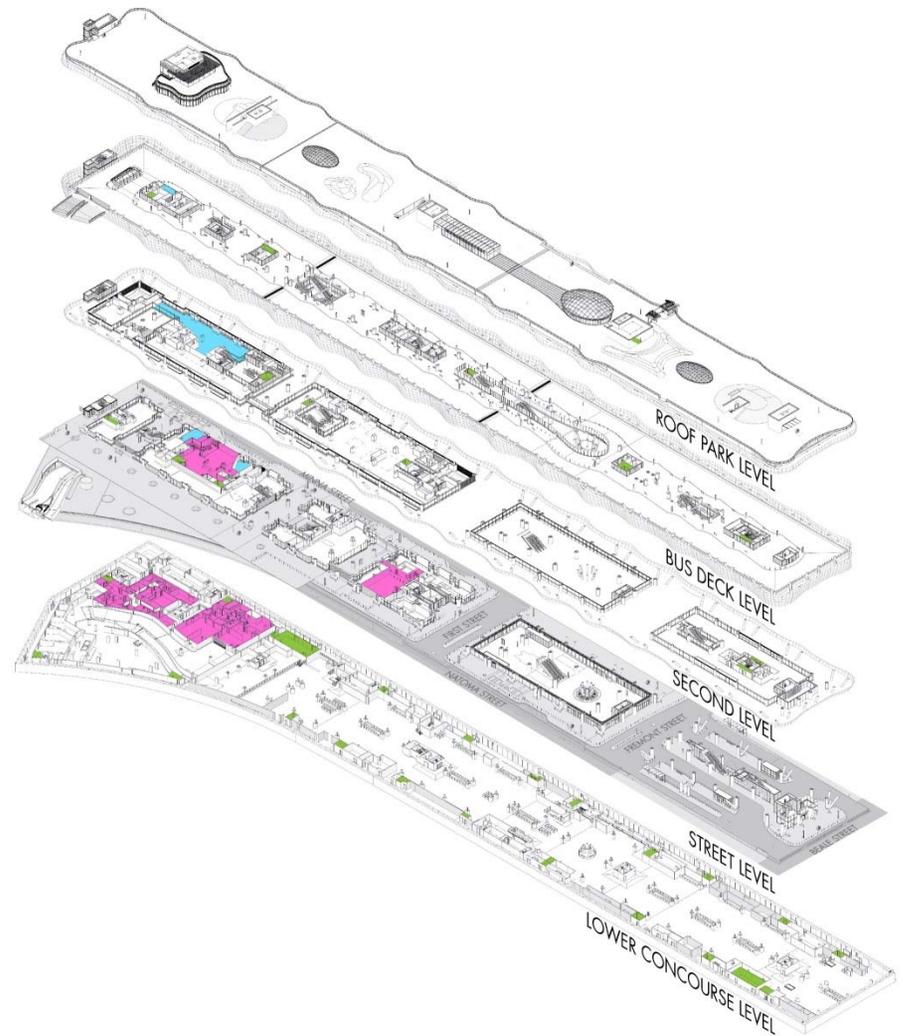
Facility Readiness – Lincoln Tenant Improvements

- 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 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)
- Presented non-public rental and photo shoot fee structure for Board approval in May
- Finalizing self-permitting procedures to be ready for opening
- Commenced process for contracting for activity hosts



Facilities Readiness-Non-Public Rental Fees

Non-Public Rental Fees Amphitheater	Use of Stage + Lawn (barricaded, leaving West elevator, gardens, and walking path open to public)	Use of Entire Amphitheater Area (closing public access to west end of park at restaurant building, and disabling West appropriating elevator for event-only use – note: required for 501+ attendees)	Cafe Pad	
1 – 250	\$1,200/hr	\$2,200/hr	1 hour	\$500
251 – 500	\$2,600/hr	\$3,600/hr	1 day	\$20K-\$30K
501+	--	\$5,000/hr		
Add'l Permit Time/Late Fee	1.5x hourly rate	1.5x hourly rate		1.5x hourly rate

