# KWB Rent & Gross Sales Comparison Report
## 2000-2017

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | Months To Year End | Avg. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CPI - All Urban Consumers | 3.4 | 2.8 | 1.6 | 2.3 | 2.7 | 3.4 | 3.2 | 2.8 | 3.8 | -0.4 | 1.6 | 3.2 | 2.1 | 1.5 | 1.6 | 0.1 | TBD | | | 2.2 |
| **AER PHOTOGRAPHY** | | | | | | | | | | | | | | | | | | | | |
| Lazy Way, Unit F 426 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | $25,680.00 | $18,703.62 | $57,045.50 | $62,236.87 | $40,011.35 | $51,241.85 | $11,483.00 | 8 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | NA | -27.17% | 205.00% | 9.10% | -35.71% | 28.07% | -77.59% | | 20.34% |
| Annual Base Rent (July - June) | | | | | | | | | | | | $14,058.00 | $14,760.96 | $15,204.00 | $15,659.76 | $15,972.96 | $16,005.00 | $16,133.04 | | |
| Base Rent per SF | | | | | | | | | | | | $33.00 | $34.65 | $35.69 | $36.76 | $37.50 | $37.87 | $37.87 | | $42.22 |
| Percentage Rent Paid | | | | | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | 54.74% | 78.92% | 26.65% | 25.16% | 39.92% | 31.23% | TBD | | 51.33% |
| **B.O.'S FISH WAGON** | | | | | | | | | | | | | | | | | | | | |
| 801 Caroline Street 1,816 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | $314,342.72 | $255,637.88 | $334,376.88 | $358,666.00 | $337,989.00 | $465,270.00 | $527,955.00 | $558,596.25 | $696,708.19 | $898,248.50 | $1,084,353.85 | $1,235,805.62 | $1,218,070.00 | $1,119,106.52 | $1,081,353.10 | $1,196,105.01 | $837,762.87 | | 3 | |
| **Percent Change Over Prior Year** | NA | -18.68% | 30.80% | 7.26% | -5.76% | 37.66% | 13.47% | 5.80% | 24.72% | 28.93% | 20.72% | 13.97% | -1.44% | -8.12% | -3.37% | 10.61% | TBD | | | 10.44% |
| Annual Base Rent (Oct. - Sept.) | $12,230.04 | $12,841.92 | $13,485.00 | $14,157.00 | $14,865.96 | $15,609.24 | $16,413.00 | $17,204.04 | $18,071.04 | $18,973.44 | $19,922.16 | $20,918.28 | $21,964.20 | $22,623.12 | $70,800.00 | $72,003.60 | $72,147.60 | | | |
| Base Rent per SF | $7.19 | $7.55 | $7.93 | $8.33 | $8.74 | $9.18 | $9.65 | $10.12 | $10.63 | $11.16 | $11.72 | $12.30 | $12.92 | $13.31 | $43.62 | $44.36 | $39.73 | | | $15.79 |
| Percentage Rent Paid | $6,630.16 | $1,853.27 | $6,577.61 | $6,656.20 | $4,670.10 | $12,306.96 | $15,287.58 | $16,311.74 | $23,732.53 | $34,921.47 | $45,139.07 | $53,230.66 | $53,230.06 | $44,523.27 | $0.00 | $0.00 | $0.00 | | | |
| **Total Rent as % of Sales** | 6.00% | 5.75% | 6.00% | 5.80% | 5.78% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.17% | 6.00% | 6.55% | 6.02% | TBD | | | 6.00% |
| **BUMBLE BEE SILVER CO.** | | | | | | | | | | | | | | | | | | | | |
| 201 William Street, Suite 110 112 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | | | $118,589.58 | $69,054.05 | $71,940.54 | $77,374.91 | 10,568.36 | 2 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | | | NA | -41.77% | 4.18% | 7.55% | TBD | | -10.01% |
| Annual Base Rent (Oct. - Sept.) | | | | | | | | | | | | | | $18,000.00 | $18,180.00 | $18,489.12 | $18,526.20 | $18,822.72 | | |
| Base Rent per SF | | | | | | | | | | | | | | $160.71 | $162.32 | $165.08 | $165.41 | $168.06 | | $205.40 |
