|  | 2000 | 2001 | 2002 | 203 | 204 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | vear ned |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cl1-All | ${ }^{3.4}$ | 28 | 1.6 | 2.3 | 27 | ${ }^{3.4}$ | ${ }^{3.2}$ | 2.8 | ${ }^{3.8}$ |  | 1.6 | ${ }^{3.2}$ | 2.1 | 1.5 | 1.6 | 0.1 | 1.3 | 2.1 |  |  |  | 24 |
| AER PHOTOGRAPHY <br> Lazy Way, Unit F <br> 426 SF GROSS SALES <br> Percent Change Over Prior Year Annual Base Rent (July - June) Base Rent per SF Percentage Rent Paid Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} 9.10 \% \\ \$ 15,659.76 \\ \$ 36.76 \\ \$ 0.00 \\ \mathbf{2 5 . 1 6 \%} \end{array}$ |  |  |  |  |  | ${ }^{7}$ | 33.12\% <br> \$42.22 <br> 56.04\% |
|  | $\begin{array}{r} \$ 314,342.72 \\ \mathrm{NA} \\ \$ 12,230.04 \\ \$ 7.19 \\ \$ 6,630.16 \\ 6.00 \% \end{array}$ |  | $\begin{array}{r} \$ 334,376.88 \\ 30.80 \% \\ \$ 13,485.00 \\ \$ 7.93 \\ \$ 6,577.61 \\ 6.00 \% \end{array}$ |  |  |  |  |  |  | $\begin{array}{r} \$ 898,248.50 \\ 28.93 \% \\ \$ 18,973.44 \\ \$ 11.16 \\ \$ 34,921.47 \\ 6.00 \% \end{array}$ |  |  |  |  | $\$ 1,081,353.10$ $-3.37 \%$ $\$ 70,800.00$ $\$ 43.62$ $\$ 0.00$ $6.55 \%$ |  |  |  | 1 mo rent abate $978,600.58$ $-8.79 \%$ $\$ 68,537.37$ $\$ 37.74$ $\$ 0.00$ $7.00 \%$ |  | ${ }^{12}$ | $9.75 \%$ <br> \$18.17 <br> 6.85\% |
| BUMBLE BEE SILVER CO <br> 201 William Street, Suite 11( 112 SF GROSS SALES <br> Percent Change Over Prior Year Annual Base Rent (Oct. - Sept.) Base Rent per SF Percentage Rent Paid Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \$ 77,374.91 \\ 7.55 \% \\ \$ 18,526.20 \\ \$ 165.41 \\ \$ 0.00 \\ 23.94 \% \end{array}$ | $\begin{array}{r} 81,261.63 \\ 5.02 \% \\ \$ 18,822.72 \\ \$ 168.06 \\ \$ 0.00 \\ 23.16 \% \end{array}$ |  |  | ${ }^{12}$ | $-8.34 \%$ <br> $\$ 205.40$ <br> 28.58\% |
| CAPTAIN QUICK DRY <br> Lazy Way, Unit H <br> GROSS SALES <br> Percent Change Over Prior Year Annual Base Rent (April - March.) Base Rent per SF Percentage Rent Paid Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \$ 351,743.80 \\ 61.80 \% \\ \$ 16,743.84 \\ \$ 37.04 \\ \$ 4,360.79 \\ 6.00 \% \end{array}$ |  |  |  |  |  |  |  | ${ }^{8}$ | $18.70 \%$ <br> \$37.82 <br> 7.55\% |
| CONCH ELECTRIC CARS <br> Ferry Terminal Building GROSS SALES <br> Percent Change Over Prior Year Annual Base Rent (April - March) Base Rent per SF Percentage Rent Paid Total Rent as \% of Sales |  |  |  |  |  | $\begin{gathered} \$ 76,599.38 \\ 513,52.04 \\ 50.04 \\ 510.00 \\ 50.00 \\ 17.82 \% \end{gathered}$ |  |  | $\begin{array}{r} \$ 166,512.32 \\ -39.31 \% \\ \$ 15,803.88 \\ \$ 22.01 \\ \$ 0.00 \\ 9.49 \% \end{array}$ |  | $\$ 234,634.71$ $39.98 \%$ $\$ 16,594.08$ $\$ 23.11$ $\$ 0.00$ $7.07 \%$ | $\begin{array}{r} \$ 