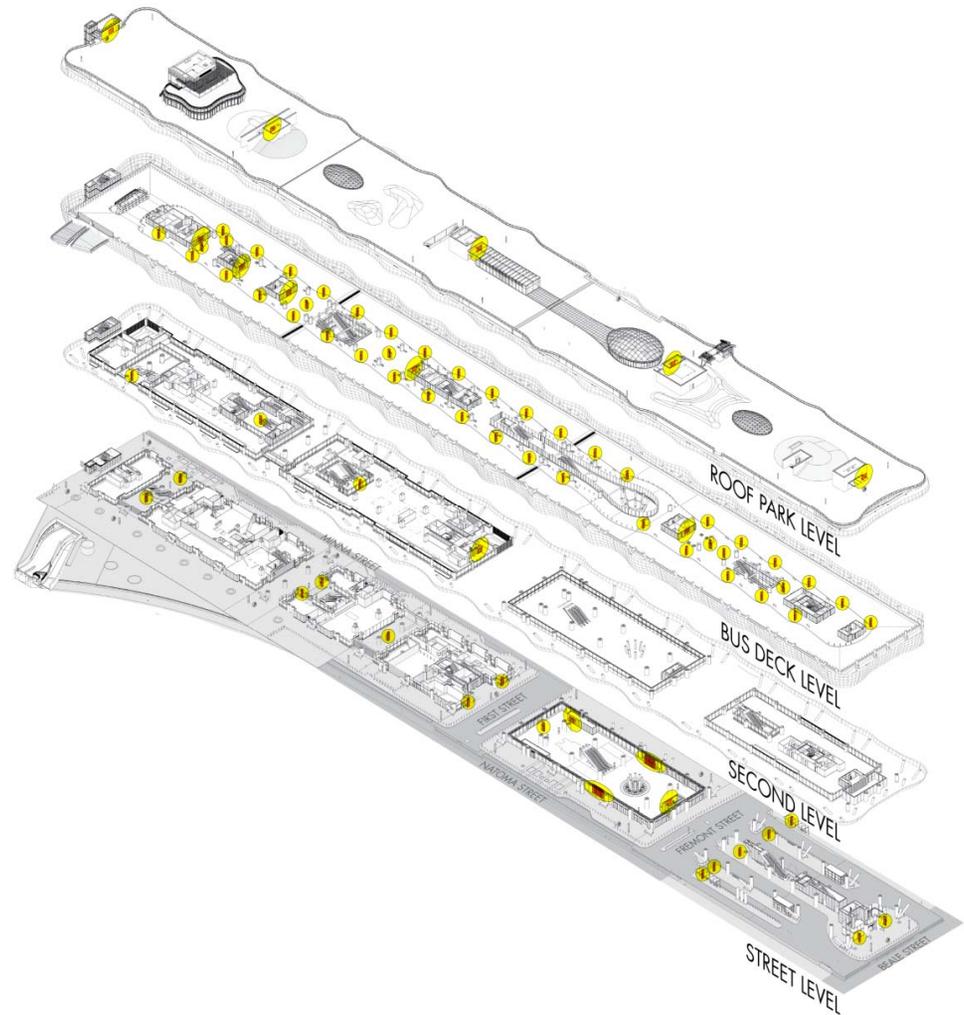
TJPA may charge additional fees and expenses as necessary to ensure full cost recovery associated with any non-public rental as specified by and in the discretion of the Executive Director.

Facilities Readiness-Film and Photo

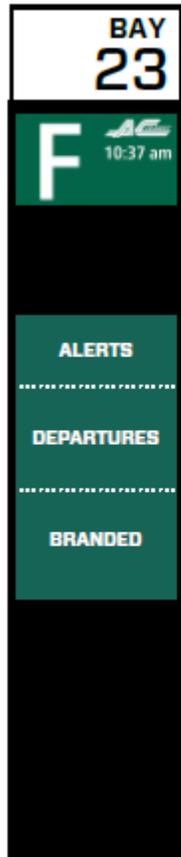
Film and Photo	Fee
Still photography – no exclusive use (weddings)	\$100/day
Still photography – exclusive use of TJPA property (print advertising)	Negotiated based on market value and extent of interference with public use
Commercial, corporate media, videos, TV series, movie, pilot, web series, documentary	Negotiated based on market value and extent of interference with public use

