

# Facility Operations & Retail Leasing Update

August 2019

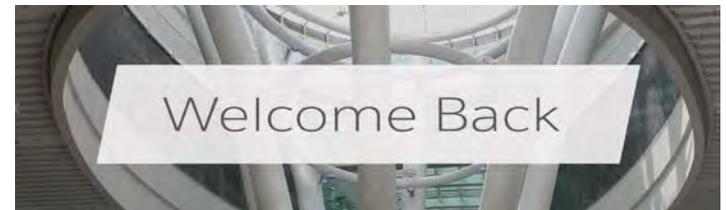


# Facility Operations - Facilities

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## Highlights:

- Park programs fully activated
- Security Operations Center fully activated
- Engineering, Janitorial and Security staffed
- Food trucks returned
- Gondola opened by Boston Properties
- Website relaunched
- Ad sales for digital screens underway
- SFMTA and Golden Gate returned to Bus Plaza July 13
- AC Transit, SFMTA, Westcat returning to Bus Deck August 11



# Facility Operations - Facilities

## Park - BRV:

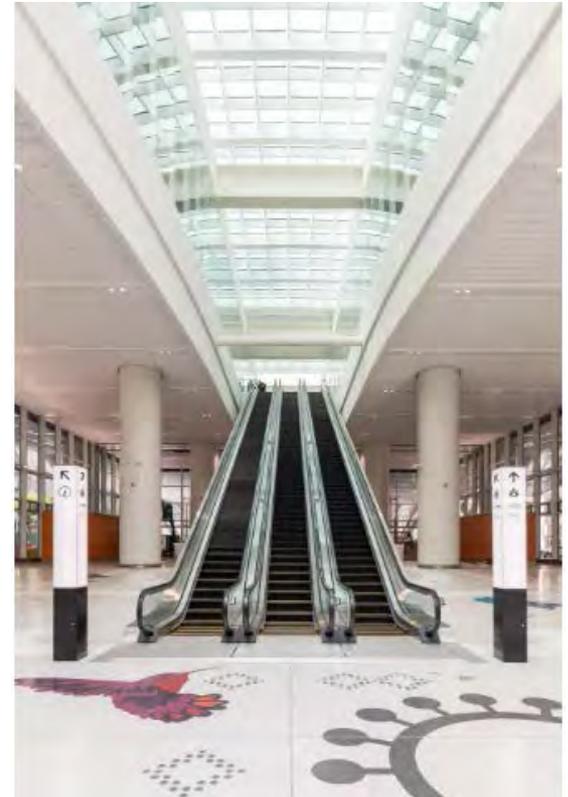
- Amenities open daily: art cart, games, reading room
- 22 programs/week: fitness, music, dance, arts, horticulture, children's
- Fitness SF is a partner in conducting classes
- High visitation: peak count 700-1500 people lunch & evenings
- Bar in the Plaza Wednesday through Friday afternoons



# Facility Operations - Facilities

## Site Operations - Lincoln:

- E&M staff level adjusted for August 11
- Cleaning staff level evaluation post August 11
- Major service providers in place
- Incident response protocols perfected
- Website relaunched to include tenant portal
- Clipper machines operational



# Facility Operations - Facilities

## Digital Media/Sponsorship – Pearl:

- First to market upon return of commuters to bus deck: financial services, customer support software, beverage, airline
- Potential Q1 revenue \$520K; annual budget is \$1.8M
- Pursuit of major brands: i.e sportswear, airline, telecom
- Pursuing experiential activations & sponsorships
- Holiday decorations
- Brand synergies with BRV



# Facility Operations - Facilities

## Retail / Pop Up Retail – Lincoln:

- Food trucks back July 1<sup>st</sup>
- Beverage vendor in place on Park July 1<sup>st</sup>
- Vending machines at Plaza filled
- Vending machines on Bus Deck will be filled before August 11
- When bus deck commuters return:
  - Activate Grand Hall:
  - Coffee
  - Cocktail
  - Florist
  - Shoe Shine



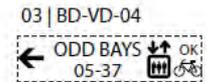
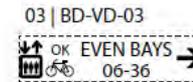
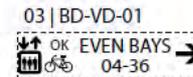
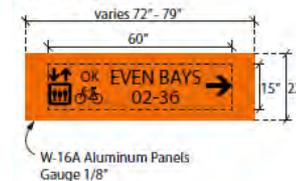
# Facility Operations - Facilities

