

Single Property MCI Outlook for 2017

U.S. ECONOMY & TRAVEL INDUSTRY

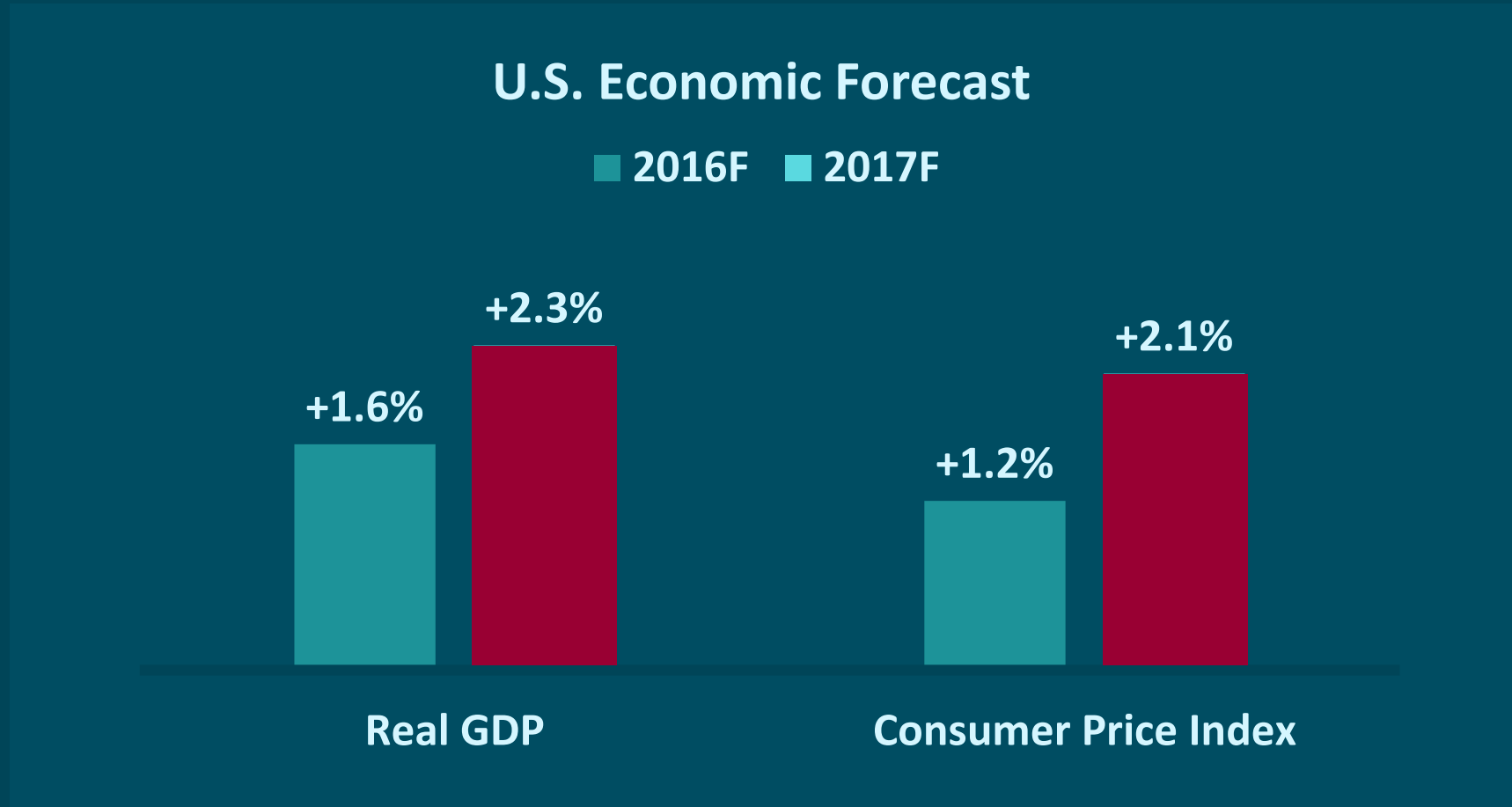


Overview

- U.S. economy
- Costs and anticipated spending
- Forecasted occupancy and meeting planner outlook
- Hawai'i's MCI industry
- Single Property outlook
- Market segments and the competitive landscape

