

Facility Readiness Update

June 2018



Colliers Leasing Report By Stage

| Industries | | | | | | | | | | |
|---------------------------|-----------|-----------|-----------|-----------|-----------|----------|-----------|------------|-----------|------------|
| Stage: | Prospects | Inquiries | Preview | Touring | LOI | Legal | Lease Out | Idle | Dead | Total |
| Restaurant: Quick-Service | 8 | 6 | 3 | 8 | 7 | 3 | | 32 | 16 | |
| Restaurant: Fast Casual | 11 | | 3 | 1 | 3 | | | 19 | 14 | |
| Restaurant: Full-Service | 18 | 1 | 1 | 3 | 4 | 1 | | 9 | 11 | |
| Bar | | | 1 | 3 | 1 | | | 17 | 5 | |
| Sporting Goods | | | 1 | | | | | | 1 | |
| Fitness | 2 | | 1 | 1 | | 1 | | 5 | 4 | |
| Grocery | 1 | | | 2 | | | | 3 | 8 | |
| Coffee | | | 1 | 2 | 2 | 2 | | 5 | 4 | |
| Toy/Gift/Craft | | | | | | | | 4 | | |
| Health/Beauty | | | | | | | | 3 | 2 | |
| Salon/Spa | | 1 | | 1 | 1 | | | 2 | 3 | |
| Electronics | 2 | | | 2 | | | | 3 | 2 | |
| Services | 7 | | 1 | 2 | | 1 | | 8 | 11 | |
| Specialty Retail | 1 | 1 | | 2 | | | | 3 | 3 | |
| Bookstore | | | | | 1 | | | | | |
| Apparel/Accessories | | | | | | | | 3 | 5 | |
| Total | 50 | 9 | 12 | 27 | 18 | 8 | 0 | 116 | 89 | 329 |
| | 51 | 8 | 11 | 29 | 20 | 3 | 0 | 116 | 87 | 325 |

June
May

| Dead Because: | Chain | Opted Out | Proximity | Merch Plan | Not Qualified | Pop-Up | Competing Tenant | Total |
|---------------|-------|-----------|-----------|------------|---------------|--------|------------------|-------|
| | 1 | 62 | 7 | 5 | 9 | 1 | 4 | 89 |
| | 1 | 60 | 7 | 5 | 9 | 1 | 4 | 87 |

