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Plumeria come in many colors
 and its sweet fragrance easily
 make it one of Hawaii's most
 iconic symbols.

Flower of the month:



SKYLINE

AT ISLAND COLONY



July 2017

ISLAND COLONY PARTNERS NEWSLETTER

Aloha ... Hawai'i celebrates Aloha Festivals in September and the 2017 theme focuses on the love for Hawai'i's children and future with "He Lei Aloha Ke Keiki – Children Are Our Garland of Love." The entire 'ohana (family) from grandparents to keiki (children) are invited to create enduring memories and experiences of Hawai'i's rich cultural history and traditions during the 2017 Aloha Festivals taking place on O'ahu..

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 July 2017 versus July 2016:

E Star Report	Skyline 7/2017	Comp Set 7/2017	Skyline 7/2016	Comp Set 7/2016
RevPAR	\$136.10	\$163.67	\$160.83	\$176.15
ADR	\$150.26	\$177.34	\$171.78	\$187.09

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

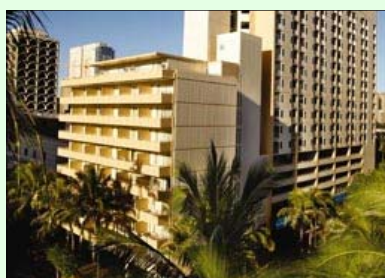
The following chart shows percentage changes in Occupancy, ADR, and RevPAR for the current month of July 2017, year-to-date, running three months, and running twelve months for Skyline at Island Colony as compared to our competitive set:

	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	-3.3%	-2.0%	-0.1%	-1.5%	-0.8%	-2.6%	-0.6%	-1.3%
ADR	-12.5%	-5.2%	-3.7%	0.2%	-7.9%	-1.7%	-2.3%	1.5%
RevPAR	-15.4%	-7.1%	-3.8%	-1.3%	-8.6%	-4.2%	-2.9%	0.2%

Aqua Skyline at Island Colony finished behind revenue budget goals for the month of July. Demand year over year fell most in part to RIMPAC not returning in 2017. They will return again next summer as we look to capitalize on the success of 2016 when we saw ADR for July at \$171.78. TLA/Military business was at its highest for the year bringing in over \$40K in business for the month.



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 AUGUST RESULTS:

The month of August has been pacing behind last year, as we will finish the month short of top line revenue goals. With a few days remaining, rates have been reduced to fill occupancy while the summer demand in Waikiki has decreased for the second half of the month. A large group occupied the hotel for a week which helped occupancy and ADR during the third week of the month.

FUTURE OUTLOOK:

The fall months have been pacing behind 2016. Many large hotels have lowered prices to fill rooms which in turn affects our business as they enter our price point. During the month of October, we bid for a 37 room group as this will help provide base for the month while demand continues to remain down.

PARTNERSHIP NEWS:

After a brief period of transition following Emily's departure, Summer Al-Khorashi has recently joined the partnership office as the new full-time administrative assistant. She comes from a background in Environmental Research as she is a HPU graduate with a masters' in Sustainable Development. Please welcome Summer on board!



AOAO UPDATE:

Building Painting Update: Contractors are painting the Seaside side of the building, work will continue daily with expected finish by the end of the year.

One Bedroom Window Replacement: All units for this project have been completed.

Aloha Festivals celebrates the love for Hawai'i's children with "He Lei Aloha Ke Keiki – Children Are Our Garland of Love." In celebration of our keiki, the following event has been added..

Royal Hawaiian Center Lā Keiki (Kids' Day)

A new event at Royal Hawaiian Center this year will be Lā Keiki (Kids' Day) in The Royal Grove. Bring the keiki and take part in Zumba®, music, dance, and a magic show.



- Date:** Saturday, Sept. 23, 2017
Time: 10 a.m. to 3 p.m.
Location: Royal Hawaiian Center
The Royal Grove, 2201 Kalākaua Avenue
Cost: Free
Program:
10 a.m. – Kamehameha Middle School Hawaiian Chant
10:30 a.m. – Zumba® with E Ola Koa
11:30 a.m. – Kamehameha Elementary School Choir
Noon – Kamehameha Middle School Hawaiian Ensemble
1:30 p.m. – Hawaiian music performance by Ke Kula Mele
2:30 p.m. – Magic Show



Photo from Royal Hawaiian Center

Standard parking rates apply. Event subject to cancellation or change. Visit RoyalHawaiianCenter.com or call (808) 922-2299 for updated information.

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"*

SKYLINE AT ISLAND COLONY

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