| Percentage Rent Paid | | | | | | | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | | | 15.18% | 26.33% | 25.70% | 23.94% | TBD | | 22.79% |
| **CAPICUA OF THE KEYS (FLAGLER STATION)** | | | | | | | | | | | | | | | | | | | | |
| 901 Caroline Street 4,096 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | | | | | | NA | | 7 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | | | | | | NA | | | |
| Annual Base Rent (Mar. - Feb) | | | | | | | | | | | | | | | | | $50,328.12 | | | |
| Base Rent per SF | | | | | | | | | | | | | | | | | $12.29 | | | |
| Percentage Rent Paid | | | | | | | | | | | | | | | | | 0.00% | | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | | | | | | TBD | | | |
| **CAPTAIN QUICK DRY** | | | | | | | | | | | | | | | | | | | | |
| Lazy Way, Unit H 452 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | $150,205.51 | $185,955.48 | $217,397.57 | $351,743.80 | $325,621.59 | $345,982.70 | $370,904.40 | $385,797.91 | $284,982.78 | 4 | |
| **Percent Change Over Prior Year** | | | | | | | | | | NA | 23.80% | 16.91% | 61.80% | -7.43% | 6.25% | 7.20% | 4.02% | TBD | | 16.08% |
| Annual Base Rent (April - March.) | | | | | | | | | | $14,463.96 | $15,187.20 | $15,946.56 | $16,743.84 | $17,581.08 | $18,107.16 | $18,469.32 | $18,672.48 | $18,672.48 | | |
| Base Rent per SF | | | | | | | | | | $32.00 | $33.60 | $35.28 | $37.04 | $38.90 | $40.06 | $40.86 | $41.31 | $41.31 | | $37.82 |
| Percentage Rent Paid | | | | | | | | | | $0.00 | $0.00 | $0.00 | $4,360.79 | $1,956.22 | $2,620.44 | $484.31 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | 9.63% | 8.17% | 7.34% | 6.00% | 6.00% | 5.99% | 5.11% | 4.84% | TBD | | 6.63% |
| **CONCH ELECTRIC CARS** | | | | | | | | | | | | | | | | | | | | |
| Ferry Terminal Building 718 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | $76,599.38 | $225,600.74 | $274,379.12 | $166,512.32 | $167,625.08 | $234,634.71 | $185,873.00 | $263,221.61 | $211,622.20 | $242,581.16 | $407,276.03 | $333,785.61 | $330,021.00 | 2 | |
| **Percent Change Over Prior Year** | | | | | | NA | 194.52% | 21.62% | -39.31% | 0.67% | 39.98% | -20.78% | 41.61% | -19.60% | 14.63% | 67.89% | -18.04% | TBD | | 25.74% |
| Annual Base Rent (April - March) | | | | | | $13,652.04 | $14,334.60 | $15,051.36 | $15,803.88 | $16,594.08 | $16,594.08 | $17,427.24 | $17,427.24 | $18,828.60 | $19,393.44 | $19,781.52 | $19,781.28 | $12,596.16 | | |
| Base Rent per SF | | | | | | $19.01 | $19.96 | $20.96 | $22.01 | $23.11 | $23.11 | $24.27 | $24.27 | $26.22 | $27.01 | $27.55 | $27.55 | $17.54 | | $13.59 |
| Percentage Rent Paid | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $246.86 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | 17.82% | 6.35% | 5.49% | 9.49% | 9.90% | 7.07% | 9.38% | 6.62% | 8.90% | 7.99% | 4.86% | 6.00% | TBD | | 9.08% |
| **CONCH REPUBLIC SEAFOOD** | | | | | | | | | | | | | | | | | | | | |
| 631 Greene Street 14,919 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | $4,531,263.21 | $5,143,096.92 | $5,785,549.38 | $6,104,553.82 | $6,861,344.13 | $6,847,729.91 | $7,243,386.20 | $8,487,152.94 | $9,649,680.70 | $9,337,047.92 | $9,859,580.78 | $9,800,104.41 | $10,823,968.00 | $11,182,431.80 | $11,655,560.64 | $12,017,911.60 | $12,397,381.53 | $6,978,775.00 | 5 | |