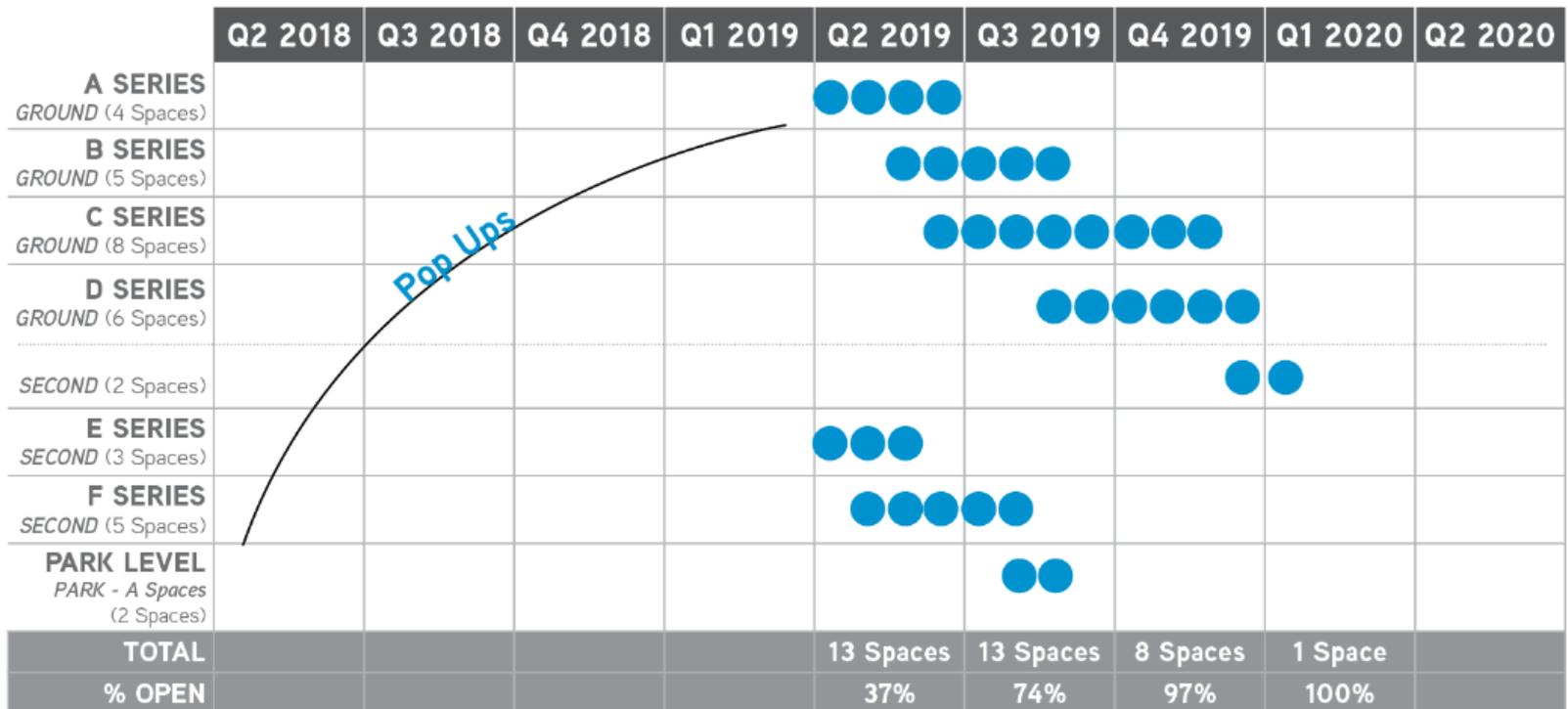
June
May

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 |
|-----|------------|----------------|---------|---------|---------|---------|---------|--------|
| | | Q1 2018 | Q2 2018 | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019 | 6.1.18 |
| | LOI: | 25/13 | 18/13 | 0/8 | 0/1 | | | 18/35 |
| On | Negotiate: | | 8/13 | 0/13 | 0/8 | 0/1 | | 8/35 |
| Off | Sign: | | | 0/13 | 0/13 | 0/8 | 0/1 | 0/35 |



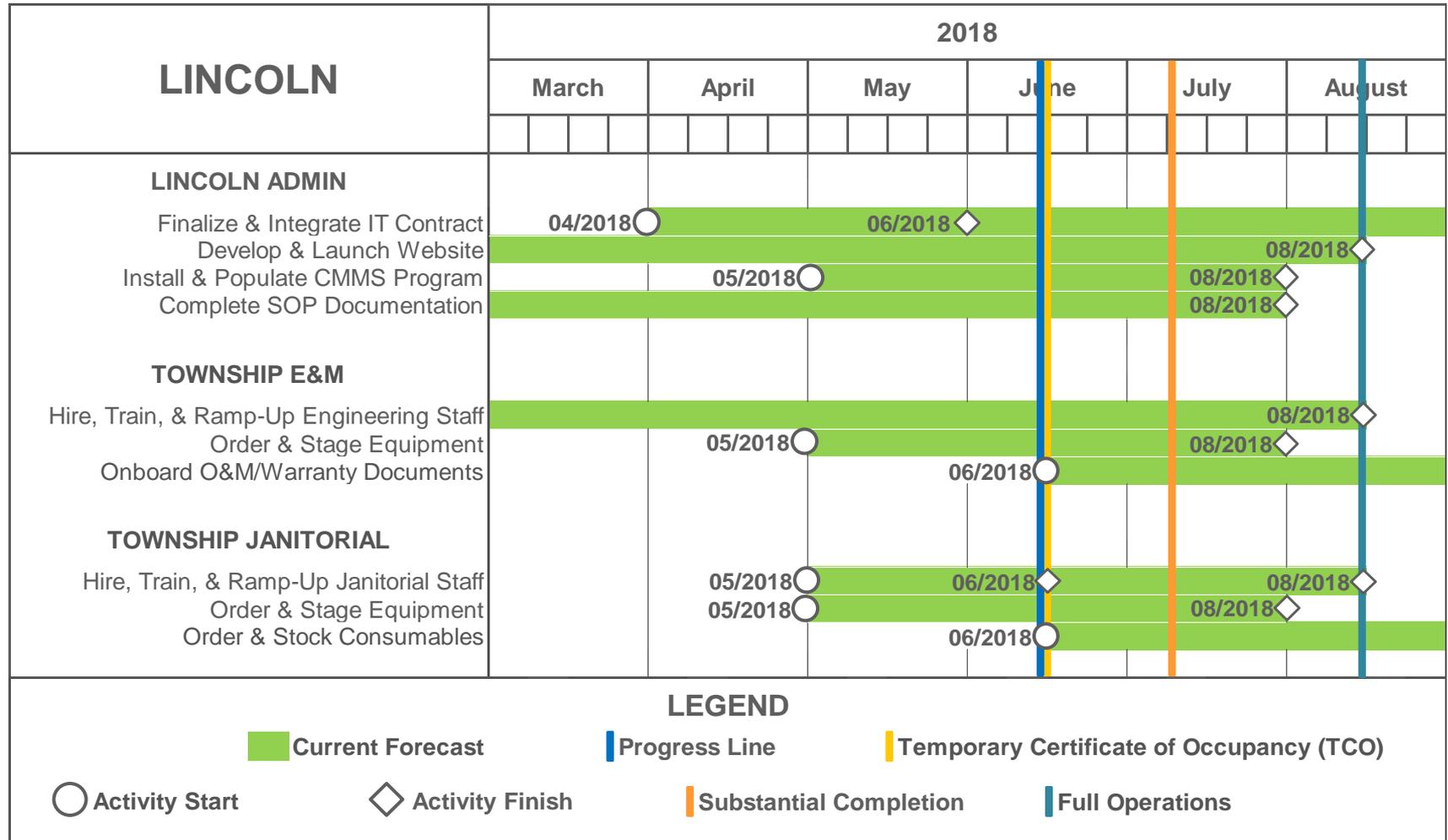
*Takes into consideration average construction time of 16 weeks.

