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Flower of the month:

*Stephanotis is a vine of funnel-shaped intensely fragrant white blossoms excellent for lei-making*



# SKYLINE

AT ISLAND COLONY



June 2017

## ISLAND COLONY PARTNERS NEWSLETTER

**ALOHA Island Colony Partners - Hawai'i Tourism Association's September 19 Tourism Legacy Awards Luncheon during the Global Tourism Summit honors Mālama Honua Worldwide Voyage, Master Navigator Nainoa Thompson and the crew of Hōkūle'a for their sharing of Hawai'i's sustainability message, and the significance of perpetuating native cultures and protecting natural resources, with audiences worldwide. For more information, visit [Info@GlobalTourismSummitHawaii.org](mailto:Info@GlobalTourismSummitHawaii.org).**

**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 2017 versus June 2016:

E_Star Report	Skyline 6/2017	Comp Set 6/2017	Skyline 6/2016	Comp Set 6/2016
RevPAR	\$129.95	\$153.37	\$130.38	\$151.21
ADR	\$139.87	\$168.25	\$143.39	\$1167.59

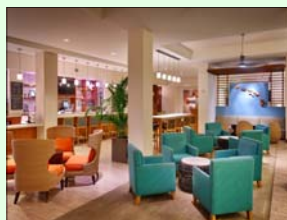
[2016 Comp Set = similar competitor hotels including Hyatt Place Waikiki Beach, Aqua Pacific Monarch, OHANA Waikiki Malia, Ilima Hotel and Coconut Waikiki Hotel]

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

	Current		Year to		Running 3		Running 12	
	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set
Occupancy	2.2%	1.0%	0.4%	-1.4%	0.4%	-3.3%	-0.5%	-0.7%
ADR	-2.5%	0.4%	-1.4%	1.3%	-3.4%	0.7%	0.6%	2.7%
RevPAR	-0.3%	1.4%	-1.0%	-0.0%	-3.0%	-2.7%	0.1%	2.0%



Above - Skyline at Island Colony's spacious and beautiful open-air lobby



2017 Comp set hotels include - clockwise from top right: OHANA Waikiki Malia and Joie de Vivre Coconut Waikiki Hotel, Ilima Hotel, Hyatt Place Waikiki Beach, Aqua Pacific Monarch

Aqua Skyline at Island Colony finished the month of June ahead of top line revenue budget as we started our summer season on a positive note. Considering RIMPAC did not return this year, demand has been high with ADR's and occupancy higher than pace. The week of June 11 had several large festivals in Waikiki including Kamehameha Day, Pan Pacific Festivals and Revive The Live 3 day concert series which helped gain higher revenues.

**PROJECTED JULY RESULTS:**

The month of July began by pacing similarly to last year. However, as the month progressed, we experienced many cancellations especially from our TLA/Military market. Although we fell behind and by month's end will fall short of budget, July will still finish as the highest revenue month of the year!

**FUTURE OUTLOOK:**

August is pacing ahead of last year and is projected to surpass budget by the end of the month. We have been watching rates and have been able to fill rooms with higher ADR's. The fall has been a struggle to fill occupancy, with September, October and November pacing behind last year. We have been working with our Sales and Revenue teams to try and fill groups and run promotions to help fill the void from last year.

**PARTNERSHIP NEWS:**

The Partnership office would like to congratulate Emily Lee as she pursues a new administrative opportunity in the nonprofit sector. Emily has been a member of Partnership administration since 2016 and her last day at the office will be Friday, August 18. It was a pleasure working with Emily and she will be truly missed!



**AOAO UPDATE:**

Building Painting Update: Contractors are painting the Ewa side of the building which will beautify the building after the one-bedroom windows have been replaced. One Bedroom Window Replacement: Work continues on the 20 series rooms on the ocean side of the building. Pool Deck Bathroom Renovations: All work has been completed which includes upgrades to the sauna.

**Duke's OceanFest Celebrates Surfing Legend's Legacy in Waikiki, August 19-27**

[Duke's OceanFest](#), Waikiki's premier ocean sports festival, returns to honor the enduring legacy of the legendary Duke Paoa Kahanamoku, August 19-27. An Olympic champion, surfing pioneer and expert paddler, Duke Kahanamoku is fondly remembered as an accomplished waterman and ambassador of Hawaii's Aloha Spirit.



The 2017 Duke's OceanFest features 30 exciting athletic ocean and beach competitions and special events during its nine-day schedule, with most taking place at Queen's Surf on Waikiki Beach, a favorite place of Duke Kahanamoku, and home to the magnificent statue honoring his contributions to the world of water sports.

The public is invited to join in on the competitions and community events such as the screening of *Duke Kahanamoku: Hawaii's Soul* documentary on August 24 at the International Market Place where nightclub Duke's was previously located. Visit [www.dukesoceanfest.com](http://www.dukesoceanfest.com) for more information, entry forms, special offers from travel partners, and event updates.

Renowned as Hawaii's greatest athlete, Duke Kahanamoku won six Olympic medals, including three gold medals in swimming, and is recognized as the "Father of International Surfing." In his prime, Kahanamoku was the world's fastest swimmer, the single-most influential person in promoting surfing worldwide, and a champion paddler and steersman.

*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](mailto:kmaruyama@islandcolonypartners.com), or either one of us should you have any questions.*

*Me ke Aloha Pumehana,  
"With Warmest Aloha"*



**William T. Tanaka, Jr.**  
Managing Partner, American Pacific Hotels, LLC  
General Partner, Island Colony Partners

**Kristie L. Maruyama**  
Managing Director  
Island Colony Partners

**Brian H. "Kovy" Kovaloff**  
Hotel Manager  
Aqua Skyline at Island Colony

PH: 808-921-7110

PH: 808-921-7110

PH: 808-921-7140