| **Percent Change Over Prior Year** | NA | 13.50% | 12.49% | 5.51% | 12.40% | -0.20% | 5.78% | 17.17% | 13.70% | -3.24% | 5.60% | -0.60% | 10.45% | 3.31% | 4.23% | 3.11% | 3.16% | TBD | | 6.65% |
| Annual Base Rent (June - May) | $256,249.92 | $262,398.48 | $271,320.12 | $275,661.24 | $283,931.04 | $289,325.76 | $298,873.56 | $309,035.28 | $316,761.36 | $329,748.36 | $330,078.12 | $338,990.28 | $344,414.16 | $354,746.64 | $360,772.08 | $366,189.00 | $369,117.48 | $371,701.32 | | |
| Base Rent per SF | $17.18 | $17.59 | $18.19 | $18.48 | $19.03 | $19.39 | $20.03 | $20.71 | $21.23 | $22.10 | $22.12 | $22.72 | $23.09 | $23.78 | $24.18 | $24.55 | $24.74 | $24.91 | | $21.33 |
| Percentage Rent Paid | $0.00 | $0.00 | $17,957.35 | $29,566.45 | $59,136.17 | $53,060.74 | $63,295.75 | $115,322.37 | $165,722.92 | $137,104.04 | $162,900.92 | $151,014.94 | $196,784.23 | $204,374.95 | $211,925.22 | $234,706.58 | $250,751.60 | $0.00 | | |
| **Total Rent as % of Sales** | 5.66% | 5.10% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 5.00% | 4.91% | 5.00% | 5.00% | TBD | | 5.04% |
| **CUBAN COFFEE QUEEN** | | | | | | | | | | | | | | | | | | | | |
| 284 Margaret Street 208 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | $179,232.96 | $368,657.28 | $566,511.00 | $732,130.40 | $866,784.91 | $832,180.69 | $797,832.69 | 255,268.90 | 8 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | NA | 105.69% | 53.67% | 29.23% | 18.39% | -3.99% | -4.13% | TBD | | 39.77% |
| Annual Base Rent (Sept. - Aug.) | | | | | | | | | | | $8,700.00 | $9,135.00 | $9,591.72 | $9,879.48 | $9,998.04 | $42,000.00 | $42,000.00 | $42,630.00 | | |
| Base Rent per SF | | | | | | | | | | | $41.83 | $43.92 | $46.11 | $47.50 | $48.07 | $201.92 | $201.92 | $204.95 | | $90.18 |
| Percentage Rent Paid | | | | | | | | | | | $2,053.98 | $12,984.44 | $24,398.00 | $34,048.32 | $42,009.05 | $7,930.84 | $5,869.96 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | 6.00% | TBD | | 7.00% |
| **DRAGONFLY KEY WEST** | | | | | | | | | | | | | | | | | | | | |
| Lazy Way, Unit G 326 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | $86,332.54 | $140,218.68 | $110,570.50 | $142,027.00 | $129,411.47 | $109,717.48 | $116,028.75 | $108,247.55 | $87,595.82 | 2 | |
| **Percent Change Over Prior Year** | | | | | | | | | | NA | 62.42% | -21.14% | 28.45% | -8.88% | -15.22% | 5.75% | -6.71% | TBD | | 6.38% |
| Annual Base Rent (Mar. - Feb.) | | | | | | | | | | $11,736.00 | $12,322.80 | $12,939.00 | $13,584.48 | $14,263.68 | $14,691.60 | $14,918.40 | $14,918.40 | $14,918.40 | | |
| Base Rent per SF | | | | | | | | | | $36.00 | $37.80 | $39.69 | $41.67 | $43.75 | $45.07 | $45.76 | $45.76 | $45.76 | | $41.94 |
| Percentage Rent Paid | | | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |

# KWB Rent & Gross Sales Comparison Report
## 2000-2017

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | Months To Year End | Avg. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **CPI - All Urban Consumers** | 3.4 | 2.8 | 1.6 | 2.3 | 2.7 | 3.4 | 3.2 | 2.8 | 3.8 | -0.4 | 1.6 | 3.2 | 2.1 | 1.5 | 1.6 | 0.1 | TBD | | | 2.2 |
