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The pink lokelani was bought to the Islands in the 1800s and is prized by gardeners for its beauty and fragrance.

Flower of the month:



SKYLINE

AT ISLAND COLONY



May 2017

ISLAND COLONY PARTNERS NEWSLETTER

ALOHA Island Colony Partners - Early-bird registration offering flexible discounted rates is now available for the 2017 Global Tourism Summit, being presented by the Hawaii Tourism Authority (HTA), Sept. 19-21. Sustainability is the theme of this year's summit and how it is incorporated in the future of tourism will be a featured topic of the presentations. Participants can register via the dedicated website, www.globaltourismsummithawaii.com, and choose from one of several options to attend the conference being held at the Hawaii Convention Center in Honolulu.

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 May 2017 versus May 2016:

E_Star Report	Skyline 5/2017	Comp Set 5/2017	Skyline 5/2016	Comp Set 5/2016
RevPAR	\$106.32	\$126.68	\$115.82	\$135.69
ADR	\$115.86	\$153.65	\$124.90	\$153.43

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

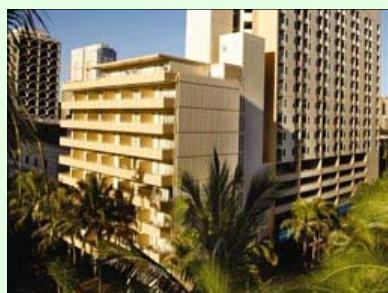
	Current	Month	Year to	Date	Running 3	Months	Running 12	Months
E_Star Report	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set
Occupancy	-1.0%	-6.8%	0.1%	-1.9%	2.5%	-3.2%	-1.1%	-1.0%
ADR	-7.2%	0.1%	-1.2%	1.5%	-3.5%	1.9%	1.5%	2.6%
RevPAR	-8.2%	-6.6%	-1.2%	-0.4%	-1.1%	-1.3%	0.4%	1.6%

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

Aqua Skyline at Island Colony finished the month of May behind top line revenue goals as we finished the final month of our slow period before the summer rush. Nearing 92% occupancy, rates were reduced and adjusted compared to our competitive set and we still fell short. Demand in Waikiki dropped as most hotels struggled to fill base and occupancy. Peak dates throughout the month, including Mother's Day weekend and Memorial Day helped bring in higher revenues.



Skyline's competitive set of hotels for 2017 includes Hyatt Place Waikiki Beach, Aqua Hotel Pacific Monarch, OHANA Waikiki Malia, Ilima Hotel, and Joie De Vivre Coconut Waikiki Hotel.



PROJECTED JUNE RESULTS:

The month of June paced well from the start and currently we have surpassed top line revenue budget for the month. As we start our busy summer period, rates have shown a great increase and demand has been up. We look to finishing the month of June with ADR's nearing \$140 and above revenue goals by about \$1.5K.

FUTURE OUTLOOK:

We are pacing well for July and August. Although RIMPAC (Rim of the Pacific Exercises) will not be in Waikiki this year, we expect to perform fairly well in July, slightly behind last year's pace and ahead of August.

The month of September has been a struggle to build base, pacing behind last year. Securing a few large groups will help our revenue and allow us to yield the remaining inventory to secure higher rates.

PARTNERSHIP NEWS:

The City and County of Honolulu's Real Property Assessment Division (RPAD) office recently notified 8,000 condominium owners regarding its Residential Use Dedication Program. This program provides an opportunity for the unit owner whose building is currently on land zoned as mixed use, hotel, or commercial to classify the unit as Residential for real property tax purposes.

For Partners, no action is required since your hotel pool unit is already under the Hotel and Resort tax classification.

AOAO UPDATE:

Building Painting Update: Contractors are painting the ocean side of the building helping to beautify the building after the one-bedroom windows have been replaced.

Pool Deck Bathroom Renovations: Contractors have started work on renovating the restrooms on the 6th floor common area. Work is still ongoing and should be completed by the middle of July.

Pool Issue: The pool has just reopened after being down for two weeks with emergency repairs on the interior pool tiles.

RENOVATION STATUS:

Drapes and tracks in eight one-bedroom units have been replaced. With the one-bedroom windows replaced last month, this new look gives the suites a fresh upgrade.

"100 Years of Lifeguarding on O'ahu "

The Hawaiian Lifeguard Association is a non-profit 501k that promotes ocean safety awareness statewide year round. HLA is sponsoring a "Mahalo for 100 Years" reception for our beach lifeguards. The event will honor past and present Ocean Safety Lifeguards that have been the primary responders for emergencies on the beaches on Oahu and Waikiki for our visitors and residents for over 100 Years.

The reception is set for the evening of July 27th. 5:30 pm. at the Hawaii Convention Center. To help off-set the costs of this reception and to continue ocean safety awareness, HLA is humbly asking for donations.

For more information on how you can help, please email 100lifeguarding@gmail.com.



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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