185,873.00 \\ -20.78 \% \\ \$ 17,427.24 \\ \$ 24.27 \\ \$ 0.00 \\ 9.38 \% \end{array}$ |  |  |  | $\$ 407,276.03$ $67.89 \%$ $\$ 19,781.52$ $\$ 27.55$ $\$ 0.00$ $4.86 \%$ | $\begin{array}{r} \$ 333,785.61 \\ -18.04 \% \\ \$ 19,781.28 \\ \$ 27.55 \\ \$ 246.86 \\ 6.00 \% \end{array}$ | $\begin{array}{r} \$ 340,730.00 \\ 2.08 \% \\ \$ 12,596.16 \\ \$ 17.54 \\ \$ 7,847.64 \\ 6.00 \% \end{array}$ |  |  | 4 | 25.93\% <br> \$13.59 <br> 9.62\% |
|  |  |  | $\begin{array}{r} \$ 5,785,549.38 \\ 12.49 \% \\ \$ 271,320.12 \\ \$ 16.66 \\ \$ 17,957.35 \\ 5.00 \% \end{array}$ |  |  | $\begin{array}{r} \$ 6,847,729.91 \\ -0.20 \% \\ \$ 289,325.76 \\ \$ 17.76 \\ \$ 53,060.74 \\ \mathbf{5 . 0 0 \%} \end{array}$ | $\$ 7,243,386.20$ $5.78 \%$ $\$ 298,873.56$ $\$ 18.35$ $\$ 63,295.75$ $5.00 \%$ |  |  |  |  | $\$ 9,800,104.41$ $-0.60 \%$ $\$ 338,990.28$ $\$ 20.81$ $\$ 151,014.94$ $\mathbf{5 . 0 0 \%}$ | \#\#\#\#\#\#\#\#\#\#\#\#\#\#\# <br> $10.45 \%$ <br> $\$ 344,414.16$ <br> $\$ 21.14$ <br> $\$ 196,784.23$ <br> $5.00 \%$ | \#\#\#\#\#\#\#\#\#\#\#\#\#\#\# <br> $3.31 \%$ <br> $\$ 354,746.64$ <br> $\$ 21.78$ <br> $\$ 204,374.95$ <br> $5.00 \%$ |  | \#\#\#\#\#\#\#\#\#\#\#\#\#\#\# <br> $3.11 \%$ <br> $\$ 366,189.00$ <br> $\$ 22.48$ <br> $\$ 234,706.58$ <br> $5.00 \%$ |  |  |  | $\|$$58,145,379.00$ <br> Tro <br> 5570,11496 <br> s 3.500 <br> 50.00 <br> TBD <br> TBD | 5 | 6.74\% <br> \$19.54 <br> 5.33\% |
|  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \$ 368,657.28 \\ 105.69 \% \\ \$ 9,135.00 \\ \$ 43.92 \\ \$ 12,984.44 \\ 6.00 \% \end{array}$ | $\begin{array}{r} \$ 566,511.00 \\ 53.67 \% \\ \$ 9,591.72 \\ \$ 46.11 \\ \$ 24,398.00 \\ 6.00 \% \end{array}$ | $\begin{array}{r} \$ 732,130.40 \\ 29.23 \% \\ \$ 9,879.48 \\ \$ 47.50 \\ \$ 34,048.32 \\ 6.00 \% \end{array}$ | $\begin{array}{r} \$ 866,784.91 \\ 18.39 \% \\ \$ 9,998.04 \\ \$ 48.07 \\ \$ 42,009.05 \\ 6.00 \% \end{array}$ | $\begin{array}{r} \$ 832,180.69 \\ -3.99 \% \\ \$ 42,000.00 \\ \$ 201.92 \\ \$ 7,930.84 \\ 6.00 \% \end{array}$ |  | $\begin{array}{r} 885,110.76 \\ 10.94 \% \\ \$ 42,630.00 \\ \$ 204.95 \\ \$ 10,476.65 \\ 6.00 \% \end{array}$ |  |  | 9 | 41.96\% <br> $\$ 90.18$ <br> 7.00\% |
| DRAGONFLY KEY WEST <br> Lazy Way, Unit G GROSS SALES <br> Percent Change Over Prior Year Annual Base Rent (Mar. - Feb.) Base Rent per SF Percentage Rent Paid Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \$ 140,218.68 \\ 62.42 \% \\ \$ 12,322.80 \\ \$ 37.80 \\ \$ 0.00 \\ 8.79 \% \end{array}$ |  | $\$ 142,027.00$ $28.45 \%$ $\$ 13,584.48$ $\$ 41.67$ $\$ 0.00$ $9.56 \%$ |  |  |  |  |  | $\begin{array}{r} -18.76 \% \\ \$ 15,276.48 \\ \$ 46.86 \\ \$ 0.00 \\ 17.46 \% \end{array}$ |  | 3 | 6.38\% <br> $\$ 41.94$ <br> $11.84 \%$ |