## Wayfinding & Signs:

- Existing signage enhanced
- Gap analysis work commenced
  - Used MTC vendor bench
  - Working group ACT, MTC, TJPA
- Additional enhancements as needed

### TYPE 03 VINYL DIRECTION AND BAY NUMBERS

TYPE 03  
Vinyl Directional & Bay Numbers  
Mounting Detail



TYPE 02  
Sign Stand  
SL-101 to SL-102  
BD-101 to BD-108



# Facility Operations - Transit

## Bus Plaza:

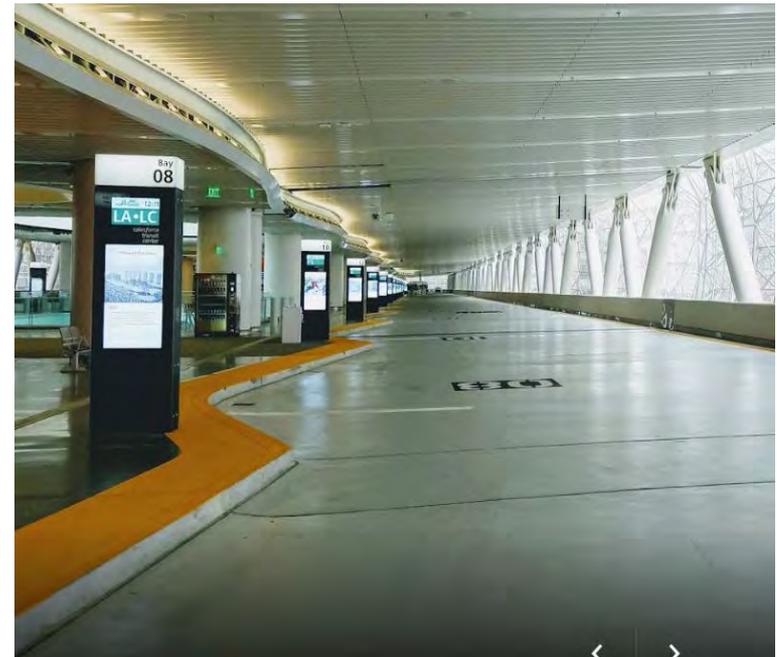
- SFMTA - Golden Gate commenced operations July 13
- Muni offices & restrooms in operation
- Vending machines filled
- Digital screens activated
- Traffic lights activated by MTA
- Crosswalks installed by MTA
  - Beale
  - Fremont
  - First



# Facility Operations - Transit

## Bus Deck Readiness:

- Bus operator training commenced early July
- Construction work completed
- Supervisor booth ready for use
- Bus ramp cleaned and opened
- Bus storage facility opened
- Digital screens activated
- Final cleaning completed



