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The red **Lehua** flower is the official flower of Hawaii's Big Island. A Hawaiian myth says picking a lehua flower will bring rain.

Flower of the month:



SKYLINE

AT ISLAND COLONY



April 2016

ISLAND COLONY PARTNERS NEWSLETTER

ALOHA Island Colony Partners - News for 2017 that will directly impact Waikiki: After 35 exciting years, the National Football League has exercised the opt-out clause of its contract with the Hawaii Tourism Authority (HTA) for the 2017 Pro Bowl and is relocating the game from Honolulu to Orlando, Florida. It was a great run of national TV exposure for Hawaii during the middle of winter which helped generate valuable visitor interest for the islands.

HOTEL PERFORMANCE

To the right is an abbreviated statistical presentation of Revenue per Available Room (RevPAR) and composite of Average Daily Rate (ADR) for the month of April 2016 versus April 2015:

E-Star Report	Skyline 4/2016	Comp Set 4/2016	Skyline 4/2015	Comp Set 4/2015
RevPar	\$111.62	\$120.36	\$100.99	\$107.07
ADR	\$123.21	\$150.09	\$108.90	\$144.18

The chart below shows percentage changes in Occupancy, ADR, and RevPAR for the month of April 2016, year-to-date, running three months, and running twelve months for Skyline at Island Colony as compared to our competitive set:

Aqua Skyline at Island Colony finished the month of April at 90.6% occupancy compared to our competitive set at 80.2%. During the month of April, we were able to surpass budgeted revenue goals for the month as we picked up much needed base and business that contributed to the property reaching our goals. While we finished \$27 behind our competitive set in ADR, we were only \$9 behind in RevPAR thanks in part to the higher occupancy. Two groups in house were factors in starting the month with great base on the books and we were able to yield the remaining nights and capitalize where we needed to fill occupancy.

	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	-2.3%	8.0%	-5.6%	4.1%	-6.2%	2.3%	-1.8%	3.4%
ADR	13.1%	4.1%	4.2%	1.9%	4.1%	1.6%	-0.9%	1.5%
RevPAR	1.05%	12.4%	-1.6%	6.0%	-2.3%	4.0%	-2.7%	5.0%



Skyline's competitive set of hotels for 2016 remain the same as 2015. L-R Hyatt Place Waikiki Beach, Aqua Pacific Monarch, OHANA Waikiki Malia, Ilima Hotel and Joie De Vivre Coconut Waikiki Hotel



PROJECTED MAY RESULTS:

Demand for May has been great. We have already surpassed budgeted revenue goals for the month with one week remaining and this upswing shows signs that summer will be a successful one. Occupancy on the books so far is nearing 95% and all forecasts have us pacing ahead of last year. We look forward to finishing up strong in May and flow right into the summer looking good.

FUTURE OUTLOOK:

Rates have started to increase as we prepare for our busy TLA and RIMPAC military season which starts in the middle of June. Currently pacing ahead in June, July is shaping up well with over 66% already on the books. Overall, summer is pacing ahead of last year by over \$100K.

PARTNERSHIP NEWS:

After a brief period of transition following Kim Oshiro's departure, Emily Lee has recently joined the Partnership office as the new full-time administrative assistant. She is a UC Berkeley graduate with an extensive legal admin background. Emily was living in San Francisco before moving to Honolulu in 2003 to embark on her island adventure.

Please welcome Emily on board!

AOAO UPDATE:

Fire System: The AOAO has completed the work and is waiting for the fire inspector to return to validate the fire alarm system. Final inspection will take place upon completion of the lobby restroom renovation.

Lobby Restroom Renovations: The AOAO has started renovation of the lobby restrooms near the elevators and the security office. Once completed, the fire inspector will validate their work and approve the entire fire alarm system project.

Cameras in Hallways: This project is ongoing in conjunction with the hallway renovations which is still in progress.

RENOVATION STATUS:

Renovation has started on two units and we look to have this completed by middle of June in preparation for summer. We look forward to having more renovation done possibly after summer. Schedule is pending.



Future planning - Keeping Waikīkī's waters safe is of paramount importance to our residents and visitors and recently, Hawai'i Tourism Authority teamed up with lifeguards statewide to offer a Junior Lifeguard Program to inspire Hawaii's next generation of watermen and waterwomen and help improve water safety statewide, The Junior Lifeguard Program is free and open to all youths, ages 12-17 years old. The one-week trainings will take place at community beach locations throughout Hawai'i.

June calendar of major Waikīkī events

- Friday, June 10, 2016 PAN-PACIFIC HO'OLAULE'A, 7 pm to 10 pm, along Kalākaua Avenue
- Saturday, June 11 KING KAMEHAMEHA CELEBRATION FLORAL PARADE, 9 am – 2 pm
Starts at King Street and ends at Queen Kapiolani Park.
- Friday to Sunday, June 10-12 PAN-PACIFIC HULA FESTIVAL
Kuhio Beach Hula Mound (near the Duke Kahanamoku Statue)
- Sunday, June 12, 2016 PAN-PACIFIC PARADE, 5 pm to 7 pm
Kalakaua Avenue to Kapiolani Park



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 Pumehana,
"With Warmest Aloha"*



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