Colliers Update

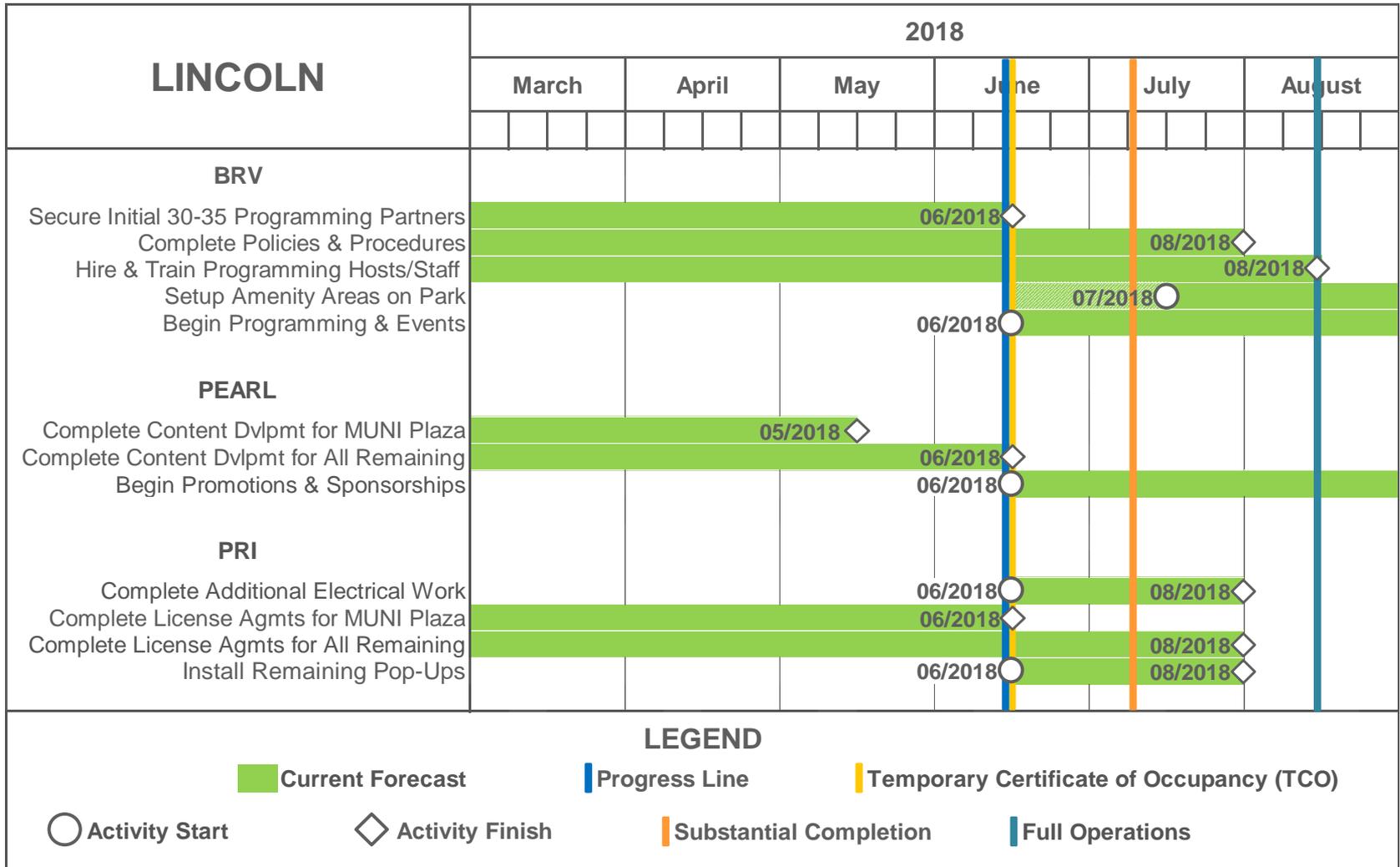
- Actively touring over 27 interested parties
- Daily meetings with Lincoln & Turner to price out Tenant's construction
- 18 active LOI's and 8 lease negotiations
- Working with Lincoln to meet or exceed pro forma while maintaining the approved Tenant mix
- Roof sidewalk pour will delay Restaurant tours