# Facility Operations - Transit

## Transit Center Occupancy:

### July 13:

- SFMTA
- Golden Gate

### August 11-12:

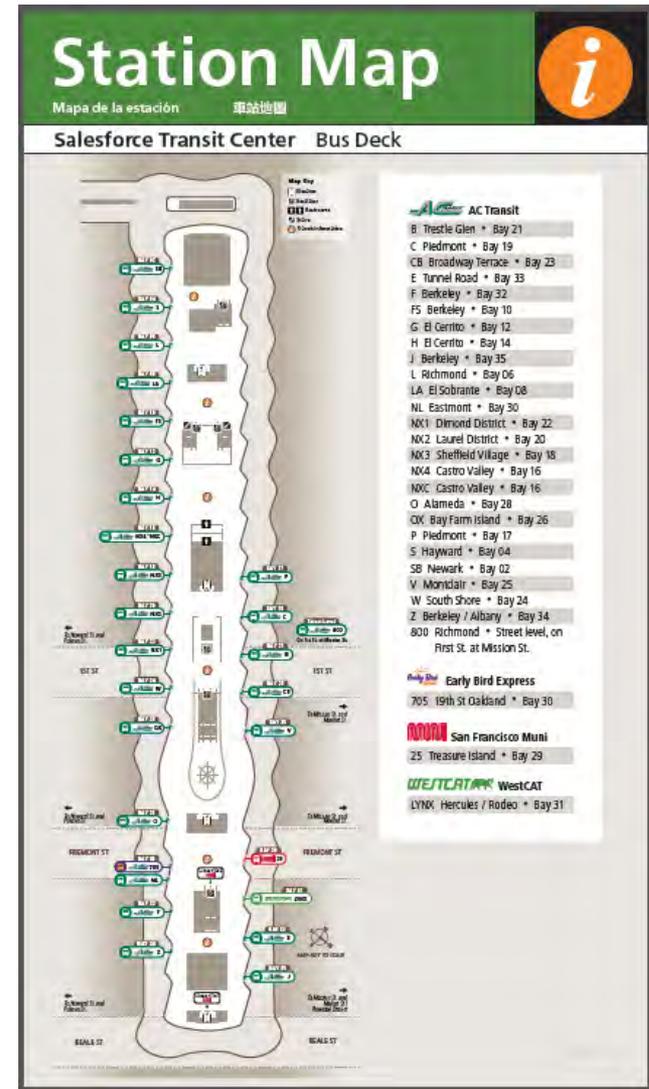
- AC Transit
- Westcat
- SFMTA Treasure Island
- Bart Early Bird

### Mid to Late September:

- Greyhound

### To be Determined:

- Amtrak



# Facility Operations - Security

- Security Operations Center activated
- TJPA's security guard and Ambassador contractor has completed re-staffing and initial training in support of reopening
- Ambassadors are providing a friendly, helpful presence in Salesforce Park, and are trained to assist those in need
- SFPD officers are supporting transit center security operations and providing community policing

