

Section Four - Financial Projections and Financial Offer

1. Proposed percentage rent structure.

Please see **Exhibit 7** attached.

2. Completed financial Pro Forma for each individual unit, as well as for the entire package in the case of a multiple unit package. The Pro Forma must be submitted electronically in Excel using the downloadable template (www.lease.seatacshops.com/forms). A written sample of the Pro Forma template is shown in **Exhibit 8**. Sales projections will be evaluated for reasonableness based on historical performance and/or the company's demonstrated experience in other locations. Revenue will be evaluated based upon the proposed percentage fee of projected gross sales and the total amount of revenue the Port could expect to receive based on the submittal for the term of the Agreement. The sales projections in the submittal will be used in the evaluation of the total revenue to the Port, but the Port specifically reserves the right to make adjustments to projections.

Please see **Exhibit 8** attached.