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Flower of the month:

Naupaka is shrub that blooms all year. The fragrant flowers look like half flowers and grow in clusters



SKYLINE AT ISLAND COLONY



June 2016

ISLAND COLONY PARTNERS NEWSLETTER

ALOHA Island Colony Partners - The Hawaii Tourism Authority (HTA) is bringing a fresh approach to the annual Hawaii Tourism Conference, Sept. 26-30, by expanding it to a weeklong event with a focus on a more interactive format that fosters engagement amongst attendees. Hosted at the world-class Hawaii Convention Center, the theme for this year's conference is "Transforming Tourism Together." For information on attending the Hawaii Tourism Conference, www.hawaii-tourism-conference.com

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 June 2016 versus June 2015:

E Star Report	Skyline 6/2016	Comp Set 6/2016	Skyline 6/2015	Comp Set 6/2015
RevPAR	\$130.38	\$140.42	\$126.43	\$144.71
ADR	\$143.39	\$165.70	\$132.80	\$166.36

The following chart shows percentage changes in Occupancy, ADR, and RevPAR for the current month of June 2016, year-to-date, running three months, and running twelve months for Skyline at Island Colony as compared to our competitive set (see below).

	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	-4.5%	-2.6%	-5.0%	2.6%	-3.4%	2.3%	-3.0%	2.9%
ADR	8.0%	-0.4%	5.7%	1.5%	9.9%	1.5%	0.0%	0.5%
RevPAR	3.1%	-3.0%	0.4%	4.1%	6.2%	3.8%	-2.9%	3.4%

Aqua Skyline at Island Colony finished the month of June at 90.9% occupancy, compared to our competitive set at 84.7%. During the month of June, we were able to surpass budgeted revenue goals for the third month in a row as we look to rebound from the first quarter deficit we faced from not exceeding budget goals in January, February and March. We have been pacing well throughout the summer months with increased military and TLA business and continue to push as demand in Waikiki is at its peak right now.



2016 Comp set hotels - clockwise from top left: Hyatt Place Waikiki Beach, Aqua Pacific Monarch, OHANA Waikiki Malia, Joie de Vivre Coconut Waikiki Hotel and 'Ilima Hotel

PROJECTED JULY RESULTS:

July has been pacing well with increased Military and TLA business. We are nearing budget and will finish the month of July with the highest monthly room revenue in the history of Aqua Skyline. Currently about \$8 ahead of budget ADR pace, we are currently 96% occupied on the books for the month and look to finish strong as we head into August, also ahead of pace.

FUTURE OUTLOOK:

Rates have increased and demand has gone up due to RIMPAC and Military demand. The month of August is pacing ahead of last year and with RIMPAC running until the end of Summer, it looks like we can continue to hold rate and improve on our ADR. Currently with 70% occupancy

AOAO UPDATE:

Fire System: The AOAO is still waiting for the fire inspector to return to validate the fire alarm system. Once this has been completed, the AOAO will release the restrooms.

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

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

RENOVATION STATUS:

With five non-renovated units still in our program, we look to renovate additional units after our busy summer months.

Quick Facts: Zika Virus



What is Zika and how do you get it?

Like the viruses that cause dengue fever and chikungunya, Zika virus is spread through the bite of infected Aedes mosquitoes which are found throughout Hawaii.

Aedes albopictus is found throughout the state, but at this time Aedes aegypti is known to be only on the Big Island. A mosquito can become infected if it bites a person who is already infected with the virus. This is why it is so important to stay away from mosquitoes when you are infected. When an infected mosquito bites a new person, that mosquito can transmit the Zika virus to that new person.

Where is Zika typically found? Is it found in Hawaii?

Prior to 2015, Zika outbreaks have been reported in areas of Africa, Southeast Asia, and the Pacific Islands. More recently, they have been reported in Brazil and elsewhere in Latin America. For up-to-date details on current outbreaks, visit the CDC's Zika website.

Hawaii remains a safe destination for visitors and residents. Hawaii has thus far had no cases of locally transmitted Zika - that is, no cases among persons who have not traveled outside Hawaii. Occasionally, visitors to Hawaii or Hawaii residents returning to the state have been infected with Zika from mosquitoes elsewhere. The Department of Health investigates each reported case as soon as we hear about it to prevent Zika from spreading beyond these imported cases.

Who do I contact with other questions about Zika and other mosquito-borne illnesses?

If you have general questions about Zika or other mosquito-borne diseases or want recommendations about avoiding mosquitoes, call Aloha United Way's 2-1-1 hotline.

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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