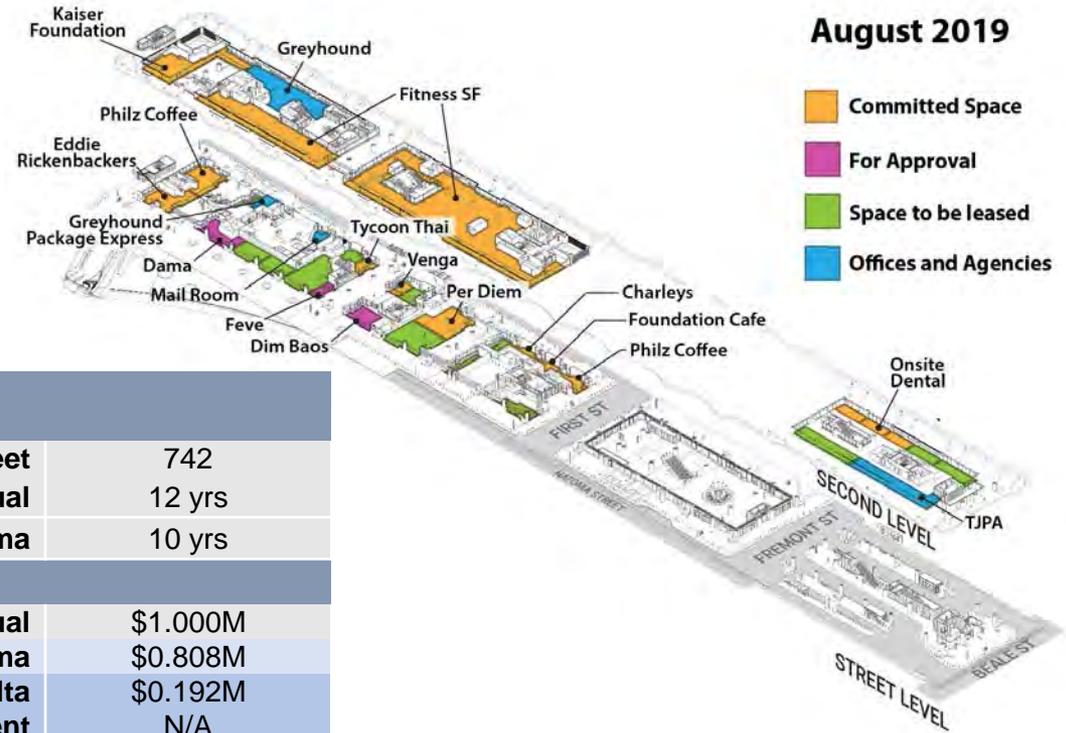


# Retail Leasing

August 2019

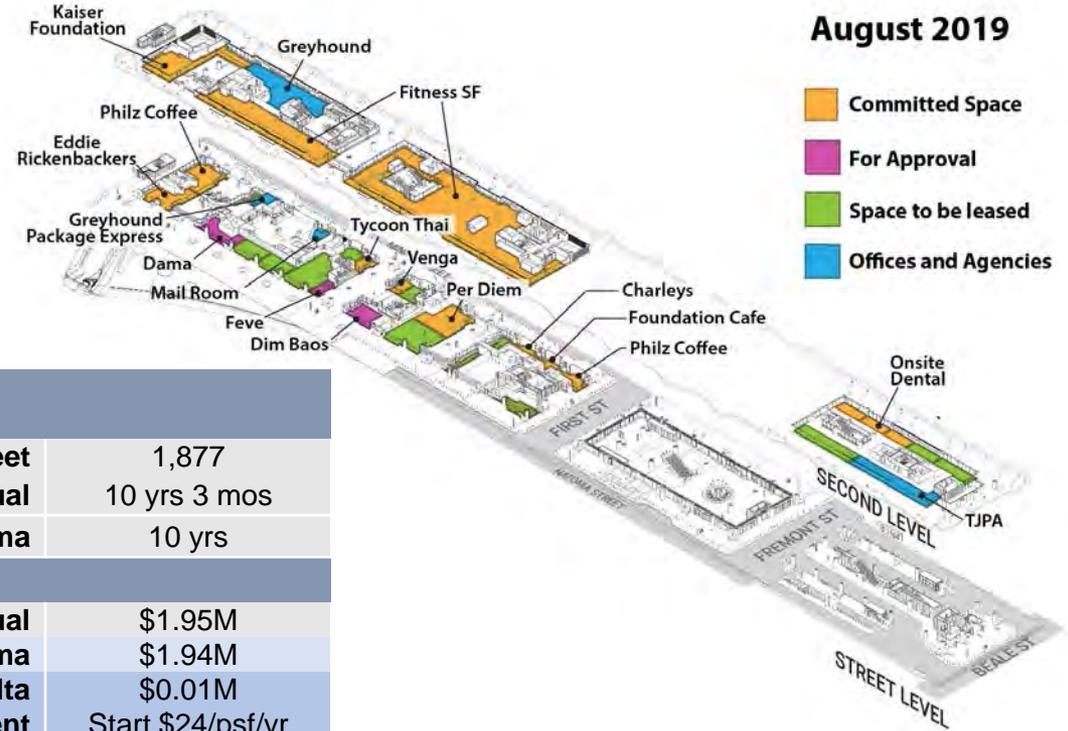


# Retail Leasing – For Board Approval



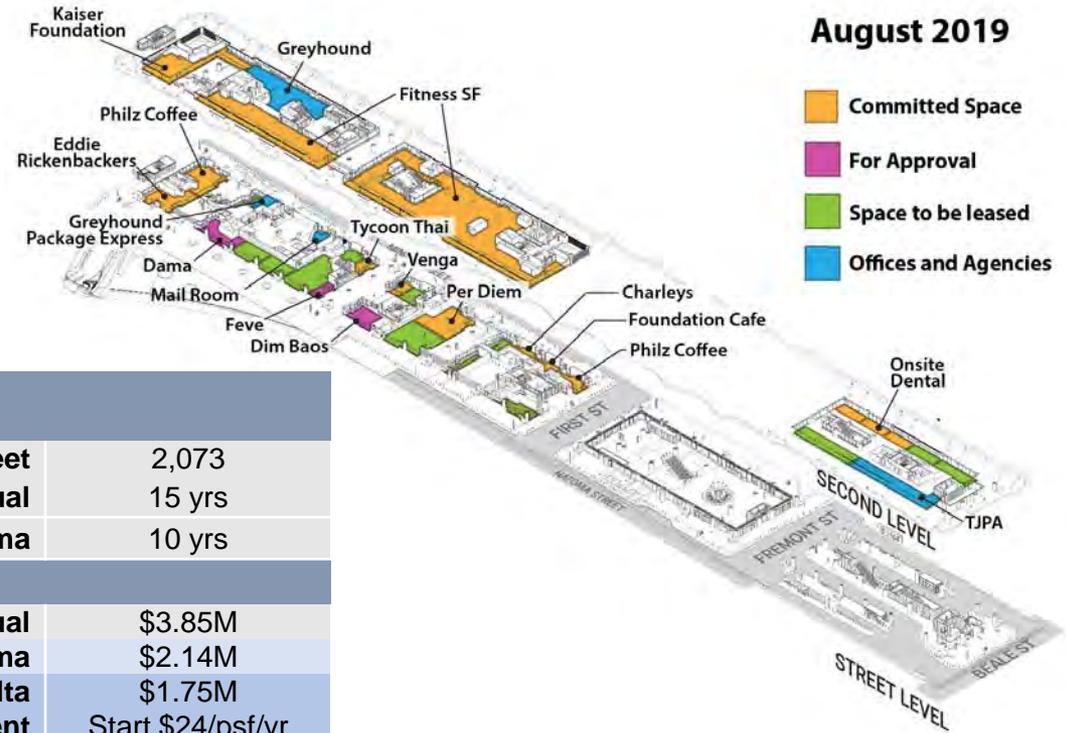
Tenant: Feve Chocolates	
Square Feet	742
Lease Term Actual	12 yrs
Lease Term Proforma	10 yrs
Rent Over Term:	
Actual	\$1.000M
Proforma	\$0.808M
Delta	\$0.192M
Storage Rent	N/A
TJPA Costs (T.I. + Shell)	
Actual	\$0.385M
Proforma	\$0.346M
Delta	\$0.039M
<b>Net Proceeds (rent less TJPA costs)</b>	<b>\$0.615M</b>

# Retail Leasing – For Board Approval



<b>Tenant: Dim Baos</b>		
<b>Square Feet</b>		1,877
<b>Lease Term Actual</b>		10 yrs 3 mos
<b>Lease Term Proforma</b>		10 yrs
<b>Rent Over Term:</b>		
<b>Actual</b>		\$1.95M
<b>Proforma</b>		\$1.94M
<b>Delta</b>		\$0.01M
<b>Storage Rent</b>		Start \$24/psf/yr
