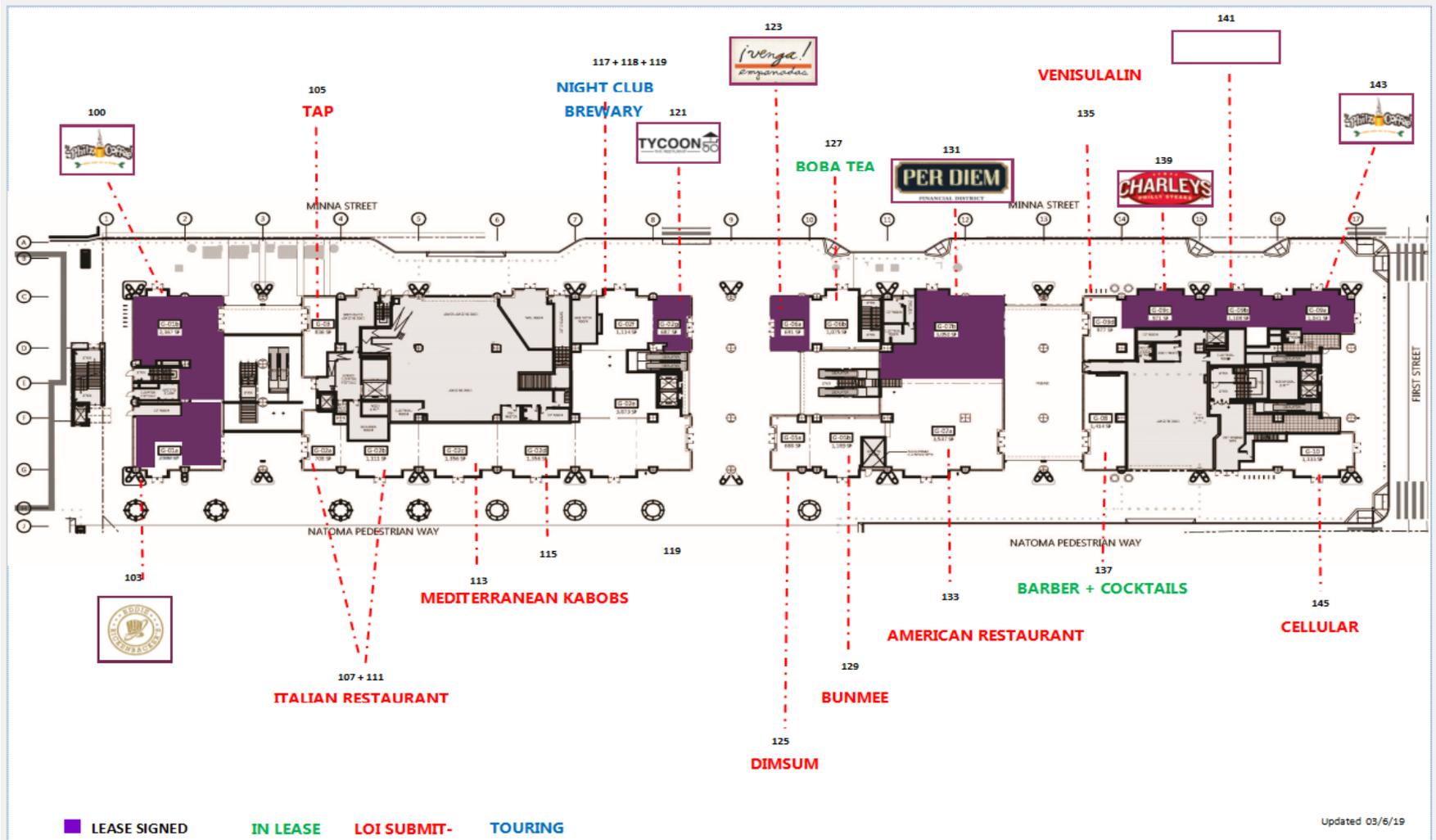


# Retail Leasing Update

March 2019



# Progress Report - Leasing



# Progress Report – Leasing

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- One new lease signed in March--Eddie Rickenbacker's
  - Approved by Board pre-closure
  - Tenant took time with careful consideration of concept and design
- Out of the 9 leases signed, 5 leases or 7,156 SF were signed post closure
- 11 – 14 additional deals in active discussion for about 14,000 SF to 15,000 SF
- 2019-Q2 projections due to length of time of deals.
- Continued eclectic, local mix

