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Bird of Paradise requires little care. The blooms make for great cut flower displays that stay beautiful for days.

Flower of the month:



SKYLINE

AT ISLAND COLONY



February 2017

ISLAND COLONY PARTNERS NEWSLETTER

ALOHA Island Colony Partners - Visitors to the Hawaiian Islands spent a total of \$47.8 million per day in February 2017, representing a gain of 11.5 percent from February 2016, according to preliminary statistics released by the Hawaii Tourism Authority (HTA). There were 230,544 total visitors in Hawaii on any given day in February 2017, up 5.8 percent from the same month last year.



Contributing to the growth in visitor arrivals in February 2017 was a considerable increase by those who came by cruise ship, resulting in a gain of 8,583 visitors versus last year. Furthermore, visitors flying to Hawaii and boarding the home-ported cruise ship added another 4,682 visitors.

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 February 2017 versus February 2016:

E Star Report	Skyline 2/2017	Comp Set 2/2017	Skyline 2/2016	Comp Set 2/2016
RevPAR	\$120.94	\$155.39	\$124.08	\$157.02
ADR	\$136.23	\$172.14	\$133.19	\$174.631



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)



The following chart shows percentage changes in Occupancy, ADR, and RevPAR for the current month of February 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	-4.7%	0.4%	-3.8%	0.1%	-3.3%	-1.0%	-3.2%	0.6%
ADR	2.3%	-1.4%	2.4%	0.8%	-1.0%	0.8%	4.6%	2.3%
RevPAR	-2.5%	-1.0%	-1.4%	1.0%	-4.2%	-0.2%	1.3%	3.0%

Aqua Skyline at Island Colony finished the month of February ahead of revenue goals and occupancy. Despite Honolulu not hosting the Pro Bowl this year, we were able to pick up needed occupancy and revenue. Direct bookings increased during the month by almost 10% keeping ADR up while finishing at \$136.23, more than \$3 ahead of 2016.

PROJECTED MARCH RESULTS:

The month of March has been pacing well. As we approach month end, we are projected to reach top line revenue goals by about \$1K. Rates have been adjusted accordingly and have been monitored daily by the team to ensure we have decent pick up against our competitive set of hotels. March will be the third consecutive month this year that we would have surpassed budget goals for the month should we continue at our current pace.

FUTURE OUTLOOK:

The next few months have been pacing well with the exception of May and September. A recent promotion that was outlined in March brought in great revenue and our Sales and Marketing Team look to do the same to help increase revenues for the slow months coming up.

PARTNERSHIP NEWS:

It's tax season! 2016 K-1 forms were distributed in early March. Please call or email us immediately if you have not received your copy. Our office is open Monday through Friday from 8:30 am to 4:30 pm HST | 808-921-7110 | admin@islandcolonypartners.com.

AOAO UPDATE:

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 02 stack, weather pending.

Driveway: On Monday, March 27, 2017, contractors will begin the masonry work in the lobby/porte cochere area in order to meet ADA requirements. This includes an ADA ramp, building up curbs and finishing with railing installation. Therefore, the front security lobby doors will be blocked off along with a portion of the main lobby in order to complete the work safely. We have notified the surrounding kiosks. There will be a path for hotel guests to come in from the sidewalk. Please note, the first few days will be noisy due to the jack hammer and saw. The contractors will do their best to finish the 'loud' work as quickly as possible.

RENOVATION STATUS:

We are currently seeking bids to replace deteriorating curtains in the one bedroom units. With the AOAO's installation of the new windows in the one-bedroom units, this will be a nice touch added to the units.

TWILIGHT TOURS RETURN TO THE HONOLULU ZOO—*After-Hours Tours Offered on Friday and Saturday Evenings*

Beginning on April 7, the Honolulu Zoo Society will offer its popular Twilight Tours every Friday and Saturday night from 5:30 – 7:30 p.m.

Educators will guide after-hour visitors on the two-hour walking tour to learn about and visit with some of the Zoo's most intriguing animals. Guests can watch as animals prepare to go to sleep, while others are just waking up. They will also learn about the animals' biology and behavior, and the role that the Zoo plays in conservation of endangered species.



Tickets for the Honolulu Zoo Twilight Tours are \$20 for adults, \$15 for children ages 3-12, and free for kids under 2-years-old. Kama'aina tickets are \$15 for adults and \$10 for children. Society Members receive an additional discount. Tours can be booked online at www.honolulu zoo.org/education-programs/twilight-tours.html

Comfortable walking shoes are recommended. Strollers and water bottles are welcome. Tours will continue through light rain, so if necessary, be prepared for inclement weather. In the event of a heavy downpour and cancellation, every effort will be made to reschedule or refund the tour. Light refreshments will be provided after the tour.

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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