|  | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |  | Avg. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cl1-Alluran Consumers | ${ }^{3.4}$ | ${ }^{2.8}$ | 1.6 | ${ }^{23}$ | 27 | ${ }^{3.4}$ | ${ }^{3.2}$ | ${ }^{2.8}$ | ${ }^{3.8}$ | -0.4 | ${ }^{1.6}$ | ${ }^{3.2}$ | ${ }^{2.1}$ | 1.5 | ${ }^{1.6}$ | 0.1 | ${ }^{1.3}$ | ${ }^{2.1}$ |  |  |  | 24 |
| FISHERMAN'S CAFÉ <br> Lazy Way, Unit C <br> Lazy Way, Unit D <br> GROSS SALES <br> Annual Change Over Prior Year <br> Annual Base Rent: <br> Unit C (Jun. - May) Unit D (Sep. - Aug.) <br> Base Rent per SF <br> Percentage Rent Paid <br> Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{gathered} \$ 31,209.10 \\ \hline \end{gathered}$ | 4 | NA <br> $\$ 64.57$ <br> 20.16\% |
| 231 Margaret Street $\quad 9,715$ SF <br> GROSS SALES <br> Percent Change Over Prior Year Annual Base Rent (Apr. - Mar.) Base Rent per SF Percentage Rent Paid Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  | $53,627.837 .73$ $5253.59 \%$ 523.500 52.77 50.00 $6.98 \%$ 6.98 |  |  |  |  |  |  |  |  |  |  | 4 | 118.47\% <br> \$24.94 <br> $11.70 \%$ |
| HAMMERHEAD SURF SHOP <br> 201 William Street, Unit B 1,006 SF GROSS SALES <br> Percent Change Over Prior Year <br> Annual Base Rent (May - April) <br> Base Rent per SF <br> Percentage Rent Paid <br> Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 5 | $25.90 \%$ <br> \$33.19 <br> 7.53\% |
| KEY WEST ARTWORKS <br> 201 William Street, Unit A 722 SF GROSS SALES <br> Percent Change Over Prior Yea Annual Base Rent (Jan. - Dec) Base Rent per SF Percentage Rent Paid <br> Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \$ 106,785.85 \\ 91.89 \% \\ \$ 24,572.64 \\ \$ 34.03 \\ \$ 0.00 \\ \mathbf{2 3 . 0 1 \%} \end{array}$ |  | $\begin{array}{r} \$ 136,438.84 \\ 0.15 \% \\ \$ 26,578.44 \\ \$ 36.81 \\ \$ 0.00 \\ 19.48 \% \end{array}$ | $\$ 147,55.15$ 8.228 522.73 .72 537.20 s.00 $18.29 \%$ |  | $\begin{array}{r} \$ 169,468.05 \\ -2.31 \% \\ \$ 27,381.84 \\ \$ 37.92 \\ \$ 0.00 \\ 16.16 \% \end{array}$ |  |  |  | 4 | $\begin{array}{\|l\|} \hline 7.64 \% \\ 537.89 \\ 28.07 \% \end{array}$ |
| 241, 251A \& 251B Margaret 3,444 SF <br> GROSS SALES <br> Percent Change Over Prior Yea <br> Annual Base Rent (Jun. - May) <br> Base Rent per SF <br> Percentage Rent Paid <br> Total Rent as \% of Sales |  |  |  |  | $\begin{array}{r} \$ 154,686.01 \\ 33.11 \% \\ \$ 21,106.56 \\ \$ 21.11 \\ \$ 0.00 \\ 13.64 \% \end{array}$ |  |  |  | $\begin{array}{r} \$ 342,709.00 \\ 20.72 \% \\ \$ 40,659.96 \\ \$ 28.16 \\ \$ 0.00 \\ 11.86 \% \end{array}$ |  | $\begin{array}{r} \$ 498,230.18 \\ 16.51 \% \\ \$ 44,827.80 \\ \$ 31.04 \\ \$ 0.00 \\ 9.00 \% \end{array}$ |  | $\$ 730.50 .03$ 20.018 550.3236 $\$ 38.85$ 540.00 6.896 6.896 | 577.502 .81 $6.42 \%$ 551.8208 553.89 550 5.000 $6.67 \%$ |  |  |  | $\$ 1,069,941.94$ $-6.22 \%$ $\$ 106,450.80$ $\$ 30.91$ $\$ 0.00$ $9.95 \%$ | $\begin{array}{r} \$ 949,010.60 \\ -11.30 \% \\ \$ 108,153.96 \\ \$ 31.40 \\ \$ 0.00 \\ 11.40 \% \end{array}$ |  | 7 | $\begin{aligned} & \begin{array}{l} 14.55 \% \\ \$ 27.76 \\ 11.22 \% \end{array} \end{aligned}$ |
| KEY WEST ICE CREAM William Street, Unit C $1,001 \mathrm{SF}$ GROSS SALES <br> Percent Change Over Prior Year <br> Annual Base Rent (Apr. - Mar.) <br> Base Rent per SF <br> Percentage Rent Paid <br> Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | NA S34.15 NA NA |
|  | $\begin{array}{r} \$ 661,586.00 \\ \mathrm{NA} \\ \$ 23,838.84 \\ \$ 20.82 \\ \$ 15,856.26 \\ 6.00 \% \end{array}$ | $\begin{array}{r} \$ 881,088.00 \\ 33.18 \% \\ \$ 24,910.68 \\ \$ 21.76 \\ \$ 27,950.10 \\ 6.00 \% \end{array}$ | 5878.113 .50 $520.30 \%$ 520.372 .24 5274 526.69 .57 $6.00 \%$ | $\$ 1,116,392.00$ 27.14\% $\$ 25,115.08$ $\$ 22.02$ $\$ 39,76.92$ $5.82 \%$ | $\$ 1,335,013.00$ $19.58 \%$ $\$ 26,458.04$ $\$ 23.12$ $553,63.74$ $5.00 \%$ |  |  |  |  | $\$ 1,155,864.87$ $-15.77 \%$ $\$ 94,801.80$ $\$ 31.10$ $\$ 0.00$ $8.20 \%$ |  |  |  |  |  |  |  |  |  |  | 8 | $\begin{array}{r} 4.74 \% \\ \$ \$ 28.55 \\ \\ 7.36 \% \end{array}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{array}{r} \$ 419,664.48 \\ 8.65 \% \\ \$ 53,098.56 \\ \$ 29.48 \\ \$ 0.00 \\ 12.65 \% \end{array}$ |  | $\$ 525,813.45$ $16.40 \%$ $\$ 55,511.88$ $\$ 30.82$ $\$ 0.00$ $10.56 \%$ | $\$ 695,420.87$ $32.26 \%$ $\$ 57,182.40$ $\$ 31.75$ $\$ 0.00$ $8.22 \%$ | $\begin{array}{r} \$ 630,991.79 \\ -9.26 \% \\ \$ 57,582.72 \\ \$ 31.97 \\ \$ 0.00 \\ 9.13 \% \end{array}$ |  |  |  | 1 | $\begin{aligned} & 16.15 \% \\ & \begin{array}{c} 150.73 \end{array} \\ & 15.70 \% \end{aligned}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { S48,860.00 } \\ 53000 \\ \text { So. } \\ \text { Sooo } \\ \text { TBO } \end{gathered}$ | $\begin{gathered} \text { S49.72.47 } \\ \substack{\text { Na } \\ 53.87 \\ 50.00 \\ \text { TBO }} \end{gathered}$ |  |  | 0.00\% <br> 54.29 <br> $0.00 \%$ |

KWB Rent \& Gross Sales Comparison Report
2000-2018

|  | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |  | avg. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cl1 -Allurban Consumers | ${ }^{3.4}$ | 2.8 | 1.6 | 2.3 | 2.7 | ${ }^{3.4}$ | 32 | 2.8 | ${ }^{3.8}$ | ${ }^{0.4}$ | 1.6 | ${ }^{3.2}$ | 2.1 | 1.5 | 16 | 01 | 13 | 2.1 |  |  |  | 24 |