<b>TJPA Costs (T.I. + Shell)</b>		
<b>Actual</b>		\$0.45M
<b>Proforma</b>		\$0.70M
<b>Delta</b>		\$0.25M
<b>Net Proceeds (rent less TJPA costs)</b>		<b>\$1.50M</b>

# Retail Leasing – For Board Approval



Tenant: Dama		
Square Feet		2,073
Lease Term Actual		15 yrs
Lease Term Proforma		10 yrs
Rent Over Term:		
Actual		\$3.85M
Proforma		\$2.14M
Delta		\$1.75M
Storage Rent		Start \$24/psf/yr
TJPA Costs (T.I. + Shell)		
Actual		\$0.59M
Proforma		\$0.77M
Delta		\$0.13M
<b>Net Proceeds (rent less TJPA costs)</b>		<b>\$3.26M</b>

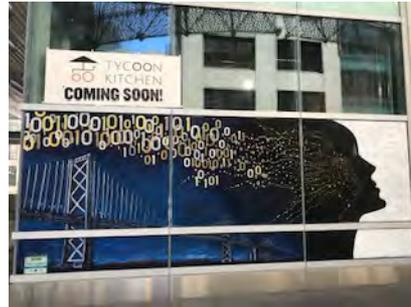
# Retail Leasing – Summary to Date

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	Total	Total Executed + New	% Executed + New to Date
Square Feet	91,640*	58,882	64%
# Retail Spaces	36	20 (14 leases)	56%
Annual Rent (AMA v Actual)	\$5.5M	\$4.2M	76%

