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Flower of the month:

VANDA
 (genus of the orchid family), is popular for lei because of the long lasting flowers



SKYLINE AT ISLAND COLONY



July 2016

ISLAND COLONY PARTNERS NEWSLETTER

ALOHA Island Colony Partners - Opened at the end of August, the redeveloped International Market Place extends the Kalakaua shopping experience in an inviting open-air design with a lush Hawaiian sense of place featuring a fire tower, a 3-story water wall, an interactive entertainment stage, and a tree house in an enormous Indian banyan tree, planted circa 1850 – offering shade and soul.

The complex is anchored by Saks Fifth Avenue, the only luxury department store in Waikiki, and the Grand Lanai, which provides al fresco dining at nine chef-driven and unique restaurants that will be the largest concentration of dining options in Waikiki (not all are open yet).

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 2016 versus July 2015.

E Star Report	Skyline 7/2016	Comp Set 7/2016	Skyline 7/2015	Comp Set 7/2015
RevPAR	\$160.83	\$164.11	\$141.07	\$146.12
ADR	\$171.78	\$185.92	\$147.39	\$171.99

[2016 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 month of July 2016, 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	-2.2%	3.9%	-4.6%	2.8%	-3.3%	1.2%	-3.1%	3.4%
ADR	16.6%	8.1%	7.7%	2.6%	11.7%	3.5%	2.7%	1.6%
RevPAR	14.0%	12.3%	2.7%	5.4%	8.0%	4.7%	-0.5%	5.1%

Aqua Skyline at Island Colony finished the month of July at 93.6% which was 5% ahead of our competitive set. We had a successful July, surpassing room revenue goals as well as increasing our ADR over last year by \$24.39. Military and RIMPAC exercises held in Waikiki this year helped contribute to the success of all hotels, including Skyline which has a great product most favorable to Military families. Our kitchenettes are one of our biggest assets for families which make The Aqua Skyline at Island Colony a hotel of choice within this market.

Aqua Skyline at Island Colony's competitive set of hotels for 2016 includes Hyatt Place Waikiki Beach, Aqua Hotel Pacific Monarch, OHANA Waikiki Malia, Ilima Hotel, and Joie De Vivre Coconut Waikiki Hotel.

PROJECTED AUGUST RESULTS:

August has been pacing well although we will fall short of revenue goals for the month. The TLA/Military business we enjoyed in July has declined but rates are still high and competitive as we look to finish out summer ahead of overall goals.

FUTURE OUTLOOK:

The start of fall sees September pacing ahead of last year as we move into our typically slow period. With October and November pacing behind last year, we have yielded rates according to our competitive set and look to pick up occupancy as we enter our booking window with the next few weeks. December, also pacing behind last year, looks to be strong with marathon and year end rates higher to fill demand.

PARTNERSHIP NEWS:

Go Aloha Adventures is now open for business! With over two decades of experience in tour sales and group activity on the Island, Go Aloha features special emphasis on North Shore excursions. We invite you to stop by their tour desk, located next to the front desk, for maps of the Island, general information, and special packages. As an Aqua guest, simply show your room key for special in-house prices to the North Shore.

Go Aloha Adventures is open daily from 8:00 a.m. to 10:00 p.m.

AOAO UPDATE:

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

Cameras in Hallways: This project is ongoing in conjunction with the hallway renovation which is still in progress. Only 2 floors remain to be renovated before the project is 100% complete.

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

One Bedroom Unit Windows Replacement: The final payment for the assessment of the windows replacement will be done at the beginning of October. Be advised, another charge is pending due to a safety rail that was added and cost will be billed back to the owners. The AOA is awaiting all parts to arrive and once they have everything on property, a work schedule will be made and the project will start. At this time, they expect all supplies to arrive by mid-October.

RENOVATION STATUS:

Our Housekeeping and Maintenance teams have been working together to upkeep the units. Our Preventive Maintenance program has been created to keep units up to standard with a fresh look for all our guests and owners. While occupancy and demand during the summer months have been high, we have again started up this program and continue to work in units to ensure our owners investment and product in the rooms are up to the highest level of quality and workmanship.

ALOHA FESTIVALS CELEBRATES 70 YEARS WITH "HĀLI'A ALOHA – TREASURED MEMORIES"

It was 70 years ago that a group of former Jaycees – known as the Jaycees Old-timers of Hawai'i – had the vision to create a public celebration to honor Hawai'i's heritage. Thus, in 1946, Aloha Festivals began as "Aloha Week," a cultural celebration of Hawai'i's music, dance and history intended to perpetuate the Islands' unique traditions.

Now in its 70th year, Aloha Festivals is one of Hawai'i's most highly regarded and oldest cultural celebrations, integrating the traditions and cultures of the Islands through music, dance, cuisine and art. The tradition carries on today, with this year's Aloha Festivals theme "Hāli'a Aloha – Treasured Memories."

This year's Aloha Festivals takes place from Sept. 3 to 24 at various locations on O'ahu, sharing the history and traditions of Hawai'i and the unique spirit of aloha with both kama'āina (local residents) and malihini (visitors).

All events are free and open to the public. They are supported by the sale of Aloha Festivals ribbons and merchandise from participating retailers. Aloha Festivals merchandise also will be sold at all events.

More information about Aloha Festivals and its events can be found at www.alohafestivals.com, Facebook (facebook.com/AlohaFestivals), Twitter (@AlohaFstlvs) Instagram (@alohafestivals) or by calling (808) 923-2030.



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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