

Inside this Issue ...

Hotel Performance
 May Projected Results
 Future Outlook
 Partnership News

AOAO Update
 Renovation Status
 and more

Flower of the month:

Phalaenopsis orchids produce a set of flowers from a long, curved spike. They are prized for arrangements because blooms can last up to several weeks with a little care.



SKYLINE AT ISLAND COLONY



April 2017

ISLAND COLONY PARTNERS NEWSLETTER

ALOHA Island Colony Partners - Interesting information from HTA: "Alternative accommodations, particularly rentals of homes and condos by visitors, has been a segment of Hawaii's tourism industry for more than 20 years, but has grown significantly in recent years due to increased demand by travelers. Spending by these visitors generated an estimated \$1.87 billion for Hawaii's economy in 2016." The market share of visitors renting residential units and other alternative accommodations in the Hawaiian Islands is currently 10 percent.

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 2017 versus April 2016:

E Star Report	Skyline 4/2017	Comp Set 4/2017	Skyline 4/2016	Comp Set 4/2016
RevPAR	\$111.05	\$125.39	\$111.62	\$129.62
ADR	\$125.60	\$154.16	\$123.21	\$152.49

[2016 Comp Set = similar competitor hotels including Hyatt Place Waikiki Beach, Aqua Pacific Monarch, OHANA Waikiki Malia, Ilima Hotel and Coconut Waikiki Hotel]

The following chart shows percentage changes in Occupancy, ADR and RevPAR for the current month of April 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	0.3%	-4.3%	0.4%	-0.6%	1.5%	-0.7%	-1.3%	-0.2%
ADR	-0.8%	1.1%	0.3%	1.8%	-0.5%	1.3%	2.9%	2.6%
RevPAR	-0.5%	-3.3%	0.7%	1.2%	1.0%	0.6%	1.5%	2.5%

Aqua Skyline at Island Colony finished the month of April behind top line revenue goals by almost \$10K. Pace during the month had been weak, with occupancies running near 88%. We were able to finish with a RevPAR only \$14 behind our competitive set. While Skyline's RevPAR slipped by 0.5%, the competitive set's RevPAR decreased by a much larger margin, 3.3%.

Skyline's competitive set of hotels for 2017 includes Hyatt Place Waikiki Beach, Aqua Hotel Pacific Monarch, OHANA Waikiki Malia, Ilima Hotel, and Joie De Vivre Coconut Waikiki Hotel.



PROJECTED MAY RESULTS

With high goals for the month of May, we will fall short of top line revenue goals for the month. Pace and pick up has been dismal, and with addition to low rates, ADR has been averaging around \$114.75. Currently at 92.5% occupancy, low rated business has allowed us to pick up much needed revenue to surpass \$300K in top line revenue for the month.

FUTURE OUTLOOK

With summer coming up, pace has been great for June, July and August. With June already at 82.3% on the books, base rates have brought in ADR's of \$140.54. Without RIMPAC this year, we are performing fairly well as we head into our busy third quarter.

PARTNERSHIP NEWS

As you know, one of the perks of your Partnership is enjoying the benefit of Island Colony's unique Owners' Use Program which allows you and/or your immediate family to a 14-day complimentary stay each calendar year at Island Colony for the apartment type you own. Should you use all of your complimentary days, additional days may be booked at special owner discounted rate based on availability and occupancy. To book your next Paradise escape, please email your owner use reservation request directly to Kristie at kmaruyama@islandcolonypartners.com.

Happy Father's Day!



AOAO UPDATE

One Bedroom Window Replacement: Contractors will be finishing the one bedroom window replacement on the 21 stack during the beginning of June. Work continues daily, weather permitting.

Pool Deck Bathroom Renovations: Contractors have started work on renovating the restrooms on the 6th floor common area. Work will finish by the end of June in preparation for the busy summer months.

RENOVATION STATUS

The one-bedroom drapery project will commence in June and continue throughout July, pending occupancy. Contractors will be replacing tracks in the bedroom and installing new draperies throughout the unit, which will provide a new look in conjunction with the newly installed windows in the living room.

The conclusion to the greatest accomplishment in modern Hawaiian history will make this a summer to remember always: The welcoming home of the Polynesian voyaging canoe Hokulea and completion of its around-the-world voyage, [Malama Honua](#).

On June 17-20, Hawaii residents and visitors will be able to share their admiration and aloha with the Polynesian Voyaging Society, Master Navigator Nainoa Thompson and Hokulea's crew for a journey that touched people worldwide with the core principles of Hawaii's heritage.

Malama Honua has shown the world what the early Polynesians knew, and that present and future generations must now carry forward: An eternal respect for indigenous people, a commitment to perpetuate native culture, and a promise to protect the environment that gives us life.

The Polynesian Voyaging Society and crew of Hokulea have fulfilled a mission to be cherished forever, most of all for the message of sustainability shared during their voyage these past three years – a message that needs to be heard and acknowledged by all people worldwide.

Following is the schedule of events set to honor Malama Honua and celebrate Hokulea's arrival home.

June 17: Ku Haaheo – Pride of Hawaii (All-Day) Homecoming Ceremony and Celebration, Magic Island

June 18: La Ohana – Hokulea Community Fair (All-Day) Family Day of Waa (Canoe) Learning and Outreach, Hawaii Convention Center *Educational exhibits, demonstrations and free canoe tours*

June 19-20: Kuamoo Olelo – Global Stories: Voyaging into the Future (All-Day)

Conference Celebrating Hokulea, Hawaii Convention Center

Conference, speakers, educational exhibits, demonstrations and free canoe tours



Congratulations Polynesian Voyaging Society! Welcome home Hokulea!

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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