

Facility Operations Update

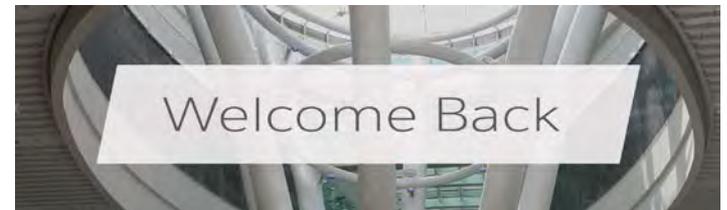
August 2019



Facility Operations Update - Facilities

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 Update - Facilities

Park - BRV:

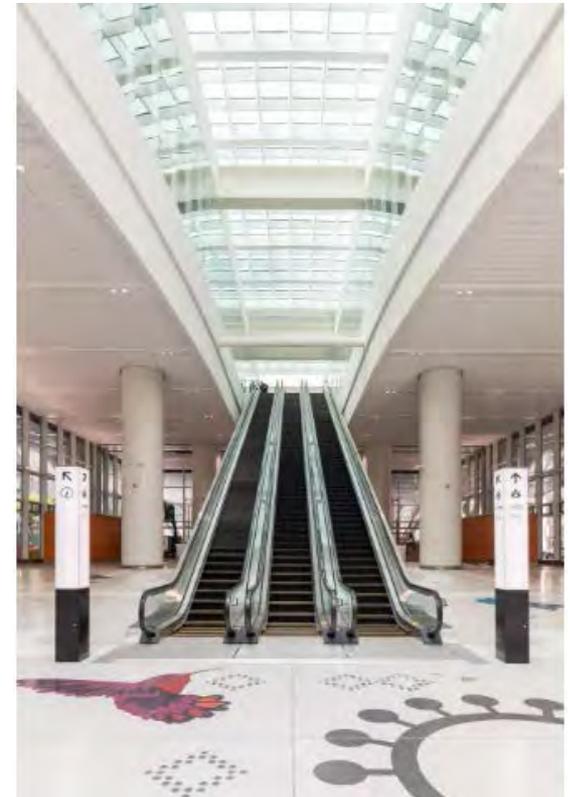
- Amenities open daily: art cart, games, reading room
- 22 programs/week: fitness, music, dance, arts, horticulture, children's
- Fitness SF is a partner in conducting classes
- High visitation: peak count 700-1500 people lunch & evenings
- Bar in the Plaza Wednesday through Friday afternoons



Facility Operations Update - Facilities

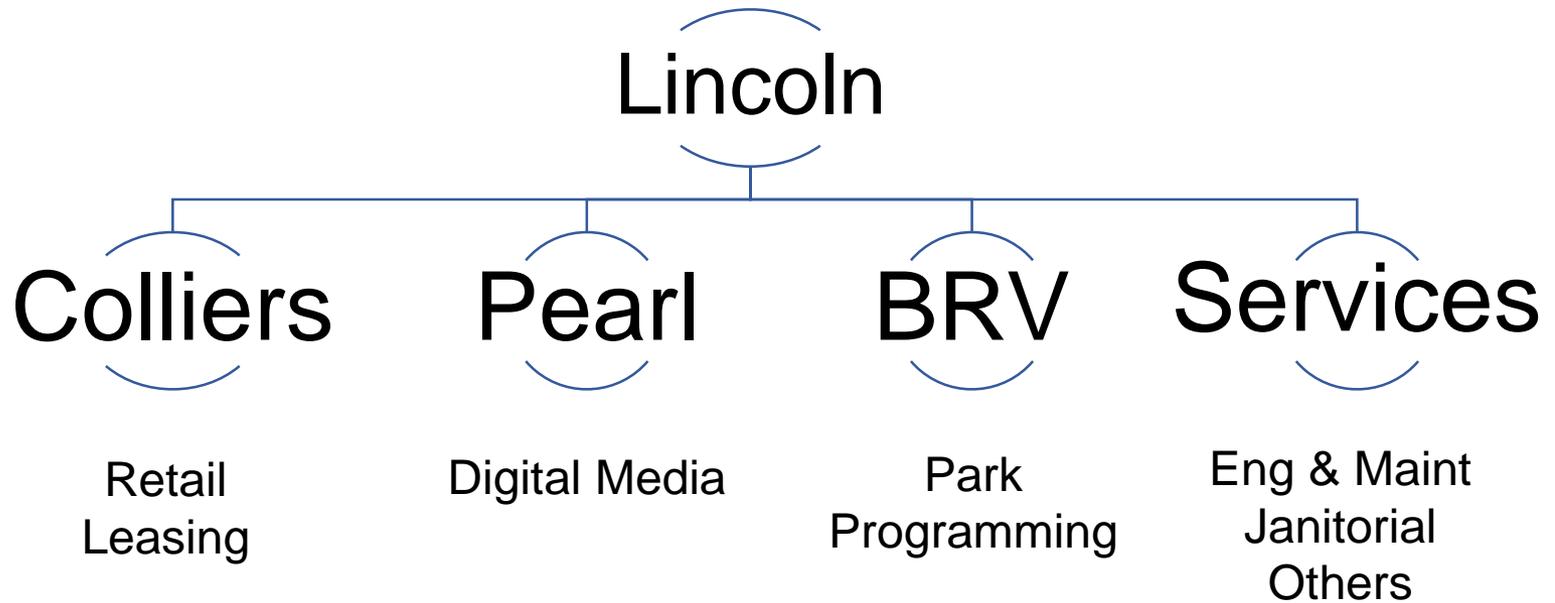
Site Operations - Lincoln:

- 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 Update - Facilities

Site Operations - Lincoln:



Facility Operations Update - 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 Update - Facilities

Retail / Pop Up Retail – Lincoln:

- Food trucks back July 1st
- Beverage vendor in place on Park July 1st
- 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



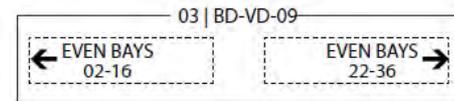
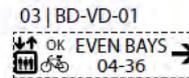
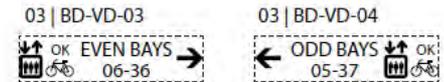
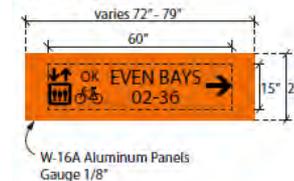
Facility Operations Update - Facilities

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 Update - Transit

Bus Plaza:

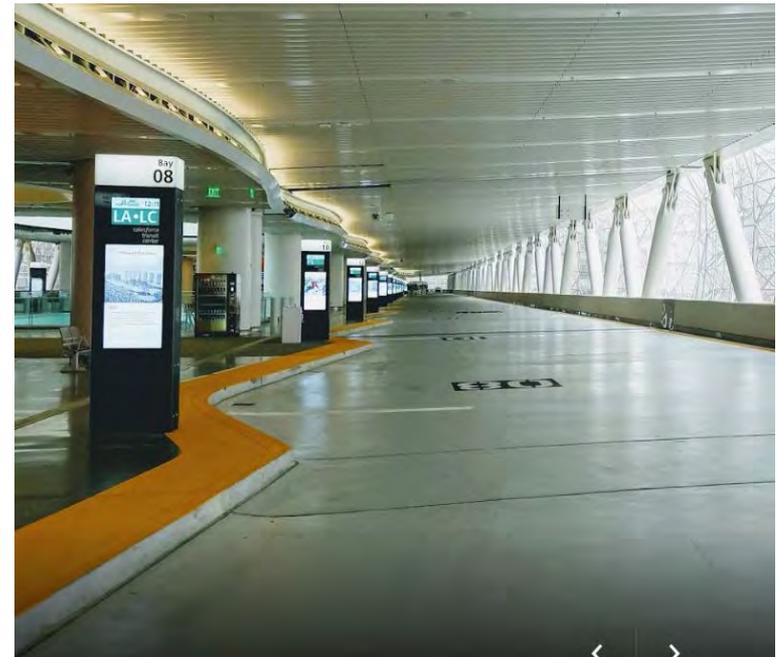
- SFMTA - Golden Gate commenced operations July 13
- Muni offices & restrooms in operation
- Vending machines filled
- Digital screens activated
- Traffic lights activated by MTA
- Crosswalks installed by MTA
 - Beale
 - Fremont
 - First