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



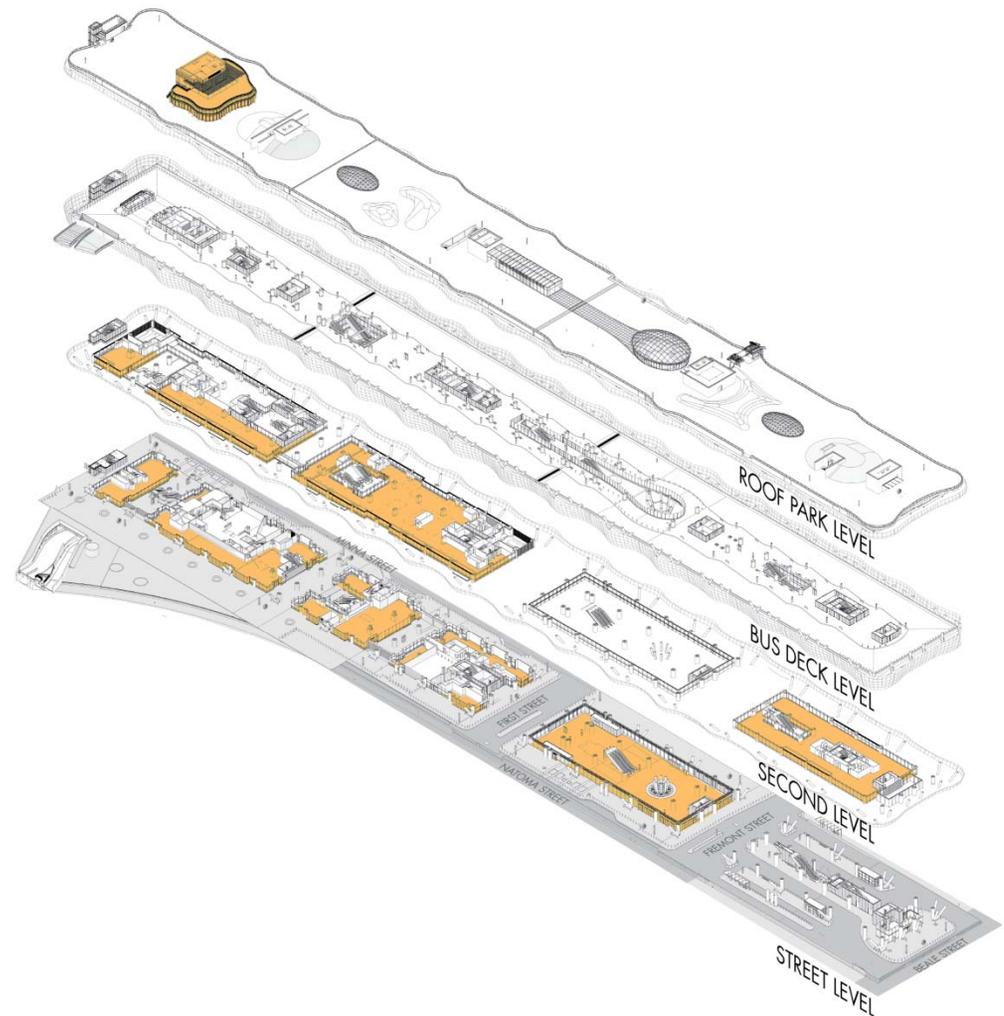
BACK



Videoamusement.com

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

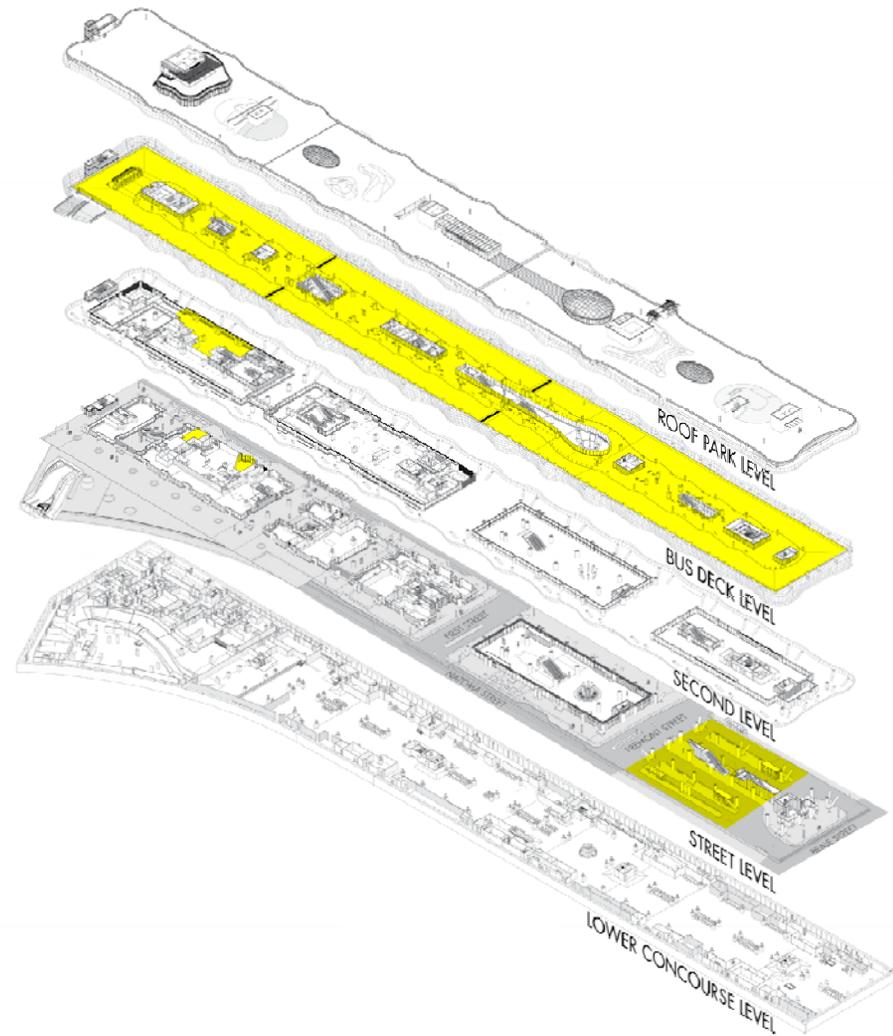


Facility Readiness – PRI Pop-Up Retail

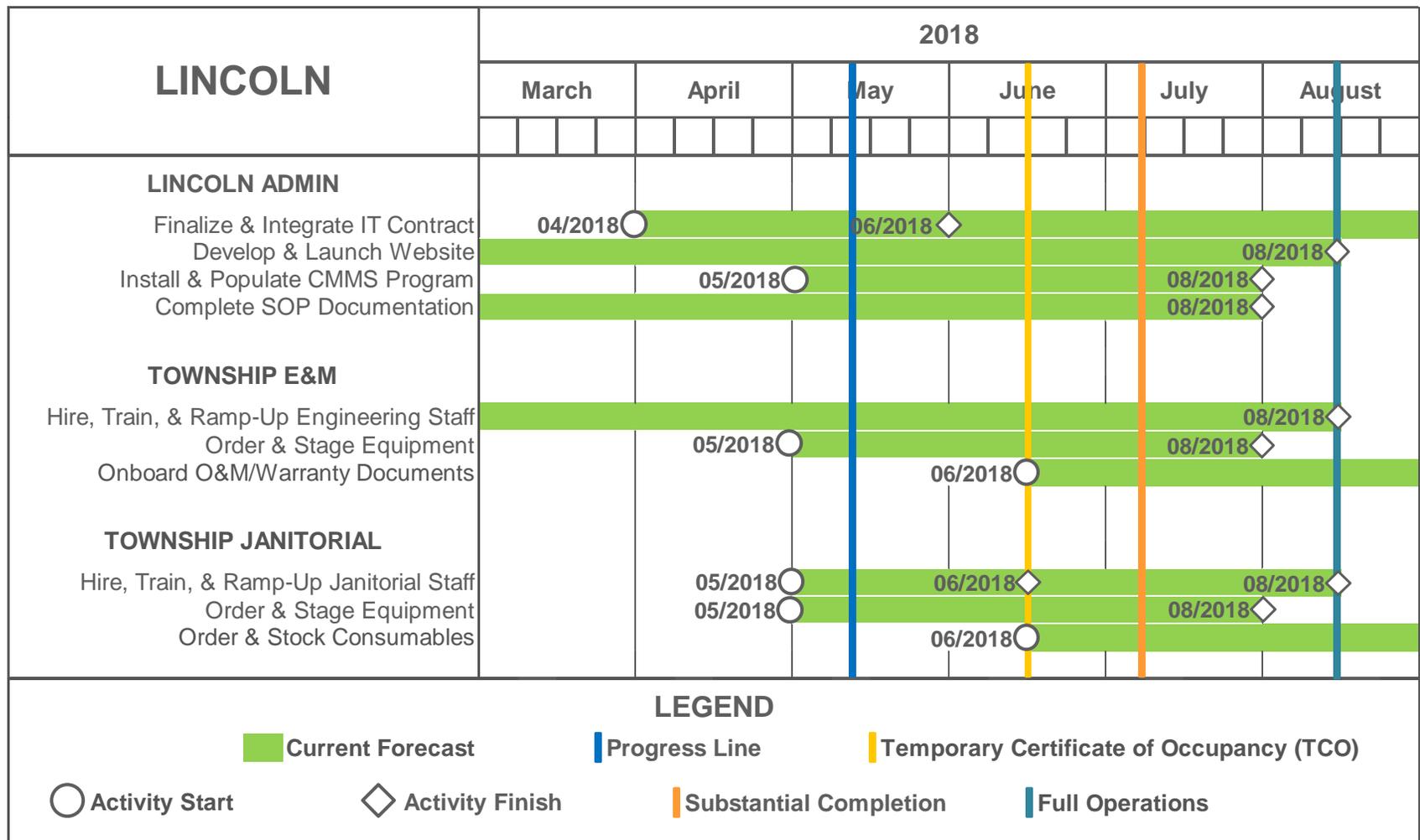
CATEGORIES	Aug-18	Sep-18	18-Oct	18-Nov	18-Dec	19-Jan	19-Feb	19-Mar	19-Apr	19-May	Jun-19	Jul-19	TOTAL
GROUND LEVEL													
Ground Level sub-total	5,900	11,500	11,800	11,300	10,500	11,300	12,050	9,750	10,250	10,250	12,800	12,800	\$ 130,200
BASE RENTS	4,670	9,290	9,590	9,340	8,290	8,590	9,590	7,290	7,790	7,790	9,840	9,840	\$ 101,910