| **Total Rent as % of Sales** | | | | | | | | | | **13.59%** | **8.79%** | **11.70%** | **9.56%** | **11.02%** | **13.39%** | **12.86%** | **13.78%** | **TBD** | | **11.84%** |

# KWB Rent & Gross Sales Comparison Report
## 2000-2017

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | Months To Year End | Avg. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CPI - All Urban Consumers | 3.4 | 2.8 | 1.6 | 2.3 | 2.7 | 3.4 | 3.2 | 2.8 | 3.8 | -0.4 | 1.6 | 3.2 | 2.1 | 1.5 | 1.6 | 0.1 | TBD | | | 2.2 |
| | | | | | | | | | | | | | | | | | | | | |

# KWB Rent & Gross Sales Comparison Report
## 2000-2017

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | Months To Year End | Avg. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CPI - All Urban Consumers | 3.4 | 2.8 | 1.6 | 2.3 | 2.7 | 3.4 | 3.2 | 2.8 | 3.8 | -0.4 | 1.6 | 3.2 | 2.1 | 1.5 | 1.6 | 0.1 | TBD | | | 2.2 |
| **FISHERMAN'S CAFÉ** | | | | | | | | | | | | | | | | | | | | |
| Lazy Way, Unit C 128 SF | | | | | | | | | | | | | | | | | | | | |
| Lazy Way, Unit D 274 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | | | | | | $205,838.19 | $269,611.45 | 2 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | | | | | | **NA** | **TBD** | | **NA** |
| Annual Base Rent: | | | | | | | | | | | | | | | | | | | | |
| Unit C (April - March) | | | | | | | | | | | | | | | | | $9,807.72 | $9,915.60 | | |
| Unit D (Sept. - Aug.) | | | | | | | | | | | | | | | | | $16,028.40 | $16,166.04 | | |
| Base Rent per SF | | | | | | | | | | | | | | | | | $64.27 | $64.88 | | $64.57 |
| Percentage Rent Paid | | | | | | | | | | | | | | | | | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | | | | | | **12.55%** | **TBD** | | **12.55%** |
| **HALF SHELL RAW BAR** | | | | | | | | | | | | | | | | | | | | |
| 231 Margaret Street 9,212 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | $217,384.97 (*) | $4,289,144.54 | $4,367,220.47 | $4,384,836.78 | $4,506,664.41 | $4,179,259.63 | $3,801,370.18 | $3,876,417.73 | $3,854,934.16 | $3,627,837.73 | $3,913,204.26 | $3,834,622.50 | $3,884,828.49 | $3,593,217.48 | $4,640,935.82 | $4,978,708.51 | $5,174,992.86 | $2,984,446.19 | 4 | |
| **Percent Change Over Prior Year** | **NA** | **1873.06%** | **1.82%** | **0.40%** | **2.78%** | **-7.26%** | **-9.04%** | **1.97%** | **-0.55%** | **-5.89%** | **7.87%** | **-2.01%** | **1.31%** | **-7.51%** | **29.16%** | **7.28%** | **3.94%** | **TBD** | | **118.58%** |
| Annual Base Rent (Apr. - Mar.) | $210,000.00 | $210,000.00 | $210,000.00 | $210,000.00 | $219,241.80 | $223,366.44 | $230,067.48 | $237,889.80 | $242,885.52 | $253,329.60 | $253,329.60 | $259,156.08 | $266,153.28 | $273,339.48 | $281,539.68 | $283,580.88 | $283,580.88 | $286,700.28 | | |
| Base Rent per SF | $23.02 | $23.02 | $23.02 | $23.02 | $24.03 | $24.49 | $25.22 | $26.08 | $26.63 | $27.77 | $27.77 | $28.41 | $29.18 | $29.96 | $30.56 | $30.78 | $30.78 | $31.12 | | $25.21 |
| Percentage Rent Paid | $0.00 | $4,457.23 | $8,361.02 | $9,241.84 | $6,091.42 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $26,918.69 | $0.00 | | |