Facility Operations Update - 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 Update - Transit

Transit Center Occupancy:

July 13:

- SFMTA
- Golden Gate

August 11:

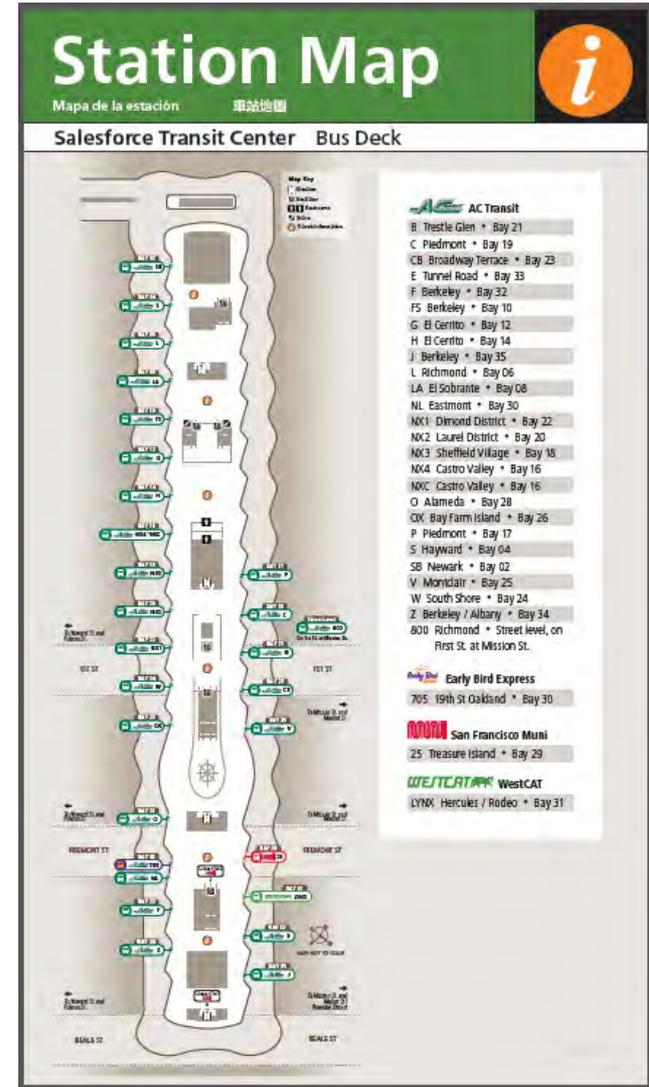
- AC Transit
- Westcat
- SFMTA Treasure Island
- Bart Early Bird

Mid to Late September:

- Greyhound

To be Determined:

- Amtrak



Facility Operations Update - Security

- TJPA's Security Guard and Ambassador contractor has completed restaffing 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





Questions?