COMMISSIONS	1,230	2,210	2,210	1,960	2,210	2,710	2,460	2,460	2,460	2,460	2,960	2,960	\$ 28,290
PARK													
Park sub-total	250	250	100	100	100	250	250	100	250	250	250	250	\$ 2,400
BASE RENTS													
COMMISSIONS	250	250	100	100	100	250	250	100	250	250	250	250	\$ 2,400
VENDING													
VENDING sub-total	11,966	11,966	11,966	11,966	11,966	11,966	11,966	11,966	11,966	11,966	11,966	11,966	\$ 143,592
BASE RENTS	5,216	5,216	5,216	5,216	5,216	5,216	5,216	5,216	5,216	5,216	5,216	5,216	\$ 62,592
COMMISSIONS	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 6,750	\$ 81,000
TOTAL REVENUE w/added electrical \$ 18,116 \$ 23,716 \$ 23,866 \$ 23,366 \$ 22,566 \$ 23,516 \$ 24,266 \$ 21,816 \$ 22,466 \$ 22,466 \$ 25,016 \$ 25,016 \$ 276,192													
TOTAL BASE RENTS \$ 9,886 \$ 14,506 \$ 14,806 \$ 14,556 \$ 13,506 \$ 13,806 \$ 14,806 \$ 12,506 \$ 13,006 \$ 13,006 \$ 15,056 \$ 15,056 \$ 164,502													
TOTAL COMMISSIONS \$ 8,230 \$ 9,210 \$ 9,060 \$ 8,810 \$ 9,060 \$ 9,710 \$ 9,460 \$ 9,310 \$ 9,460 \$ 9,460 \$ 9,960 \$ 9,960 \$ 111,690													
Electrical Installation Costs for Vending additions													\$ (66,000)
TOTAL NET REVENUE to TJPA \$ 18,116 \$ 23,716 \$ 23,866 \$ 23,366 \$ 22,566 \$ 23,516 \$ 24,266 \$ 21,816 \$ 22,466 \$ 22,466 \$ 25,016 \$ 25,016 \$ 210,192													