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

# Retail Leasing – Summary to Date



# Retail Leasing – Progress Report

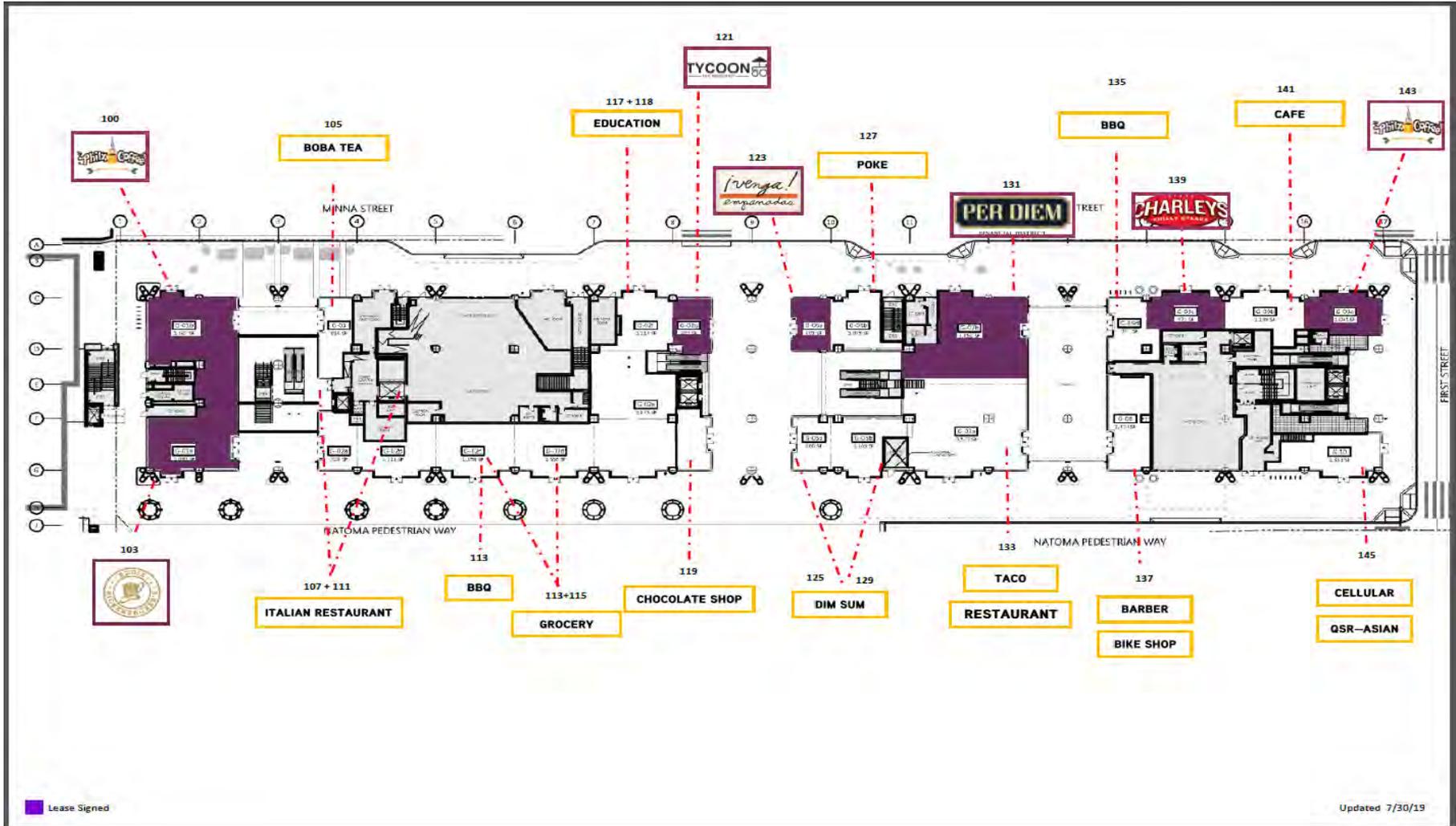
	AS OF 6/30/2019	FY2019-2020										
		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	Total	
	ACTUAL	ACTUAL						PROJECTED				
SF Signed	49,086	9,796	0	0	0	58,882	16,556	15,077	10,921	0	91,640 *	
% Signed	54%	11%	0%	0%	0%	64%	18%	16%	12%	0%	100%	
# Spaces Signed	13	7	0	0	0	20	11	10	2	0	36	

Notes:

