

Exhibit 3

Enterprise District

6-month Inquiry Tracking

(July 1 – December 31, 2016)

Inquiry Date	Source Web, phone, network, referral, etc.	Type One-time questions, Status update, meeting,	Industry	Follow-up Action Tour, sent materials, follow-up call, meeting	Anecdotal Comments
12/15/2016	Phone	One-time question and f/u meeting	Developer	Tour	Large commercial developer, interested and touring in Jan 2017
12/9/2016	Phone	One-time question	School	Sent Materials	Broker Inquiry, likely NP use
12/6/2016	Phone	One-time question	Office/Technology	Sent Materials	May be interested, not until lease expires in 2020
12/3/2016	Phone	One-time question	Developer	Sent Materials	F/U in 2017
12/1/2016	Phone	One-time question	Office/Technology	Sent Materials, follow p call	Broker inquiry, asked about transportation and timing. Will f/u when closer to delivery
11/30/2016	Phone/Web	Multiple questions	Manufacturing	Sent Materials, follow-up calls	CalBIZ Inquiry – time sensitive, will not work
11/21/2016	Phone/Web	One-time question	Developer	Sent Materials	Broker Inquiry – will F/U when closer to delivery date
11/14/2016	Phone	One-time question	Office	Sent Materials	Interested, but needed additional information regarding additional infrastructure costs – f/u when closer to delivery
11/10/2016	Phone/Web	One-time question	Developer	Sent Materials	Broker inquiry, will F/U when closer to delivery date
11/9/2016	Phone	One-time question, meeting	Confidential	Sent Materials, F/U calls	Interested, but need more information

					about timing and infrastructure costs
11/7/2016	Web	One-time question	Mfg.	Sent Materials	High-end manufacturer, with potential interest closer to delivery date
11/4/2016	Phone/Web	One-time question	Office/Technology	Sent materials, follow up call	Timing concerns with approaching lease expiration date
11/1/2016	Phone	One-time question	Unknown	Sent materials	Broker inquiry – no f/u action items
10/24/2016	Web	One-time question	Clothing	Sent materials	Currently in a lease, but interested in the site, F/U when closer to delivery date
10/24/2016	Web	One-time question	Agriculture	Sent Materials	Broker Inquiry – will F/U when closer to delivery date
10/19/2016	Web	One-time question	Office	Sent Materials	Wanted information, but not likely interested at this time
10/18/2017	Phone	Multiple Calls	Senior Housing Developer	Sent Materials, Toured	Ongoing discussion, but likely a NP use in the Enterprise District
10/17/2016	Web	One-time question	Food Processing	Sent Materials	Broker Inquiry – will F/U when closer to delivery date
10/14/2016	Phone	One-time question	Lab	Sent Materials	Broker Inquiry
10/11/2016	Phone	One-time question	Tech	Sent Materials	Currently in lease, but interested in the site
10/10/2016	Phone	One-time question	Tech	Sent Materials	Broker Inquiry – will F/U when closer to delivery date
10/07/2016	Phone/Web	One-time question	Tech	Sent Materials	Transportation concerns
10/05/2016	Phone	One-time question	Attorney	Sent Materials	Timing will not work
10/04/2016	Phone/Web	One-time question	Food Processing	Sent Materials	Interested, but likely staying put – F/U when closer to delivery date
9/16/2016	Phone Web	One-time question	Office/Tech	Sent Materials	Broker inquiry, asked to follow up Q1 2017
9/14/2016	Phone/Web	One-time question	Office/Tech	Sent Materials	Timing and transportation concerns

9/12/2106	Phone	One-time question	Greentech	Sent Materials	Transportation concerns
9/8/2016	Web	One-time question	Healthcare	Sent Materials	Will have broker F/U closer to delivery date
9/7/2016	Phone	One-time question	Food/Bev	Sent Materials	Broker inquiry – will F/U when closer to delivery date
9/1/2016	Phone	Meeting	Education	Tour	F/U when closer to delivery
8/30/2016	Phone/Web	Meeting	Snr Hsing Dev	Sent Materials, Mtng	Broker inquiry
8/17/2017	Web	One-time question	Tech	Sent Materials	Interested, but currently in a lease, will have broker f/u when closer to LED
8/16/2016	Web	One-time question	Architecture	Sent Materials	Recently signed a lease, but interested in information. Will inquire through their broker if interest persists
8/16/2016	Phone/Web	One-time question	Developer	Sent Materials	Broker Inquiry
8/09/2016	Phone	One-time question	Technology	Sent Materials	Interested, but concerned with transportation, ferry will help, f/u when closer to delivery date
8/07/2016	Phone/Web	One-time question	Clean-Tech	Sent Materials	Interest, F/U when closer to delivery date
8/02/2016	Phone/Web	One-time question	RV Storage/Rental	Sent Materials	Broker Inquiry - NP Use in the Enterprise District
7/29/2016	Referral	One-time question, meeting	Office/R&D	Sent Materials, Tour	Interested, F/U wen closer to delivery
7/28/2016	Web	One-time question	Retail/Hotel Dev	Sent Materials	Potential interest, additional due diligence on use needed
7/24/2016	Phone	One-time question	Lab/Mfg	Sent Materials	Broker inquiry, immediate need
7/21/2016	Phone	One-time question	Office	Sent Materials	F/U closer to existing LED
7/20/2016	Phone	One-time question	Office/Technology	Sent Materials	Potential interest, but need further

					information regarding timing of infrastructure
7/18/2016	Phone/Web	One-time question	Aerospace/Tech	Sent Materials	Broker and Principal Inquiry, transportation/timing concerns
7/13/2016	Phone	One-time question	Auto Industry	Sent Materials	Broker Inquiry, timing did not work
6/24/2016	Phone	One-time questions	Self-storage	Sent Materials, Follow-up call	Broker Inquiry - NP Use in the Enterprise District
6/17/2016	Web	One-time questions	Office/Tech	Sent materials	Principal inquiry, no response to f/u
6/16/2016	Phone/Web	One-time question	Tech	Sent Materials	Recently renewed lease, so no immediate need
06/13/2016	Phone	One-time question	Retail/Whse	Sent Materials	F/U when closer to delivery
06/06/2016	Phone	One-time question	Food/Bev	Sent Materials	Timing not soon enough
06/01/2016	Web	One-time question	Developer	Sent Materials	Broker Inquiry – client interested, but concerned about transportation and timing