| **Total Rent as % of Sales** | **96.60%** | **5.00%** | **5.00%** | **5.00%** | **5.00%** | **5.34%** | **6.05%** | **6.14%** | **6.30%** | **6.98%** | **6.47%** | **6.76%** | **6.85%** | **7.61%** | **6.07%** | **5.70%** | **6.00%** | **TBD** | | **11.35%** |
| **HAMMERHEAD SURF SHOP** | | | | | | | | | | | | | | | | | | | | |
| 201 William Street, Unit B 1,006 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | | | $322,468.33 (*) | $449,354.11 | $512,139.27 | $541,630.08 | $405,060.33 | 4 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | | | **NA** | **39.35%** | **13.97%** | **5.76%** | **TBD** | | **19.69%** |
| Annual Base Rent (May - April) | | | | | | | | | | | | | | $32,607.96 | $32,607.96 | $32,966.64 | $34,203.96 | $34,546.08 | | |
| Base Rent per SF | | | | | | | | | | | | | | $32.41 | $32.41 | $32.77 | $34.00 | $34.34 | | **$33.19** |
| Percentage Rent Paid | | | | | | | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | | | **10.11%** | **7.26%** | **6.44%** | **6.32%** | **TBD** | | **7.53%** |
| **KEY WEST ARTWORKS** | | | | | | | | | | | | | | | | | | | | |
| 201 William Street, Unit A 722 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | $158,077.07 | $68,808.85 | $60,824.46 | $55,649.03 | $106,785.85 | $136,238.91 | $136,438.84 | $147,651.15 | $173,480.12 | $107,343.38 | | 5 | |
| **Percent Change Over Prior Year** | | | | | | | | **NA** | **-56.47%** | **-11.60%** | **-8.51%** | **91.89%** | **27.58%** | **0.15%** | **8.22%** | **17.49%** | **TBD** | | | **7.64%** |
| Annual Base Rent (Jan. - Dec) | | | | | | | | $20,216.04 | $21,226.80 | $22,288.20 | $23,402.52 | $24,572.64 | $25,804.32 | $26,578.44 | $27,003.72 | $27,003.72 | $27,381.84 | | | |
| Base Rent per SF | | | | | | | | $28.00 | $29.40 | $30.87 | $32.41 | $34.03 | $35.74 | $36.81 | $37.40 | $37.40 | $37.92 | | | $34.00 |
| Percentage Rent Paid | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | | |
| **Total Rent as % of Sales** | | | | | | | | **12.79%** | **30.85%** | **36.64%** | **42.05%** | **23.01%** | **18.94%** | **19.48%** | **18.29%** | **15.57%** | **TBD** | | | **24.18%** |
| **KEY WEST BAIT & TACKLE** | | | | | | | | | | | | | | | | | | | | |
| 241, 251A & 251B Margaret St. 3,444 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | $155,297.98 | $144,760.54 | $113,261.83 | $116,205.60 | $154,686.01 | $257,930.54 (*) | $261,015.07 | $283,895.44 | $342,709.00 | $427,616.00 | $498,230.18 | $608,756.77 | $730,590.03 | $777,502.81 | $776,290.67 | $1,018,765.34 | $1,140,917.51 | $577,323.51 | 5 | |
| **Percent Change Over Prior Year** | **NA** | **-6.79%** | **-21.76%** | **2.60%** | **33.11%** | **66.74%** | **1.20%** | **8.77%** | **20.72%** | **24.78%** | **16.51%** | **22.18%** | **20.01%** | **6.42%** | **-0.16%** | **31.24%** | **11.99%** | **TBD** | | **14.85%** |
| Annual Base Rent (Jun. - May) | $17,364.00 | $18,233.04 | $19,143.96 | $20,100.96 | $21,106.56 | $22,161.84 | $22,161.84 | $38,963.76 | $40,659.96 | $42,693.00 | $44,827.80 | $47,069.04 | $50,322.36 | $51,832.08 | $52,765.08 | $104,353.20 | $105,396.84 | $106,450.80 | | |
| Base Rent per SF | $17.36 | $18.23 | $19.14 | $20.10 | $21.11 | $22.16 | $22.16 | $38.96 | $28.16 | $29.57 | $31.04 | $32.60 | $34.85 | $35.89 | $36.54 | $30.30 | $30.60 | $30.91 | | $27.76 |