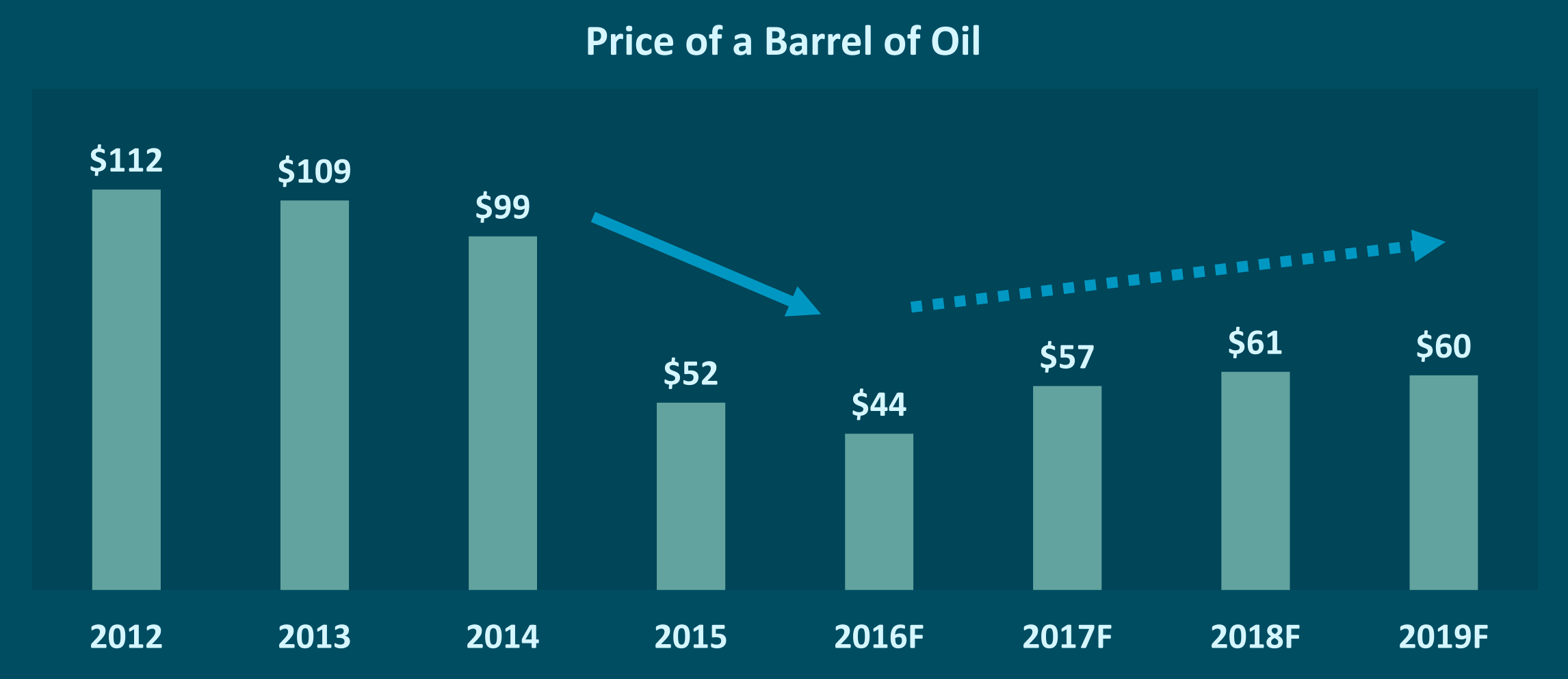


U.S. Economy to Grow in 2017



Source: Economist Intelligence Unit

Cost of Oil to Increase in 2017

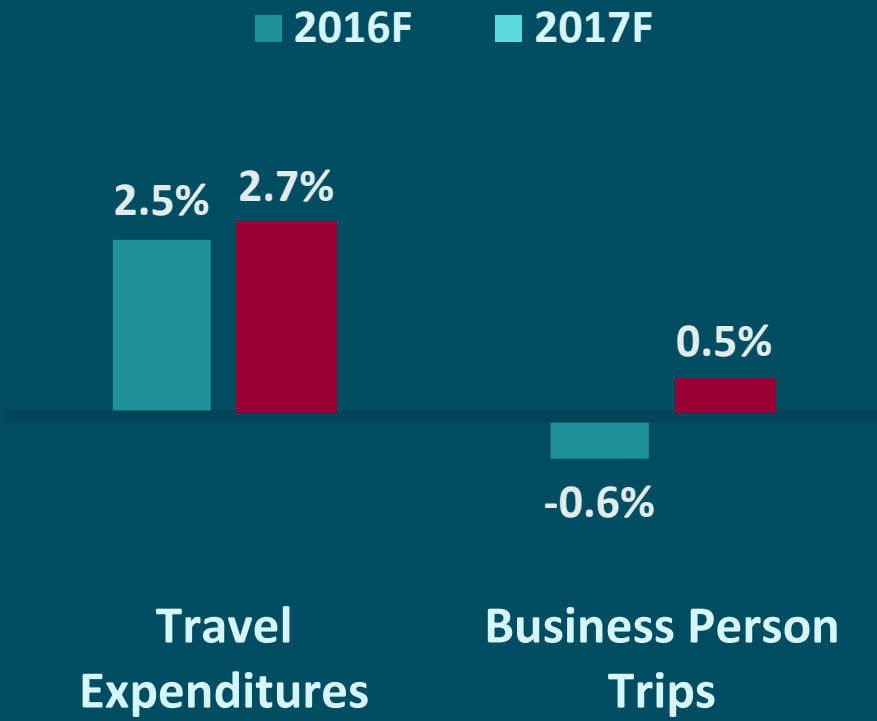


Source: Economist Intelligence Unit

Business Travel & Spending to Grow in 2017



