

## Attachment D to Agenda File No. 2015-1684

### Summary of Responses to Supplemental Information Request Page 1

	Portside Pier (Brigantine)	Embarcadero Landing (Fish Market)	The Embarcadero (Sunroad Enterprises)
Public Viewing Deck	✓	✓	✓
Dock and Dine Expansion	✓	No	No
Concepts/Price Points	1. Coffee and gelato bar \$-\$\$ 2. Craft brew pub (Ketch) \$\$ 3. Mexican (Miguel's) \$\$\$ 4. Seafood (Brigantine on the Bay) \$\$\$\$\$	1. Coffee and Pastries (Big Bay Coffee) \$ 2. Fast Casual (revised Fishette concept) \$ 3. Italian bar (Porto Vino) \$\$ 4. Craft beer and cocktail bar (Topside Lounge) \$\$-\$\$\$ 5. Seafood (Anthony's) \$\$\$ 6. Upscale artisanal (Harbor and Ash) \$\$\$-\$\$\$\$	1. Craft beer tasting room (Stone Brewery) \$ 2. Quick serve burgers & custard (Pier Burger) \$ 3. Fast casual seafood (Fish Camp) \$ 4. Craft beers & cocktails (Craft & Commerce) \$\$\$\$ 5. Upscale seafood (Blue Point) \$\$\$\$\$

Approximate check average

\$ 4 to 6

\$\$ 12 to 15

\$\$\$ 18 to 22

\$\$\$\$ 20 to 25

\$\$\$\$\$ 25 to 30

\$\$\$\$\$\$ 35 to 40

# Summary of Responses to Supplemental Information Request Page 2

## RENT STRUCTURE SUMMARY

	Portside Pier (Brigantine)	Embarcadero Landing (Fish Market)	The Embarcadero (Sunroad Enterprises)
<b>Term</b>	40 Years	40 Years	40 Years
<b>Minimum Investment</b>	\$13 MM	\$12 MM	\$12 MM
<b>Minimum Annual Rent</b>	\$1.1 MM	\$825K	\$ 1MM for first 6 years - or - 75% of the projected post construction rent
<b>Reversionary Interest</b>	Not proposed	Not proposed	Willing to pay a Reversionary Value Rent up to \$1,000,000 over 10 year period
<b>Percentage Rent</b>	5% gross sales	5.5% gross sales	Board adopted percentage rental rates
<b>Revenue Sharing</b>	5.5% of gross sales when revenues are between 10% - 20% above natural breakpoint (\$22,000,000)  6% of gross sales when revenues are above 20% of natural breakpoint	Not proposed	Not proposed
<b>Rent Adjustments</b>	Not proposed	MAR adjusted every 5 years (greater of 12.5% over prior minimum - or - 75% of total rent paid over the average of the prior 2 years)	Traditional District rent review, after first 6 years
<b>Construction Rent</b>	Not proposed	Not proposed	Will pay 100% of current tenant rent during construction period. (50% of such rent will be applied to future percentage payments in excess of MAR)
<b>NPV</b>	\$10,478,307	\$8,963,664	\$8,364,115