| Percentage Rent Paid | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | **11.18%** | **12.60%** | **16.90%** | **17.30%** | **13.64%** | **8.59%** | **8.49%** | **13.72%** | **11.86%** | **9.98%** | **9.00%** | **7.73%** | **6.89%** | **6.67%** | **6.80%** | **10.24%** | **9.24%** | **TBD** | | **10.64%** |
| **KEY WEST ICE CREAM** | | | | | | | | | | | | | | | | | | | | |
| 201 William Street, Unit C 1,001 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | | | | | NA | NA | NA | | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | | | | | **NA** | **NA** | | | **NA** |
| Annual Base Rent (Apr. - Mar.) | | | | | | | | | | | | | | | | $34,064.04 | $34,064.04 | $34,438.80 | | |
| Base Rent per SF | | | | | | | | | | | | | | | | $34.03 | $34.03 | $34.40 | | $34.15 |
| Percentage Rent Paid | | | | | | | | | | | | | | | | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | | | | | | | | | **NA** |
| **LOCAL COLOR** | | | | | | | | | | | | | | | | | | | | |
| 274 Margaret Street 3,048 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | $661,586.00 | $881,088.00 | $878,113.50 | $1,116,392.00 | $1,335,013.00 | $1,453,633.00 | $1,502,122.43 | $1,381,407.28 | $1,372,270.57 | $1,155,864.87 | $1,228,975.34 | $1,372,129.30 | $1,541,744.04 | $1,554,902.48 | $1,364,079.76 | $1,373,228.19 | $1,283,748.73 | $514,546.54 | 6 | |
| **Percent Change Over Prior Year** | **NA** | **33.18%** | **-0.34%** | **27.14%** | **19.58%** | **8.89%** | **3.34%** | **-8.04%** | **-0.66%** | **-15.77%** | **6.33%** | **11.65%** | **12.36%** | **0.85%** | **-12.27%** | **0.67%** | **-6.52%** | **NA** | | **5.02%** |
| Annual Base Rent (July - June) | $23,838.84 | $24,910.68 | $26,037.24 | $25,216.08 | $26,468.04 | $63,660.24 | $63,658.20 | $63,658.20 | $94,801.80 | $94,801.80 | $95,032.68 | $99,784.32 | $104,773.56 | $107,916.72 | $110,087.04 | $110,093.76 | $110,313.36 | $111,195.96 | | |
| Base Rent per SF | $20.82 | $21.76 | $22.74 | $22.02 | $23.12 | $20.89 | $20.89 | $20.89 | $31.10 | $31.10 | $31.18 | $32.74 | $34.37 | $35.41 | $36.12 | $36.12 | $36.19 | $36.48 | | $28.55 |
| Percentage Rent Paid | $15,856.26 | $27,950.10 | $26,649.57 | $39,766.92 | $53,632.74 | $18,804.36 | $26,467.11 | $19,226.34 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | 0.00 | | |
| **Total Rent as % of Sales** | **6.00%** | **6.00%** | **6.00%** | **5.82%** | **6.00%** | **5.67%** | **6.00%** | **6.00%** | **6.91%** | **8.20%** | **7.73%** | **7.27%** | **6.80%** | **6.94%** | **8.07%** | **8.02%** | **8.59%** | **TBD** | | **6.83%** |
| **LOST REEF DIVE SHOP** | | | | | | | | | | | | | | | | | | | | |
| 261 Margaret Street 1,801 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | $275,875.82 | $386,251.24 | $419,664.48 | $451,736.13 | $525,813.45 | $695,420.87 | $630,991.79 | 49,563.89 | 1 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | **NA** | **40.01%** | **8.65%** | **7.64%** | **16.40%** | **32.26%** | **-9.26%** | **TBD** | | **19.14%** |
| Annual Base Rent (Dec. - Nov.) | | | | | | | | | | | $48,162.00 | $50,570.16 | $53,098.56 | $54,691.56 | $55,511.88 | $57,182.40 | $57,582.72 | $58,791.96 | | |