Facility Readiness - Transit

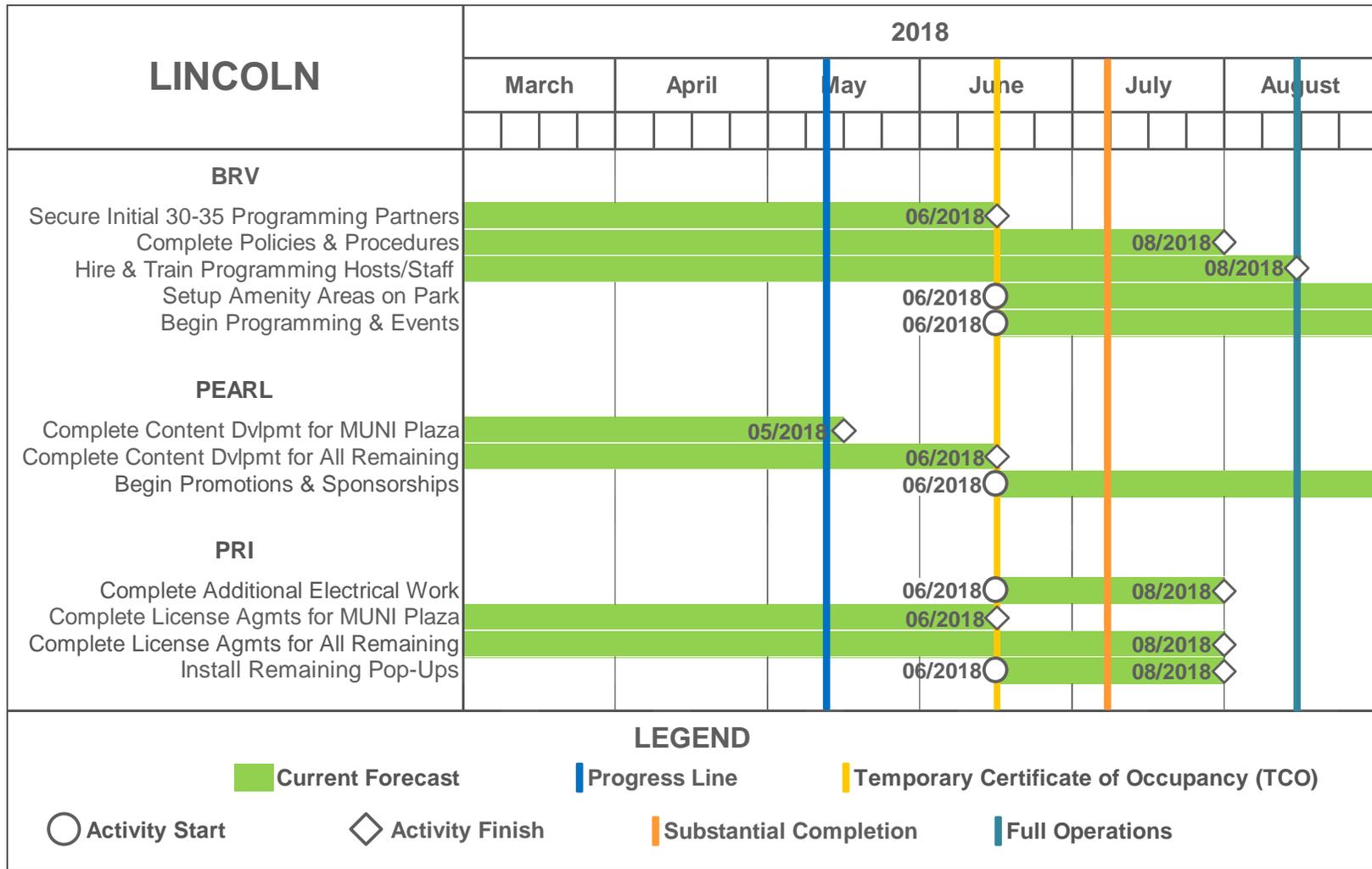
- Vacating temporary terminal notices to be updated in early May
- SFTMA agreements for TJPA Board approval in May
- Continuing to work with AC Transit to support completing license agreements
- Targeting TJPA Board in June for Amtrak who is ready to commit to 2nd floor lease

