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Flower of the month:

Shell ginger can grow up to 8 to 10 ft tall and bear colorful funnel-shaped flowers. They are grown as ornamentals and their leaves are used in cuisine and traditional medicine.



SKYLINE AT ISLAND COLONY



January 2017

ISLAND COLONY PARTNERS NEWSLETTER

ALOHA Island Colony Partners - Thr HTA 2017 Spring Marketing Update will be held at the Hawaii Convention Center's Emalani Theater on Thursday, March 30, 2017. 7:45-8:15 AM Registration and 8:15-11:45 AM Presentations. RSVP by Monday, March 20, 2017. Seating is limited. For more information, visit <http://www.hawaiiourismauthority.org/about-hta/hta-events/spring-marketing-updates-2017/>

HOTEL PERFORMANCE

At Right is an abbreviated statistical presentation of Revenue per Available Room (RevPAR) and composite of Average Daily Rate (ADR) for the month of January 2017 versus January 2016:

E Star Report	Skyline 1/2017	Comp Set 1/2017	Skyline 1/2016	Comp Set 1/2016
RevPAR	\$118.01	\$154.62	\$118.45	\$150.33
ADR	\$134.35	\$174.86	\$130.92	\$169.81

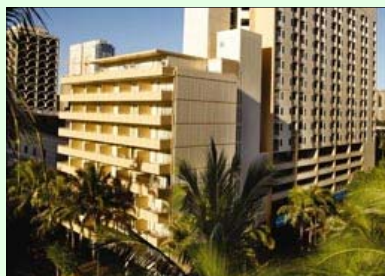
The following chart shows percentage changes in Occupancy, ADR, and RevPAR for the current month of January 2017, year-to-date, running three months, and running twelve months for Skyline at Island Colony as compared to our competitive set:

	Current	Month	Year to	Date	Running 3	Months	Running 12	Months
E Star Report	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set
Occupancy	-2.9%	-0.1%	-2.9%	-0.1%	-1.8%	-2.0%	-3.2%	0.8%
ADR	2.6%	3.0%	2.6%	3.0%	-3.6%	1.2%	4.1%	2.6%
RevPAR	-0.4%	2.9%	-0.4%	2.9%	-5.3%	-0.8%	0.8%	3.4%

Aqua Skyline at Island Colony finished the month of January ahead of revenue goals. Occupancy was 94.1% for the month, which also exceeded budget. The high occupancy provided the base we needed to exceed our monthly budgets. In the month, we had great last minute pick up in the month that was projected to be on a decline compared to previous years.



2017 Comp Set = similar competitor hotels including Hyatt Place Waikiki Beach, Aqua Pacific Monarch, OHANA Waikiki Malia, Ilima Hotel and Joie De Vivre Coconut Waikiki Hotel)



PROJECTED FEBRUARY RESULTS:

Currently, the month of February is pacing well against last year, as we have already surpassed revenue goals for the month. Currently at 95.8% occupancy for the month, we have exceeded revenue goals with a few days remaining and look to capitalize on the remaining room nights to gain additional revenue. City wide events in the month, including Great Aloha Run, Chinese New Year's and a Waikiki Block Party helped in occupancy. With the loss of Pro Bowl, we were fortunate enough to gain needed business from other areas to achieve our goals.

FUTURE OUTLOOK:

The next few months are pacing well but behind last year's pace. Last year benefitted from a large group that occupied Aqua Skyline last year for 90 days from March to June. Despite that group not re-booking Skyline this year, we have made up some of the lost revenue. As we prepare for the upcoming non RIMPAC summer, rates are favorable compared to our competitive set and all months are pacing well and with great ADR's and occupancy.

PARTNERSHIP NEWS:

Latest legal news: As you are already well aware, we prevailed back in October when the Court ruled in our favor by ruling that the 30-day minimum rental restriction is valid and enforceable. Shortly thereafter, the AOA filed a motion to clarify the ruling which the Court promptly denied.

AOAO UPDATE:

Annual meeting is on 9 March 2017. If you haven't already, please email us a copy of your proxy with William Tanaka named as your proxy holder to kmaruyama@islandcolonypartners.com (cc: admin@islandcolonypartners.com) by **Monday, 6 March 2017**. Make your vote count!

Rooftop: Contractors continue to work on the installation of the solar panels on the rooftop. Projected completion to be determined at a later date.

One Bedroom Window Replacement: Contractors continue to work on the 01 and 02 stack weather pending.

RENOVATION STATUS:

Due to high occupancy and demand, carpet replacement is currently on hold. We are seeking additional bids for service and labor and work will be done pending occupancy.

Prince Kūhiō Commemorative Parade

Location: Saratoga/Kalākaua to Kapi'olani Park | **Date:** Saturday March 25, 2017 | **Time:** 10am to Noon | **Cost:** Free

The parade honors the accomplishments of Prince Jonah Kūhiō Kalaniana'ole, founder of the Hawaiian Civic Club movement and proponent of the Hawaiian Homestead Act of 1920.

A unique parade, it honors the dedication and commitment of a multitude of individuals and organizations who work year-round to practice and to perpetuate the Hawaiian culture and who enhance the welfare and well-being of the Native Hawaiian community. Malihini and kama'āina, alike, learn about the work of the Royal Societies; the Department of Hawaiian Home Lands; Hawaiian Homestead Associations; the Office of Hawaiian Affairs; Alu Like, Inc.; the Queen Lili'uokalani Children's Center, and numerous community organizations, hā-lau hula, and marching units.

Each year members of the Royal Societies (*Royal Order of Kamehameha, Ka'ahumanu Society, Hale O Nā Ali'i, and Mamakakaua*) also participate. Rare Hawaiian flags of the Hawaiian Kingdom are featured. Prince Kūhiō Commemorative Parade is Co-Sponsored by the City & County of Honolulu and the Hawaii Tourism Authority.



As always, we appreciate your support and thank you for your continued patience and assistance during these extraordinary times. Please feel free to contact Kristie Maruyama at 808-772-2662 or via email at kmaruyama@islandcolonypartners.com, or either one of us should you have any questions.

*Me ke Aloha Pūmehana,
"With Warmest Aloha"*



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