| Base Rent per SF | | | | | | | | | | | $26.74 | $28.08 | $29.48 | $30.37 | $30.82 | $31.75 | $31.97 | $32.64 | | $30.73 |
| Percentage Rent Paid | | | | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | **17.46%** | **13.09%** | **12.65%** | **12.11%** | **10.56%** | **8.22%** | **9.13%** | **TBD** | | **13.87%** |

# KWB Rent & Gross Sales Comparison Report
## 2000-2017

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | Months To Year End | Avg. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CPI - All Urban Consumers | 3.4 | 2.8 | 1.6 | 2.3 | 2.7 | 3.4 | 3.2 | 2.8 | 3.8 | -0.4 | 1.6 | 3.2 | 2.1 | 1.5 | 1.6 | 0.1 | TBD | | | 2.2 |
| **GOOD DAY ON A HAPPY PLANET** | | | | | | | | | | | | | | | | | | | | |
| 907 Caroline Street 975 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | | | | $201,736.07 (*) | $224,830.27 | $138,025.34 | 73,968.60 | 7 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | | | | **NA** | **11.45%** | **TBD** | **TBD** | | **NA** |
| Annual Base Rent (July - June) | | | | | | | | | | | | | | | $23,559.72 | $24,079.08 | $24,079.08 | 24,271.80 | | |
| Base Rent per SF | | | | | | | | | | | | | | | $24.16 | $24.70 | $24.70 | $24.89 | | $32.82 |
| Percentage Rent Paid | | | | | | | | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | | | | **11.68%** | **10.71%** | **TBD** | **TBD** | | **11.19%** |
| **SCHOONER WHARF BAR** | | | | | | | | | | | | | | | | | | | | |
| 202R William Street 8,872 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | $2,144,975.66 | $2,711,314.35 | $2,943,592.70 | $3,311,161.51 | $3,631,672.82 | $3,559,688.00 | $3,631,467.93 | $3,753,666.59 | $3,811,182.91 | $3,744,990.58 | $4,220,754.70 | $4,747,081.17 | $5,100,967.67 | $4,987,676.18 | $4,671,897.71 | $5,051,225.95 | $5,020,237.15 | 1,914,516.94 | 8 | |
| **Percent Change Over Prior Year** | **NA** | **26.40%** | **8.57%** | **12.49%** | **9.68%** | **-1.98%** | **2.02%** | **3.36%** | **1.53%** | **-1.74%** | **12.70%** | **12.47%** | **7.45%** | **-2.22%** | **-6.33%** | **8.12%** | **-0.61%** | **TBD** | | **6.13%** |
| Annual Base Rent (Oct. - Sept.) | $87,609.96 | $87,611.76 | $95,718.00 | $100,074.24 | $104,656.92 | $109,464.96 | $230,672.04 | $242,205.60 | $254,314.80 | $267,031.68 | $280,383.24 | $294,402.48 | $309,122.52 | $318,396.24 | $321,580.20 | $321,580.20 | $327,701.16 | $327,701.16 | | |
| Base Rent per SF | $43.46 | $43.46 | $47.48 | $49.64 | $51.91 | $54.30 | $26.00 | $27.30 | $28.66 | $30.10 | $31.60 | $33.18 | $34.84 | $35.89 | $36.25 | $36.25 | $36.94 | $36.94 | | $40.25 |
| Percentage Rent Paid | $60,317.76 | $60,317.29 | $76,098.62 | $94,011.76 | $108,435.40 | $100,046.76 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | **6.90%** | **5.46%** | **5.84%** | **5.86%** | **5.87%** | **5.89%** | **6.35%** | **6.45%** | **6.67%** | **7.13%** | **6.64%** | **6.20%** | **6.06%** | **6.38%** | **6.88%** | **6.37%** | **6.53%** | **TBD** | | **6.72%** |
| **TURTLE KRAALS** | | | | | | | | | | | | | | | | | | | | |