| GOOD DAY ON A HAPPY PLANET <br> 907 Caroline Stree <br> GROSS SALES <br> Percent Change Over Prior Yea <br> Annual Base Rent (July - June) <br> Base Rent per SF <br> Percentage Rent Paid <br> Total Rent as \% of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\$ 201,736.07\left(^{*}\right)$ <br> NA <br> $\$ 23,559.72$ <br> $\$ 24.16$ <br> $\$ 0.00$ <br> $11.68 \%$ |  |  |  |  |  | ${ }^{7}$ | $\begin{array}{r} N A \\ 532.82 \\ 23.72 \% \end{array}$ |
|  | $\$ 2,144,975.66$ NA $\$ 87,609.96$ $\$ 43.46$ $\$ 60,317.76$ $6.90 \%$ | $\$ 2,711,314.35$ $26.40 \%$ $\$ 87,611.76$ $\$ 43.46$ $\$ 60,317.29$ $5.46 \%$ | $\$ 2,943,592.70$ $8.57 \%$ $\$ 95,718.00$ $\$ 47.48$ $\$ 76,098.62$ $5.84 \%$ | $\$ 3,311,161.51$ 12.41 $\$ 100,074.24$ 549.4 $594,011.76$ $5.86 \%$ | $\$ 3,631,672.82$ $9.68 \%$ $\$ 104,656.92$ $\$ 51.91$ $\$ 108,435.40$ $5.87 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | ${ }^{10}$ | $\begin{gathered} \text { 6.28\% } \\ 540.32 \\ 7.13 \% \end{gathered}$ |
| TURTLE KRAALS <br> 1 Lands End Village $\quad 12,387 \mathrm{SF}$ GROSS SALES <br> Change Over Prior Year Annual Base Rent (Apr. - Mar.) Base Rent per SF Percentage Rent Paid <br> Total Rent as \% of Sales | $\$ 3,290,479.96$ NA $\$ 97,467.36$ $\$ 22.78$ $\$ 72,085.90$ $5.15 \%$ | $\$ 3,591,844.26$ $9.16 \%$ $\$ 97,467.36$ $\$ 22.78$ $\$ 76,488.99$ $4.84 \%$ | $\$ 3,669,336.07$ $2.16 \%$ $\$ 97,467.36$ $\$ 22.78$ $\$ 85,999.45$ $5.00 \%$ | $\$ 3,865,640.84$ $5.35 \%$ $\$ 97,467.36$ $\$ 22.78$ $\$ 95,546.60$ $4.99 \%$ | $\$ 4,000,214.80$ $3.48 \%$ $\$ 193,014.00$ $\$ 45.12$ $\$ 7,092.24$ $5.00 \%$ | $\$ 3,784,782.64$ $-5.39 \%$ $\$ 196,671.72$ $\$ 45.97$ $\$ 0.00$ $5.20 \%$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  | ${ }^{4}$ | $\begin{aligned} & -0.58 \% \\ & 525.94 \\ & \hline 7.74 \% \end{aligned}$ |
| 201 William Street <br> 18,942 SF <br> GROSS SALES <br> Percent Change Over Prior Year <br> Annual Base Rent (Aug. - July) <br> Base Rent per SF <br> Percentage Rent Paid <br> Total Rent as $\%$ of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\underset{\substack{\mathrm{NA} \\ \mathrm{NA} \\ 5397,722.00 \\ \text { s2.00 } \\ 50.00 \\ \mathrm{NA}}}{\substack{\mathrm{Na}}}$ |  |  |  |  | 8 | ${ }_{531.66}$ |
|  |  |  |  |  |  |  |  |  |  | $\begin{gathered} \text { S105,134.54 } \\ \text { S14,748.00 } \\ \text { S43.76 } \\ \text { S30.00 } \\ 14.033 \end{gathered}$ | $\begin{array}{r} \$ 146,284.19 \\ 39.14 \% \\ \$ 23,990.40 \\ \$ 50.83 \\ \$ 0.00 \\ 16.40 \% \end{array}$ |  |  | $\begin{array}{\|c} 5267,250.00 \\ \hline 15.348 \\ 527.58 .52 \\ 55.84 \\ 50.00 \\ 10.32 \% \\ 15 \end{array}$ | $\begin{array}{r} \$ 260,434.00 \\ -2.55 \% \\ \$ 28,592.52 \\ \$ 60.58 \\ \$ 0.00 \\ 10.98 \% \end{array}$ |  |  |  |  |  | 5 | 19.82\% <br> $\$ 56.23$ <br> 11.67\% |


| (0) Less than 12 months |
| :---: |
| TBO - To be determined |

