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The fruit of the hala free  
 is a popular lei  
 material (usually made  
 for men)

*Lei of the month: Hala:*



# SKYLINE AT ISLAND COLONY



November  
 2015

## ISLAND COLONY PARTNERS NEWSLETTER

**ALOHA Island Colony Partners** - The good news about visitor arrivals continues. According to the Hawaii Tourism Authority, total visitor arrivals to the Hawaiian Islands in November 2015 set a new record for the month with 661,352 visitors, a 3.7 percent growth year-over-year compared to November 2014. November marked the ninth straight month total visitor arrivals have surpassed the previous monthly records. Along with the arrival numbers, total visitor expenditures increased 2.5%.

**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 November 2015 versus November 2014:

E Star Report	Skyline 11/2015	Comp Set 11/2015	Skyline 11/2014	Comp Set 11/2014
RevPAR	\$113.26	\$132.83	\$121.64	\$116.44
ADR	\$126.82	\$153.97	\$128.77	\$149.35

The following chart shows percentage changes in Occupancy, ADR, and RevPAR for the month of November 2015, year-to-date, running three months, and running twelve months for Skyline at Island Colony as compared to our competitive set:

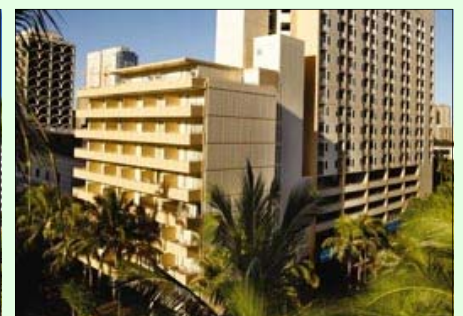
E_Star Report	Current	Month	Year to	Date	Running 3	Months	Running 12	Months
	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set	Skyline	Comp Set
Occupancy	-3.9%	6.8%	0.0%	1.1%	-0.9%	4.1%	-0.1%	1.4%
ADR	-2.8%	3.1%	-4.0%	0.8%	-4.8%	0.4%	-3.1%	1.7%
RevPAR	-6.6%	10.1%	-4.1%	1.9%	-5.6%	4.5%	-3.2%	3.1%

Aqua Skyline at Island Colony finished the month of November at 90.8% occupancy compared to our competitive set at 83.2%. Although our occupancy was higher than other hotels, rates were reduced to fill rooms. Good news, November ends our slow period before Oahu's peak season begins.

The IFEBP Convention in mid-November, with about 12,500 participants visiting Waikiki, brought a few higher rated room nights. Skyline capitalized on this business, however, the remainder of the month struggled to fill occupancy. As we start the peak season, we look to raising rates as demand increases during this busier part of the year.

Skyline's competitive set of hotels for 2015 includes clockwise from top left:

Hyatt Place Waikiki Beach, Ilima Hotel, OHANA Waikiki Malia and Joie de Vivre Coconut Waikiki Hotel



**PROJECTED DECEMBER RESULTS:**

December has been a slow month for Aqua Skyline at Island Colony as demand has been lower than usual for the start of our peak season. Rates throughout our competitive set and in Waikiki have been lower to gain occupancy but pick-up has still been weak. Marathon week had some pick up although with higher rates during the week, less travelers - including our Japanese visitors, were down compared to last year. As we finish the month, we will end up short of budget goals and look to capture as much business as we can with lowered rates compared to our competitive set and Waikiki.

**FUTURE OUTLOOK:**

January is currently pacing ahead of last year in revenue but with lower rates. The success of 2015 for January and February is still undetermined for 2016. We plan to capture additional business with the return of Pro Bowl, Valentine's and the week of February 15-23 when the BMT Tandem Convention will be in town and we expect about 5,000 visitors to arrive in Waikiki during this period.

**PARTNERSHIP NEWS:**

We can't wait to see what 2016 has in store for us. As we welcome the New Year, be sure to contact the Partnership office via phone or email to start reserving owner use nights for 2016. Please address email reservations to [admin@islandcolonypartners.com](mailto:admin@islandcolonypartners.com) and Anuheia Gabriel will confirm your reservation.



Hallway renovations are still taking place and the Partnership office will remain in operation during regular business hours. We invite you to schedule a meeting to visit with Kristie Maruyama during your stay.

**AOAO UPDATE:**

Fire System: Work continues on the property fire system upgrades. All individual units have completed fire system upgrades. Contractors are working to tie in the system to the main panel which is located in the Security Office.

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

**RENOVATION STATUS:**

Renovation of remaining non-renovated units continues to be delayed due to the high demand for construction services and with the cost too high to go with another provider. We continue to honor the commitment we made with our current contractor and work will commence once their projects are completed. Dates are unavailable at this time.

**Kuhio Beach Hula Show – January 2016, 6 PM**  
 Authentic Hawaiian music and hula shows by Hawaii's finest halau hula (dance troupes) and Hawaiian performers. Opens with torch lighting and traditional blowing of conch shell at the Kuhio Beach Hula Mound. Outdoors, casual, seating on the grass; beach chairs, mats, etc. okay. Cameras welcome. For information, call 843-8002.

Week-nights  
 Tuesdays – Ainsley Halemanu and Hula Halau Ka Liko O Ka Palai      Thursdays – Joan "Aunty Pudgie" Young and Puamelia

Week-ends  
 Sat January 2 – Kale Pawai and Halau Na Pua Mai Ka Lani      Sat January 23 – Joan S. Lindsey and the Joan S. Lindsey Hula Studio  
 Sat January 9 – Shirley Recca and Halau Hula O Namakahulani      Sat January 30 – Leimomi Ho and Keali'ika' apunihonua Ke'ena A'o Hula  
 Sat January 16 – Coline Aiu and Halau Hula O Maiki      Schedule subject to change without notice.

*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"*



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