| 1 Lands End Village 9,630 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | $3,290,479.96 | $3,591,844.26 | $3,669,336.07 | $3,865,640.84 | $4,000,214.80 | $3,784,782.64 | $3,373,059.25 | $3,444,238.96 | $2,992,894.67 | $2,204,753.63 | $2,431,171.36 | $2,811,990.18 | $2,883,637.19 | $2,797,003.92 | $3,132,472.00 | $2,800,490.93 | $2,882,454.00 | $1,548,442.68 | 4 | |
| **Percent Change Over Prior Year** | **NA** | **9.16%** | **2.16%** | **5.35%** | **3.48%** | **-5.39%** | **-10.88%** | **2.11%** | **-13.10%** | **-26.33%** | **10.27%** | **15.66%** | **2.55%** | **-3.00%** | **11.99%** | **-10.60%** | **2.93%** | **TBD** | | **-0.23%** |
| Annual Base Rent (Apr. - Mar.) | $97,467.36 | $97,467.36 | $97,467.36 | $97,467.36 | $193,014.00 | $196,671.72 | $202,578.00 | $209,465.76 | $213,864.48 | $223,050.84 | $223,050.84 | $228,191.04 | $229,194.00 | $235,382.28 | $235,382.28 | $246,080.28 | $242,431.68 | $371,610.00 | | |
| Base Rent per SF | $22.78 | $22.78 | $22.78 | $22.78 | $45.12 | $45.97 | $47.35 | $21.27 | $21.72 | $22.65 | $22.65 | $23.18 | $23.80 | $24.44 | $24.44 | $25.55 | $25.17 | $38.59 | | $27.95 |
| Percentage Rent Paid | $72,085.90 | $76,488.99 | $85,999.45 | $95,546.60 | $7,092.24 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | **5.15%** | **4.84%** | **5.00%** | **4.99%** | **5.00%** | **5.20%** | **6.01%** | **6.08%** | **7.15%** | **10.12%** | **9.17%** | **8.11%** | **7.95%** | **8.42%** | **7.51%** | **8.79%** | **8.41%** | **TBD** | | **6.94%** |
| **WATERFRONT BREWERY** | | | | | | | | | | | | | | | | | | | | |
| 201 William Street 18,942 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | | | | | | | NA | $2,752,542.23 (*) | $1,754,912.00 | 7 | |
| **Percent Change Over Prior Year** | | | | | | | | | | | | | | | | **NA** | **NA** | | | **NA** |
| Annual Base Rent (Aug. - July) | | | | | | | | | | | | | | | | $397,782.00 | $398,577.60 | $402,962.04 | | |
| Base Rent per SF | | | | | | | | | | | | | | | | $21.00 | $21.04 | $21.27 | | $31.66 |
| Percentage Rent Paid | | | | | | | | | | | | | | | | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | | | | | | | **NA** | **14.48%** | **TBD** | | **NA** |
| **YOURS & MAYAN** | | | | | | | | | | | | | | | | | | | | |
| Lazy Way, Units A, A-1, B 472 SF | | | | | | | | | | | | | | | | | | | | |
| **GROSS SALES** | | | | | | | | | | $105,134.54 | $146,284.19 | $210,437.35 | $231,711.05 | $267,250.00 | $260,434.00 | $298,580.00 | $334,861.00 | $237,051.25 | 4 | |
| **Percent Change Over Prior Year** | | | | | | | | | | **NA** | **39.14%** | **43.86%** | **10.11%** | **15.34%** | **-2.55%** | **14.65%** | **12.15%** | **TBD** | | **18.96%** |
| Annual Base Rent (Mar. - Feb.) | | | | | | | | | | $14,748.00 | $23,990.40 | $25,189.92 | $26,449.56 | $27,584.52 | $28,592.52 | $28,790.28 | $28,809.72 | $28,809.72 | | |
| Base Rent per SF | | | | | | | | | | $43.76 | $50.83 | $53.37 | $56.04 | $58.44 | $60.58 | $61.00 | $61.04 | $61.04 | | $56.23 |
| Percentage Rent Paid | | | | | | | | | | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | $0.00 | | |
| **Total Rent as % of Sales** | | | | | | | | | | **14.03%** | **16.40%** | **11.97%** | **11.41%** | **10.32%** | **10.98%** | **9.64%** | **8.60%** | **TBD** | | **11.67%** |

**(*) Less than 12 months**

**TBD - To be determined**