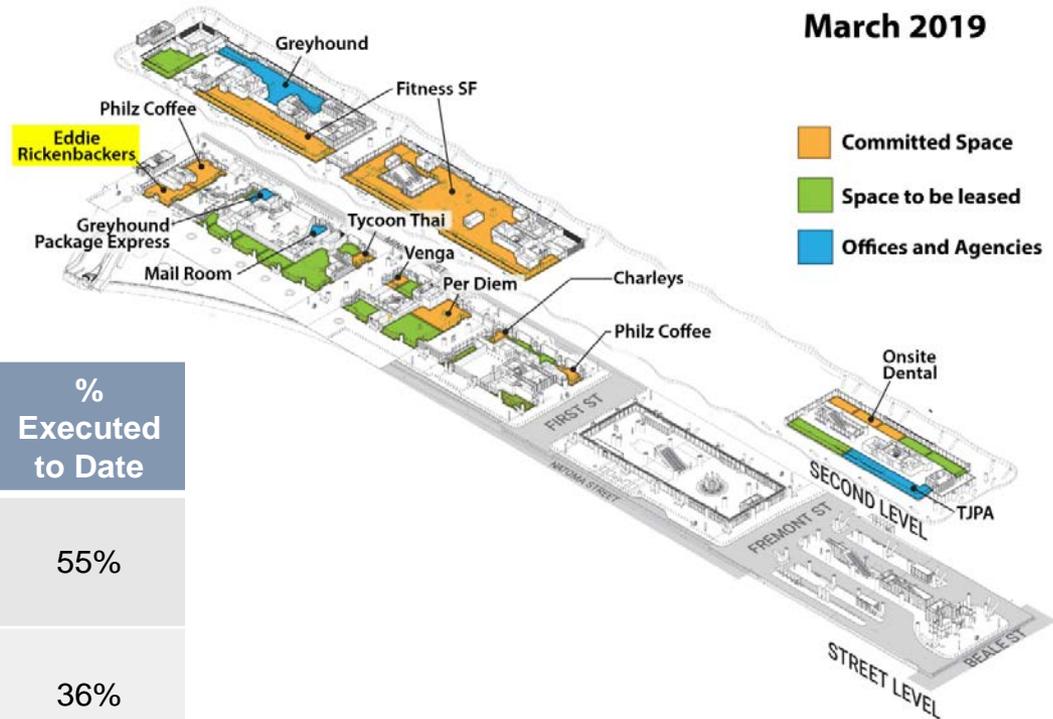
# Progress Report - Leasing

	FY2018 - FY2019				FY2019 - FY2020				Total	
	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020		
<b>MERCHANDISING PLAN BASELINE</b>										
SF Signed	4,896	24,320	24,109	36,381	89,706	0	0	0	0	89,706*
% Signed	5%	27%	27%	41%	100%	0%	0%	0%	0%	100%
# Spaces Signed	4	14	14	3	35	0	0	0	0	35
	<b>ACTUAL</b>				<b>PROJECTED</b>					
SF Signed	41,872	4,914	2,300	3,654	52,740	10,516	17,463	10,921	0	91,640**
% Signed	47%	5%	3%	4%	59%	12%	20%	12%	0%	103%
# Spaces Signed	9	3	1	2	15	8	11	2	0	36***

Notes:

- \* Prior to remeasure and factoring in common areas
- \*\* Total SF 100,000 Amtrak/Greyhound + TJPA + architect remeasure
- \*\*\*Total Spaces 36 Added former LPC

# Summary to Date - Leasing



	Total	Total Executed	% Executed to Date
Square Feet	91,640*	49,086	55%
# Retail Spaces	36	13 (9 leases)	36%
Annual Retail Rent (AMA v Actual)	\$5.5M	\$3.1M	56%
TI & Shell Imp	\$35.5	\$12.8	36%

\*Adjusted from 100K SF to exclude Greyhound/Amtrak/TJPA

# Tenant Improvement Timeline

Suite # (s)	Tenant	FY18 - FY19										FY19 - FY20								
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
207/208/212	SF Fitness																			
216/218/220	On-Site Dental																			
123	Venga																			
100	Philz Coffee #1																			
143	Philz Coffee #2																			
139	Charley's Cheesteak																			
131	Perdiem																			
121	Tycoon Thai																			
103	Eddie Rickenbackers																			
105																				
107																				
111																				
113																				
115																				
117																				
118																				
119																				
125																				
127																				
129																				
133																				
135																				
137*																				
141																				
145																				
147																				
200*																				
222																				
224																				
P1 Café Pad																				

Note: Suite 232 former Lincoln complete as turnkey not shown. Rooftop restaurant (P1) not shown.



# Questions?

**TJPA**  
TRANSBAY JOINT POWERS AUTHORITY

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