TJPA
TRANSBAY JOINT POWERS AUTHORITY

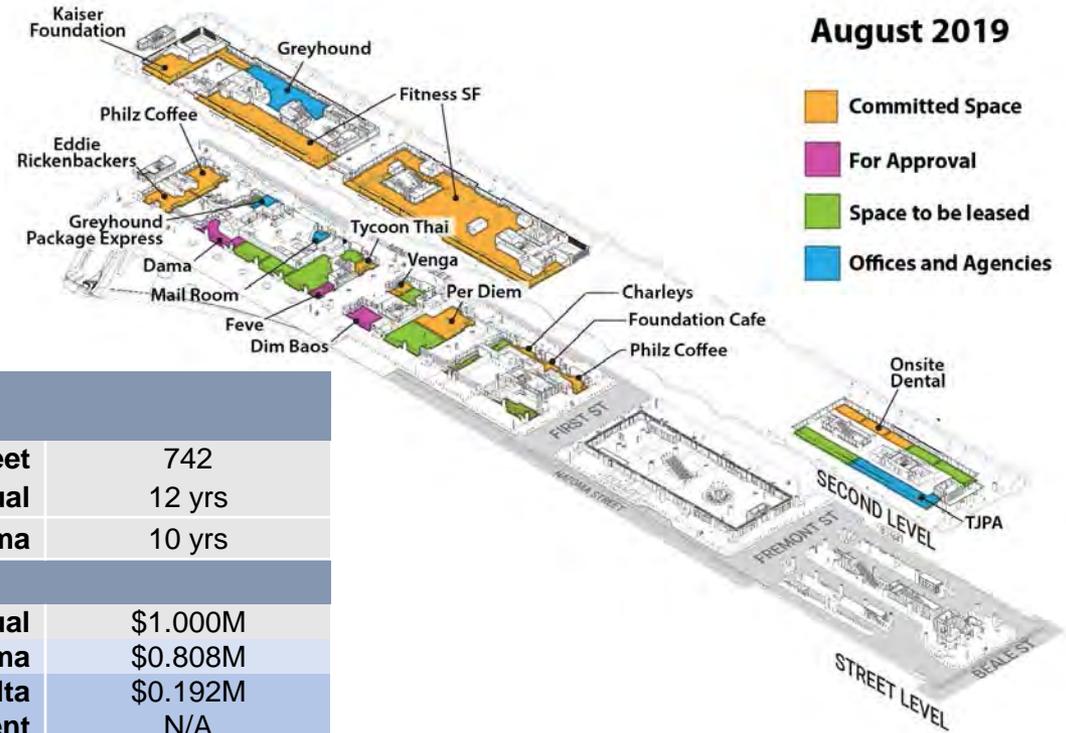
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Retail Leasing Update