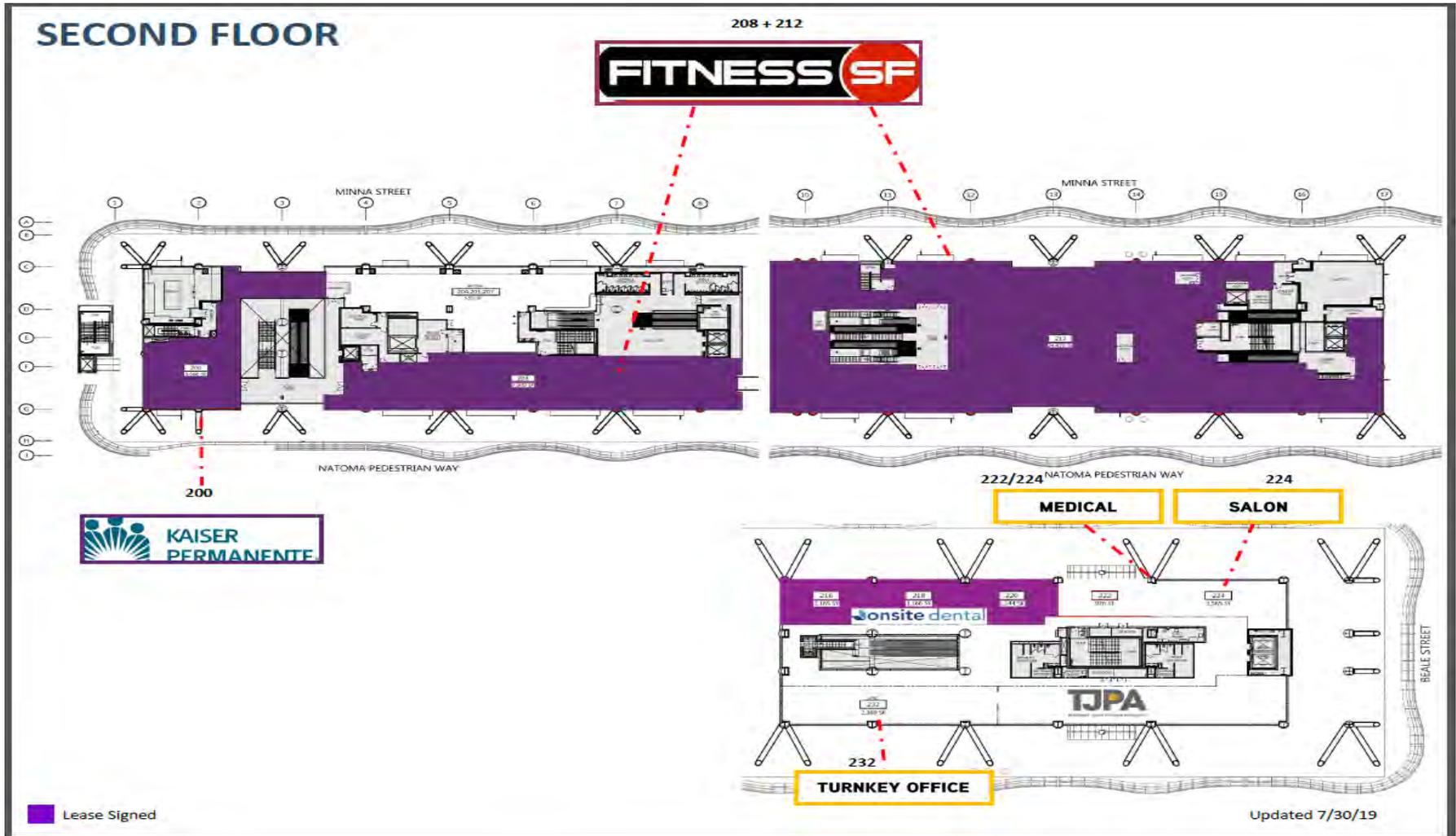
\*Total SF

100,000 Amtrak/Greyhound + TJPA + architect remeasure

# Retail Leasing – Progress Report - Ground

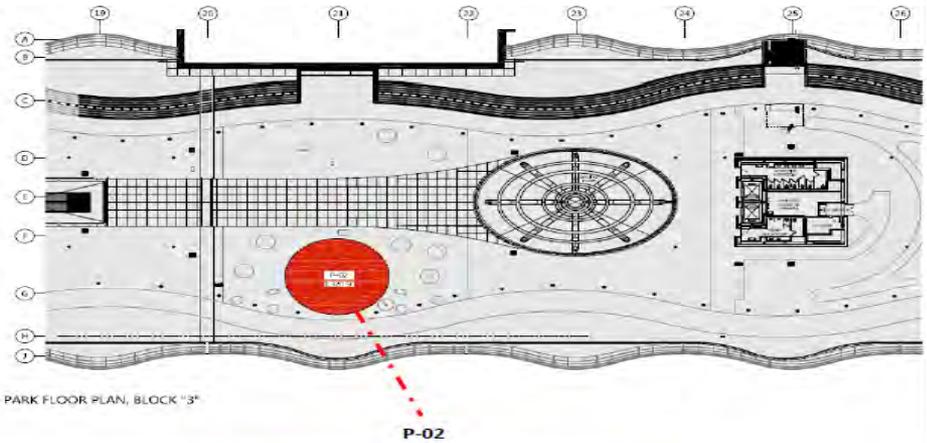
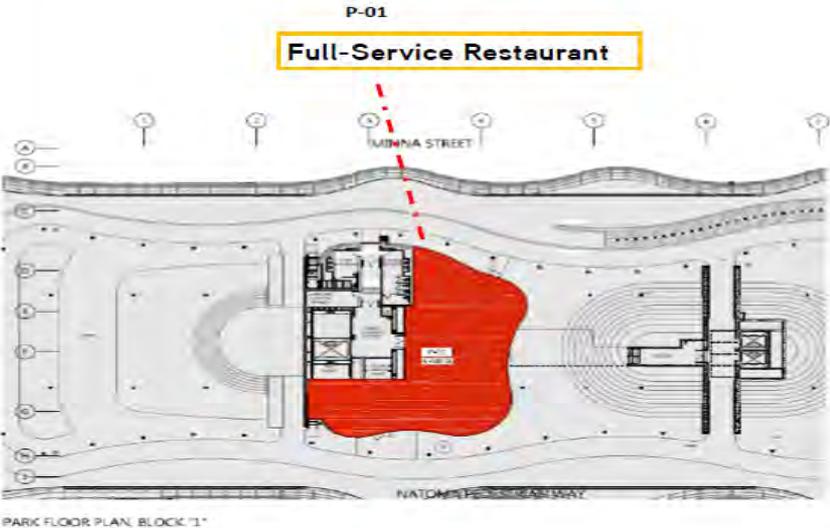


# Retail Leasing – Progress Report - Second



# Retail Leasing – Progress Report - Park

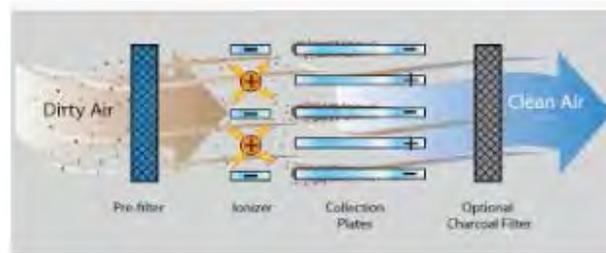
## PARK LEVEL



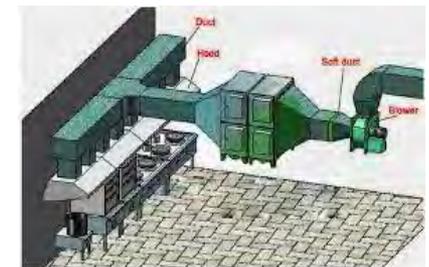
Updated 7/30/19

# Tenant Improvement – Progress Report

- Landlord’s work complete by end of September for first round of tenants: Onsite Dental, Fitness SF, Charleys Cheesesteak, Philz, Venga Empanadas
- Demising walls and slab pour for remaining spaces also complete end of September
- Potential later start by some tenants in commencing their tenant improvement work as a result of high bids and tight market conditions
- New challenge due to change in tenant type from original design requiring additional scrubber exhaust system evaluation
  - Capacity
  - Configuration
- Currently assessing



Air Scrubber: Air Scrubber Kitchen Exhaust



Scrubber: Scrubber Kitchen Exhaust



# Questions?

**TJPA**  
TRANSBAY JOINT POWERS AUTHORITY

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