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*Lehua blossoms and their buds are often used in making lei. The trees are abundant on Hawai'i Island.*

*Flower of the month:*



# SKYLINE

AT ISLAND COLONY



May 2016

## ISLAND COLONY PARTNERS NEWSLETTER

**ALOHA Island Colony Partners - Great news for early winter** - Hawaii Tourism Authority (HTA), announced that the Hawaii Open, a Women's Tennis Association tournament, will be held November 20-27, 2016, at the Patsy T. Mink Central Oahu Regional Park. This will be the most significant tennis tournament Hawaii has held in decades, featuring 32 world-ranked players. It will be a great opportunity for residents and visitors to see up-close top-flight players from around the world in competition. According to HTA, "The Hawaii Open will generate incredible global exposure for Hawaii, both as a tennis venue and as a destination, as the tournament will be viewed by tens of millions of tennis fans worldwide via live streaming and television."

**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 2016 versus May 2015:

E Star Report	Skyline 5/2016	Comp Set 5/2016	Skyline 5/2015	Comp Set 5/2015
RevPAR	\$115.82	\$125.93	\$109.59	\$120.62
ADR	\$124.90	\$151.12	\$114.25	\$148.04

The following chart shows percentage changes in Occupancy, ADR, and RevPAR for the current month of May 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	-3.3%	2.3%	-5.1%	3.7%	-5.8%	2.6%	-2.6%	3.5%
ADR	9.3%	2.1%	5.2%	1.9%	8.7%	1.9%	-0.3%	1.4%
RevPAR	5.7%	4.4%	-0.2%	5.7%	-2.4%	4.5%	-2.9%	4.9%

Aqua Skyline at Island Colony finished the month of May at 92.7% occupancy, compared to our competitive set at 83.3%. During the month of May, we were able to surpass budgeted revenue goals for the second month in a row as we gained much needed base from a large group that was in house and checked out on June 1. We have been pacing well throughout the second quarter and look to continued success in the next few months.

Skyline'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 DECEMBER RESULTS:**

June has been pacing well, currently at 90% on the books, and we have surpassed budget for the month. Increased business from our extranet and travel partners have increased over the month, which has given us great base to work with. As we enter our summer months, TLA/military bookings have started to come in with rates as high as \$250+ per night.

### **FUTURE OUTLOOK:**

Rates have increased and demand has gone up due to RIMPAC, the largest maritime military training exercise in the world. A total of 27 nations and 25,000 personnel will participate in this year's RIMPAC. The month of July is pacing ahead of last year and currently sits at \$6 ahead of budgeted ADR. We are on pace to exceed budget again for the month and look forward to hosting our military members and their families. Our property is high on the list of choices for our military market due to our product and location and we value each of our owners for being a part of our program.

### **PARTNERSHIP NEWS:**

With freshly painted hallways and newly installed carpet, the Mezzanine level has a brand new look! The hallway renovation is now complete so we invite you to visit the Partnership office or call us to schedule a meeting to visit with Kristie Maruyama during your stay.

### **AOAO UPDATE:**

Fire System: The AOAO is still waiting for the fire inspector to return to validate the fire alarm system after our Lobby Restroom Renovation has been completed.

Lobby Bathroom Renovations: The AOAO has started renovation of the lobby restrooms near the elevators and the security office. Once completed, the fire inspector will validate their work and approve the entire fire alarm system project.

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

### **RENOVATION STATUS:**

We have completed renovation on 2 units and look to renovate additional non-renovated units after our busy summer months.

### **WAIKIKI UPDATES:**

**ANNUAL TINMAN TRIATHLON** takes place Sunday, June 24 starting at 5 am and usually ends by 11 am. The event is expected to have 800 participants. Swim will be at: Queens Beach, Queen Kapiolani Park. Bike will start at Swim/Bike Transition area. Run starts at Kapiolani Park and ends at Honolulu marathon finish line. **Various road closures will be installed** for bike and run courses starting 4:30 am.

The first luxury tower of the much anticipated Ritz-Carlton Residences, Waikiki Beach, opens on Friday, July 15. The \$434 million project will have world-class retailers – including the renowned gourmet food shop Dean & DeLuca, Sushi Sho and BLT Market restaurant – and other new retail options.

**7th ANNUAL WAIKIKI STEEL GUITAR FESTIVAL** happens at the Royal Hawaiian Center's Royal Grove Stage on July 16 from 11 am– 9 pm. This is the largest steel guitar festival on O'ahu.

**46th ANNUAL 'UKULELE FESTIVAL** is set for July 12 10:30 am–5 pm at Kapi'olani Park. Enjoy local performers who stop by during the day as well as international musician and others. There will also be food booths, 'ukulele lessons, 'ukulele displays and an 'enter-to-win" contest.



*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 808-772-2662uku 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"*

## **SKYLINE** AT ISLAND COLONY

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