August 2019

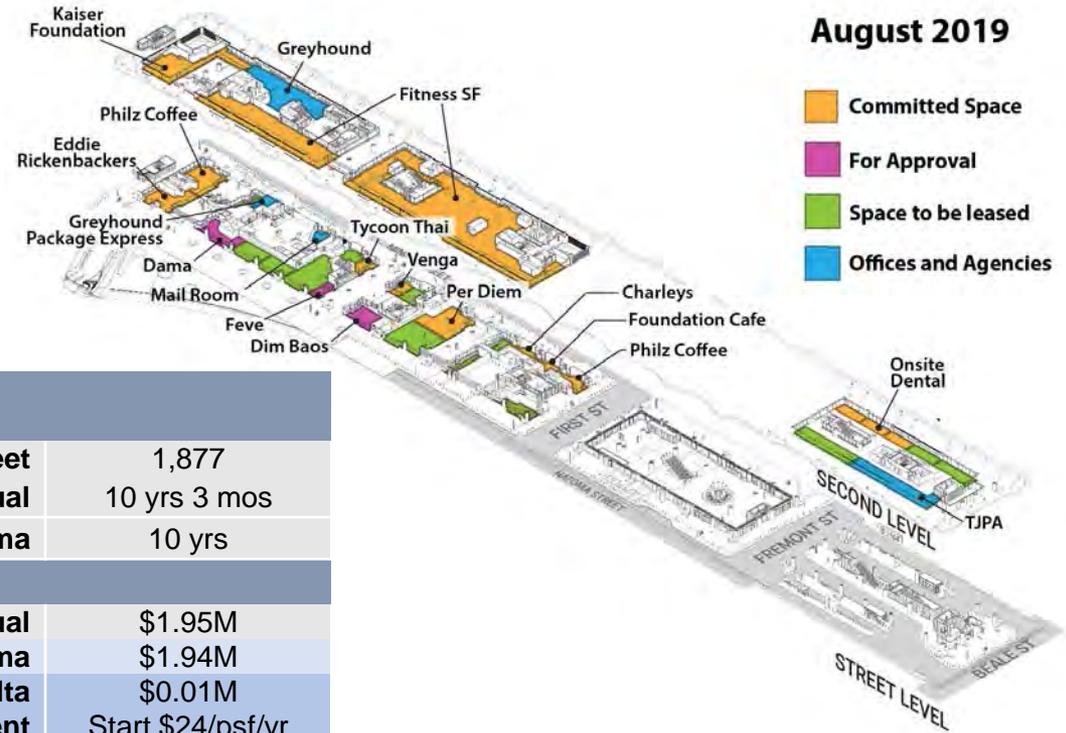


Leasing – For Board Approval



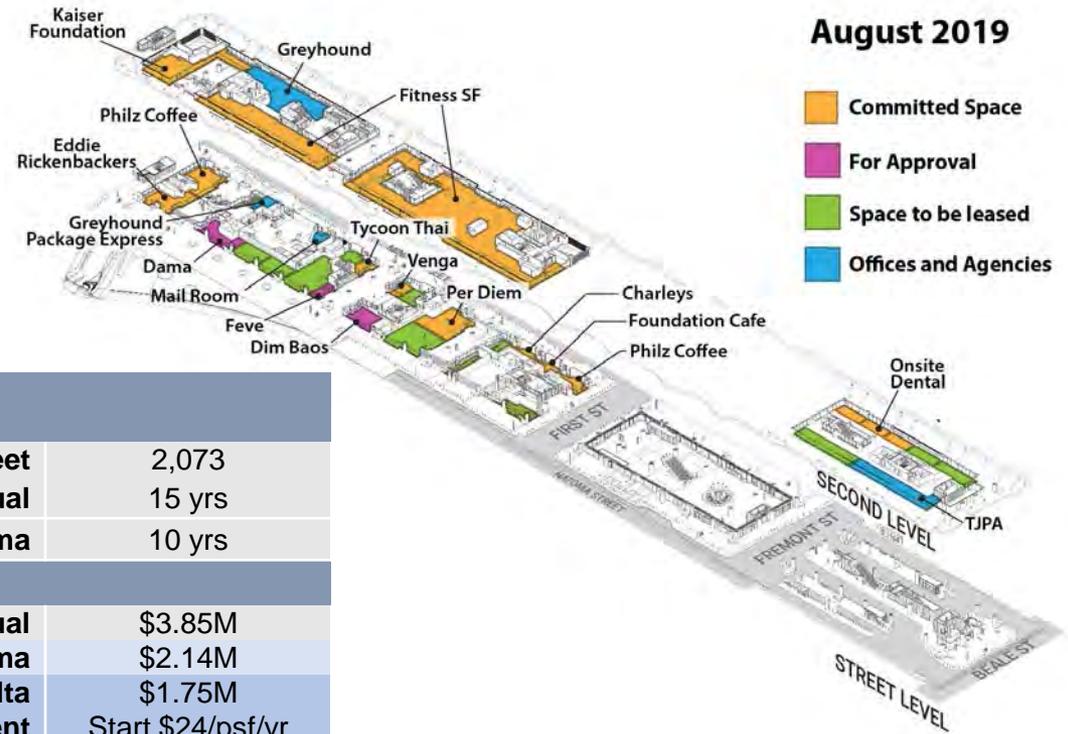
Tenant: Feve Chocolates		
Square Feet		742
Lease Term Actual		12 yrs
Lease Term Proforma		10 yrs
Rent Over Term:		
Actual		\$1.000M
Proforma		\$0.808M
Delta		\$0.192M
Storage Rent		N/A
TJPA Costs (T.I. + Shell)		
Actual		\$0.385M
Proforma		\$0.346M
Delta		\$0.039M
Net Proceeds (rent less TJPA costs)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

Leasing – For Board Approval



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

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
Net Proceeds (rent less TJPA costs)		\$3.26M