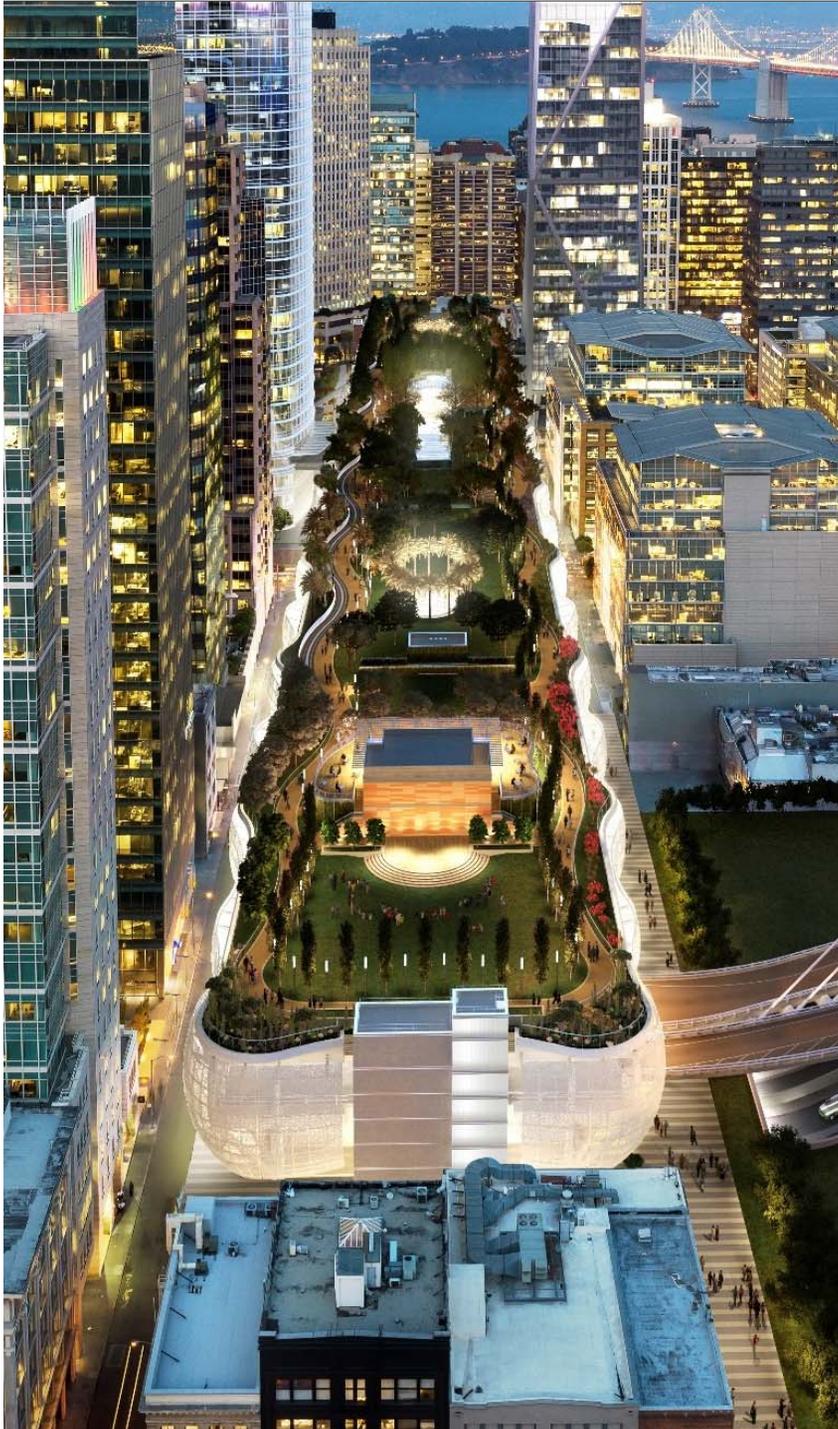


Facility Readiness - Lincoln



Facility Readiness - Lincoln





Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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