

# Retail Leasing

July 2018



# Financial Summary

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

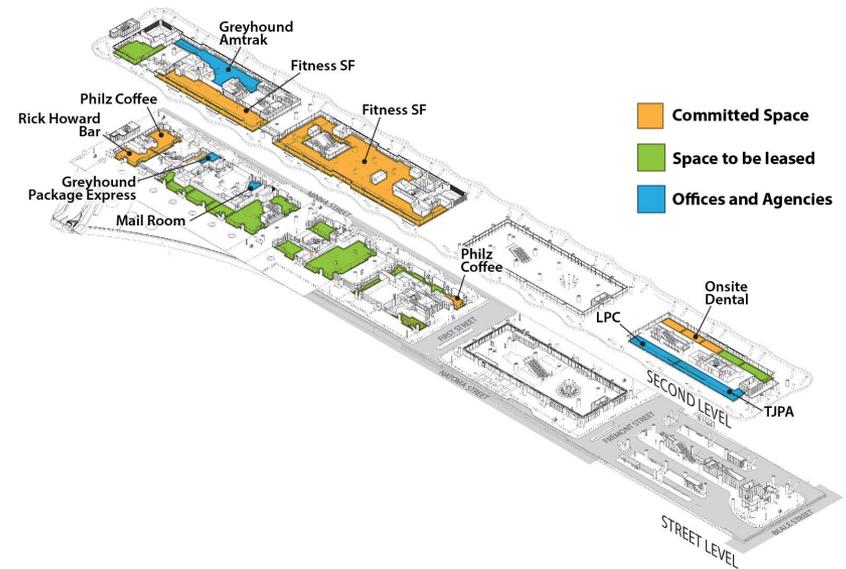
# Lease Up Status – July 2018

---

	Total	Commit- ted to Date	Total	% Committed to Date / Total
Square Feet	100,000	43,481	43,481	43%
# Retail Spaces	35	8	8	23%
Annual Retail Rent	\$5.5M	\$2.2M	\$2.2M	40%

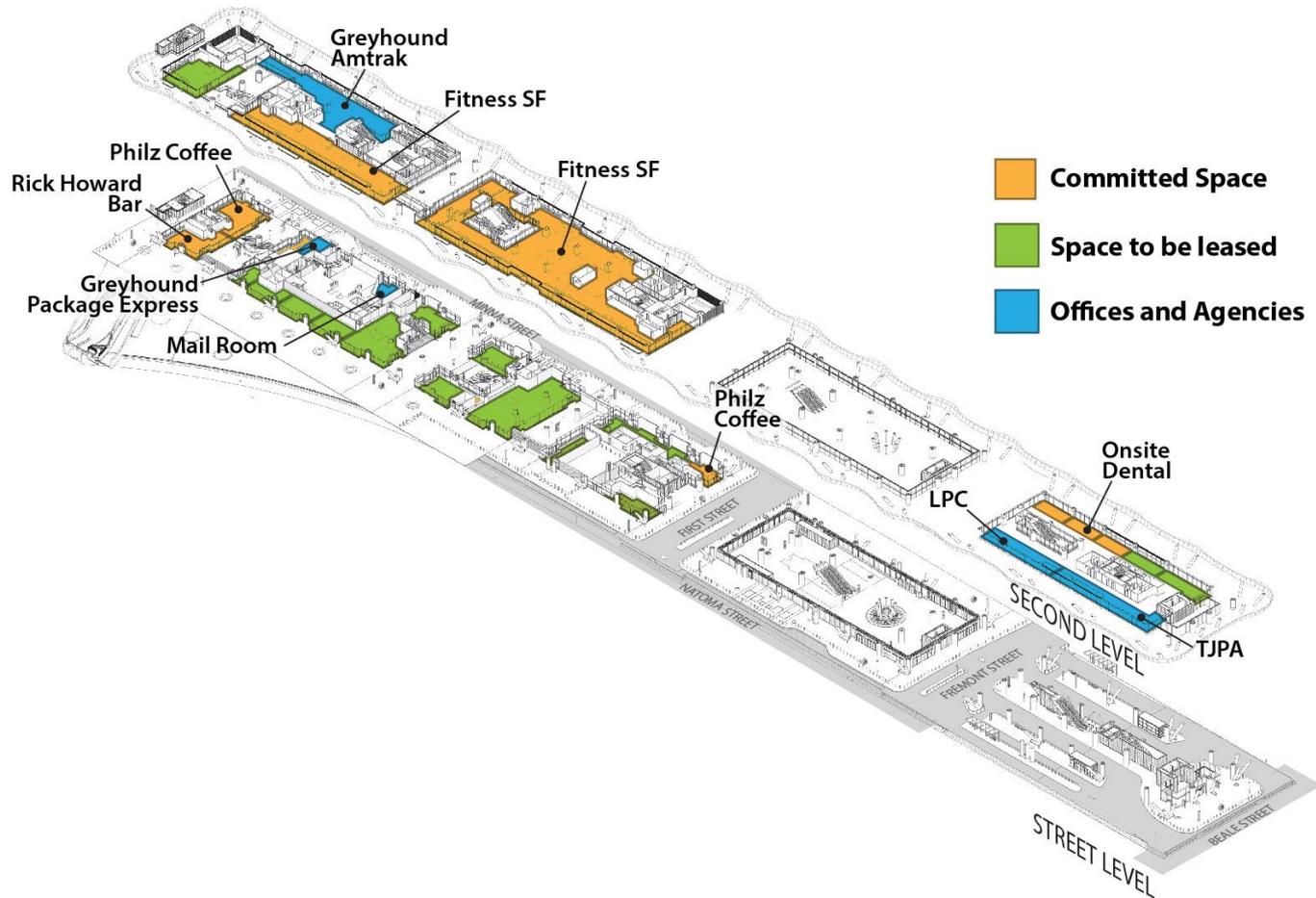
# Highlights summary

- Consistent with Board approved Merchandising Plan for personal services on the 2<sup>nd</sup> level and food service on the ground level
- Locally owned and operated
- Material terms and conditions agreed to through signed letters of intent in each case above proforma
- Of 8 spaces on the 2<sup>nd</sup> floor, Fitness SF and OnSite Dental are leasing 5 or 63%
- Fitness SF is 35% of the retail center providing an anchor that will draw foot traffic from planned 4,000 members
- Successfully in business in Bay Area for 10+ years providing stability for years



# Recommendation

- Authorize the Executive Director to complete negotiations and execute the leases





# Questions?

**TJPA**  
TRANSBAY JOINT POWERS AUTHORITY

201 Mission Street, Suite 2100 San Francisco, CA 94105 • 415.597.4620 • [www.tjpa.org](http://www.tjpa.org)