Leasing – Summary to Date

	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

Leasing – Summary to Date



Leasing – Progress Report

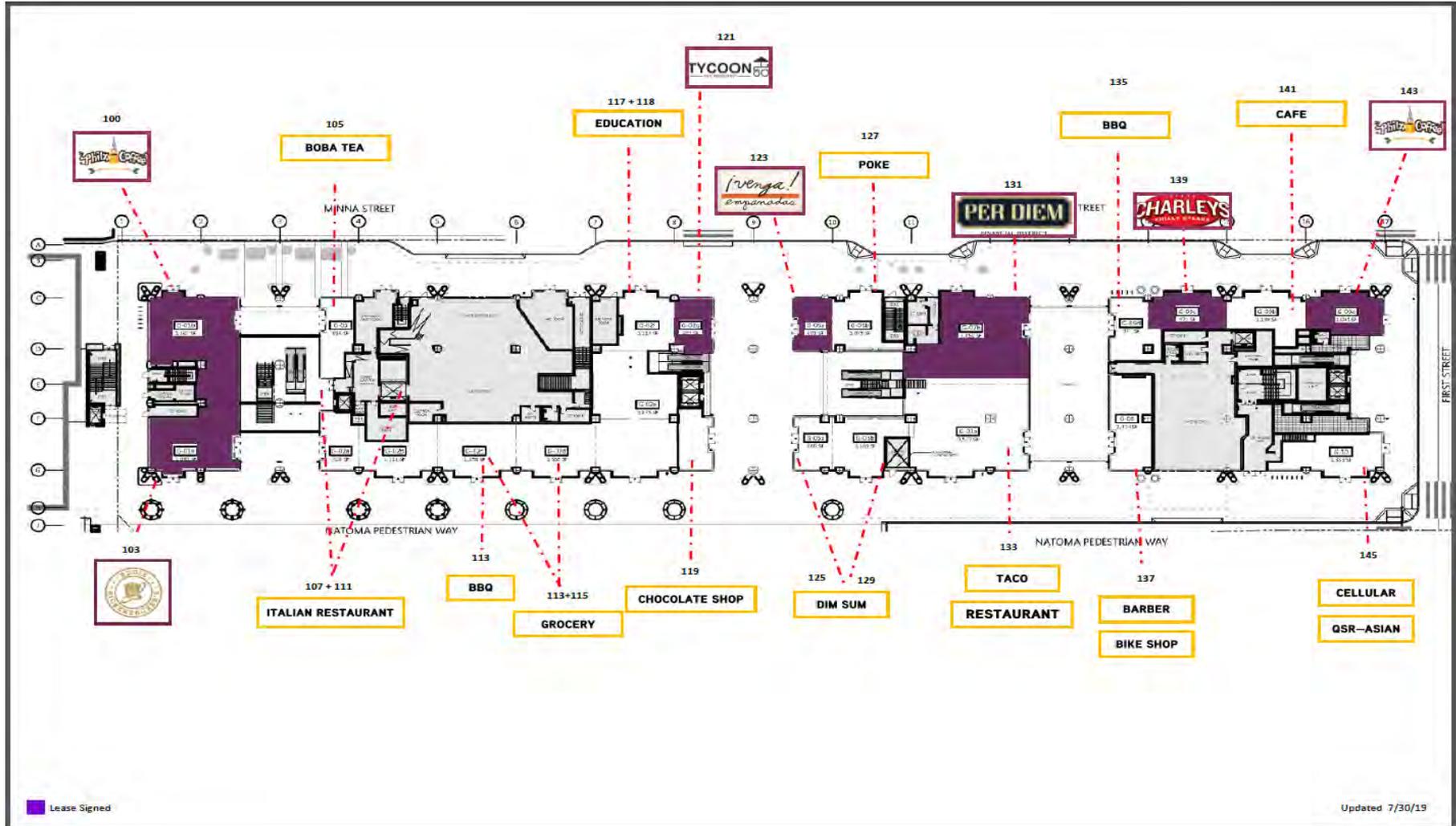
	AS OF 6/30/2019	FY2019-2020									
		Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4	Total
	ACTUAL	ACTUAL					PROJECTED				
SF Signed	49,086	9,796	0	0	0	58,882	16,556	15,077	10,921	0	91,640 *
% Signed	54%	11%	0%	0%	0%	64%	18%	16%	12%	0%	100%
# Spaces Signed	13	7	0	0	0	20	11	10	2	0	36

Notes:

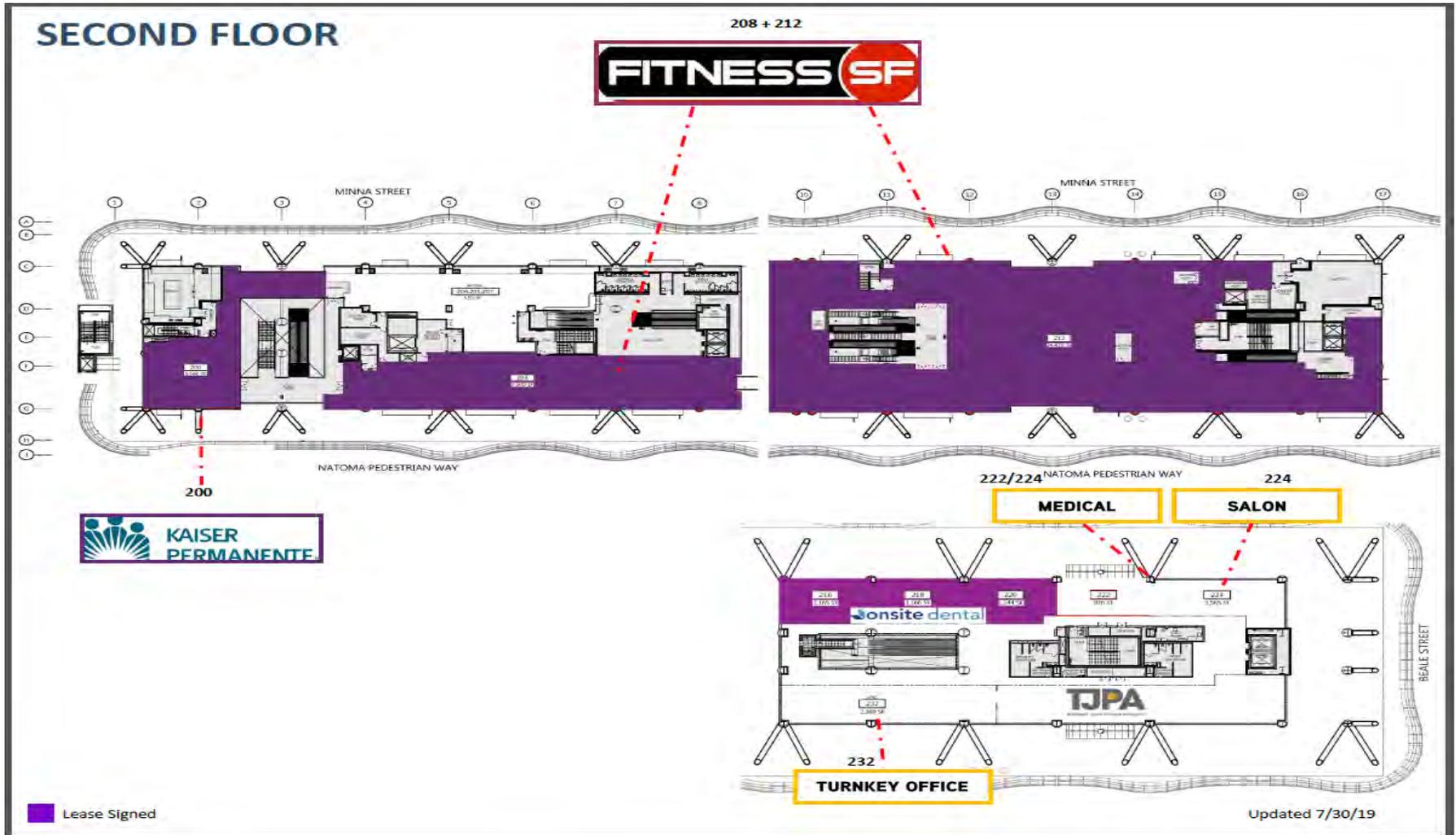
*Total SF

100,000 Amtrak/Greyhound + TJPA + architect remeasure

Leasing – Progress Report - Ground

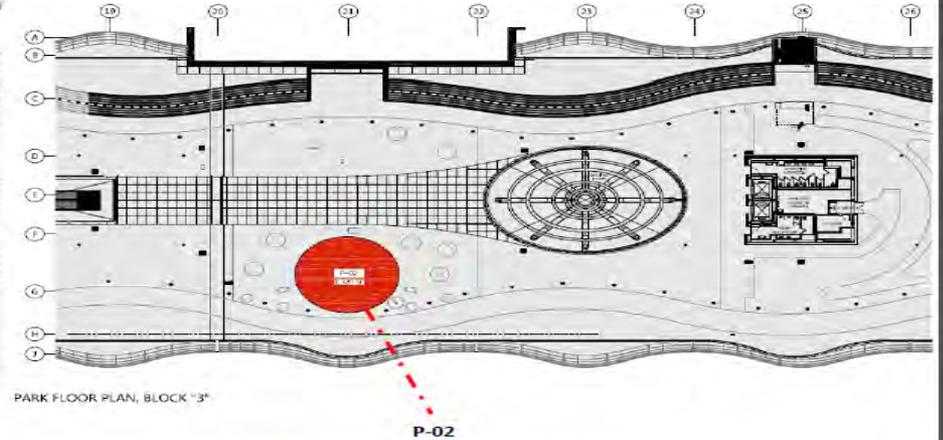
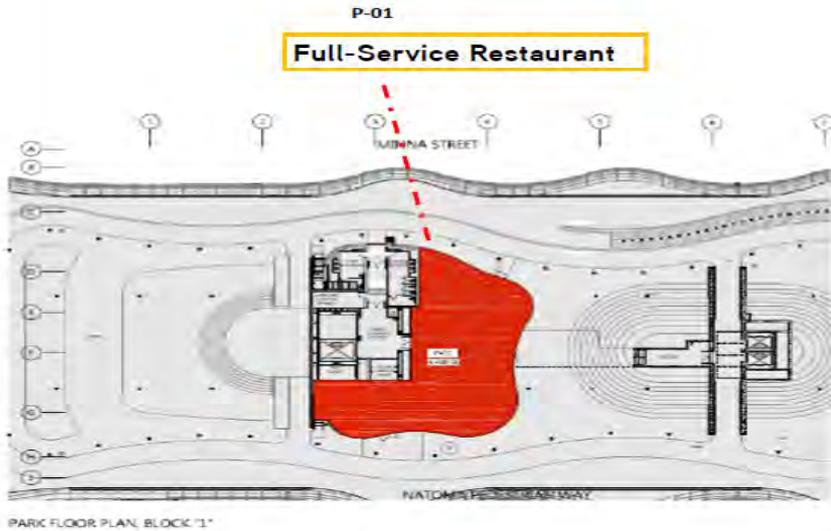


Leasing – Progress Report - Second



Leasing – Progress Report - Park

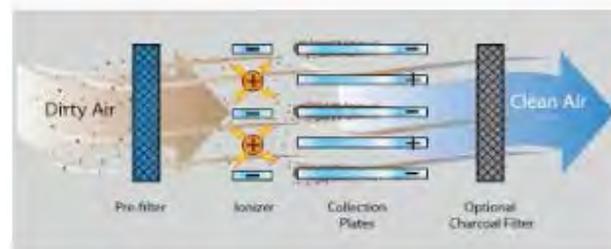
PARK LEVEL



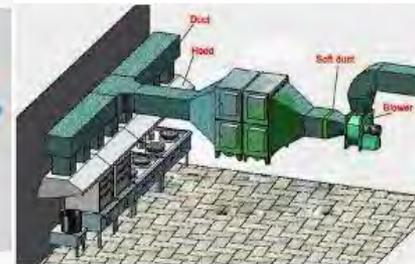
Updated 7/30/19

Tenant Improvement – Progress Report

- Landlord's work complete end of September exhaust system excepted as noted below
 - Slab
 - Demising walls
 - Mechanical units on hand
- Potential delay by some tenants in commencing tenant improvement work as a results of high bids and tight market conditions
- New challenge as a result of change in tenant type from original design requiring additional scrubber exhaust system evaluation
 - Capacity
 - Configuration
- Currently assessing impact to revenue



Air Scrubber: Air Scrubber Kitchen Exhaust



Scrubber: Scrubber Kitchen Exhaust



Questions?

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