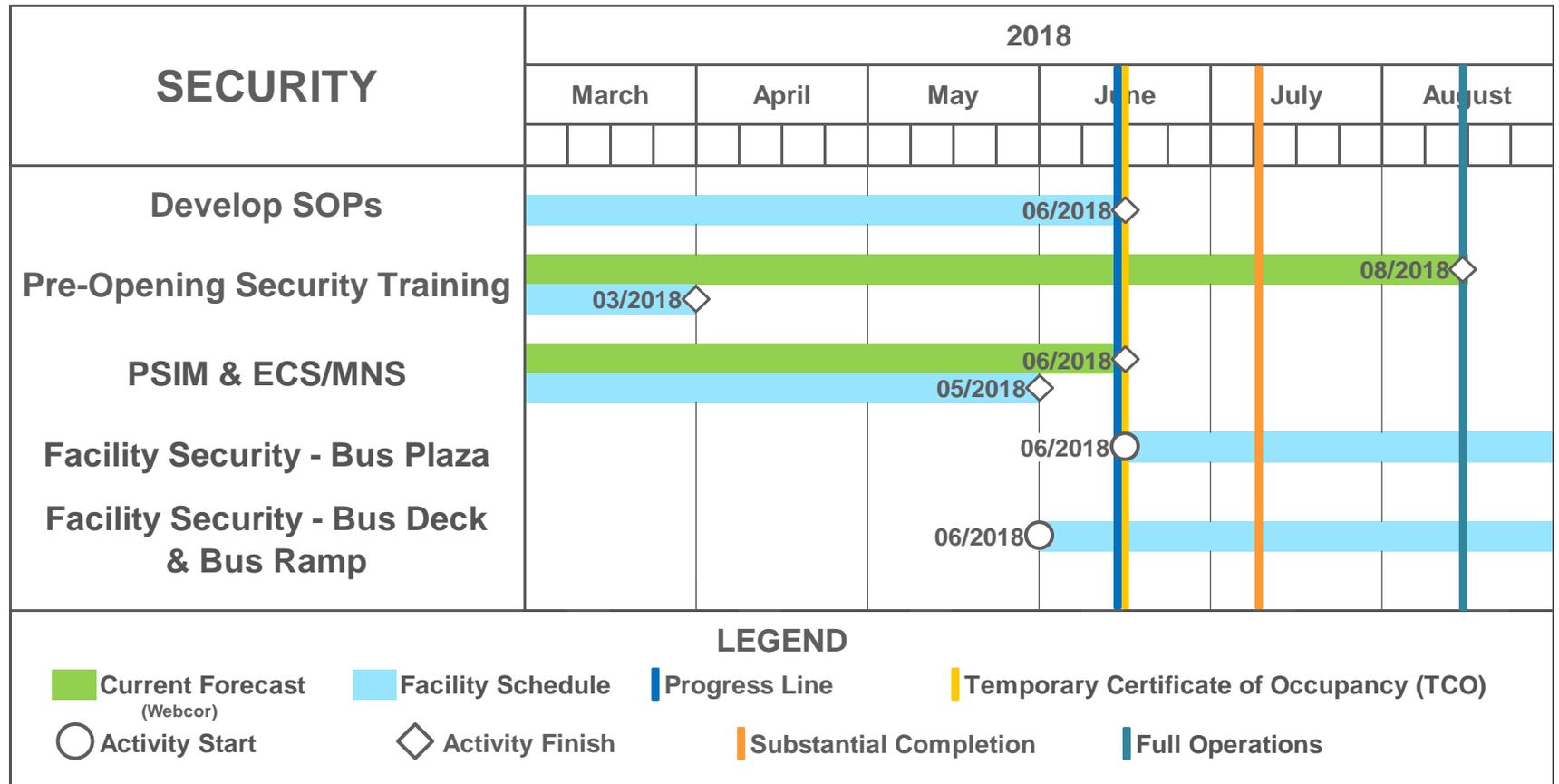
Facility Readiness - Lincoln



Facility Readiness - Lincoln



Facility Readiness - Security





Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

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