U.S. Domestic Travel Forecast



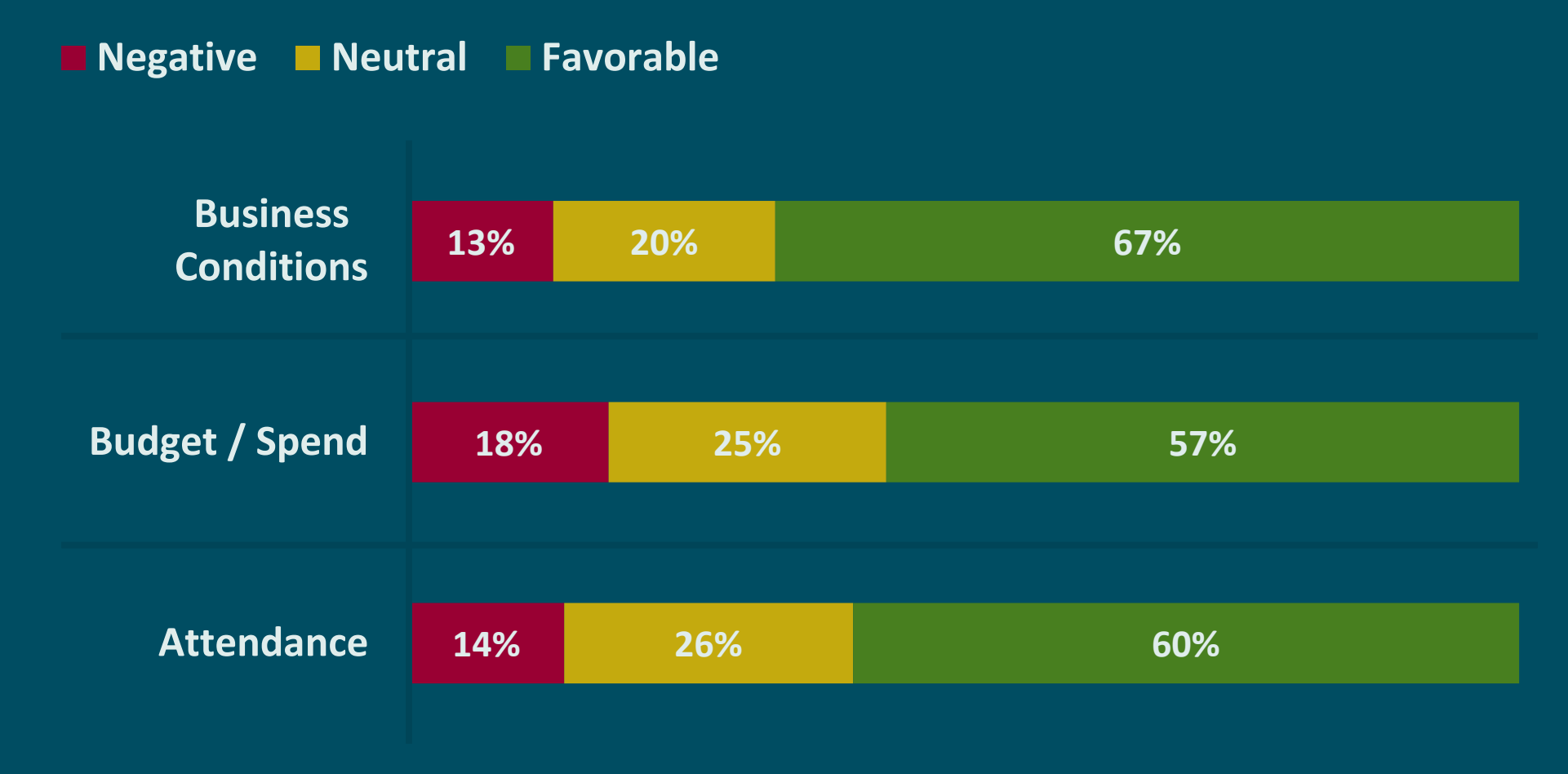
Source: U.S. Travel Association

U.S. Hotel Occupancies Flat, ADR Up in 2017

	2016F	2017F
Supply	+1.6%	+2.0%
Demand	+1.6%	+1.6%
Occupancy	-0.1%	-0.3%
ADR	+3.2%	+3.1%



Meeting Planners' Outlook Less Favorable

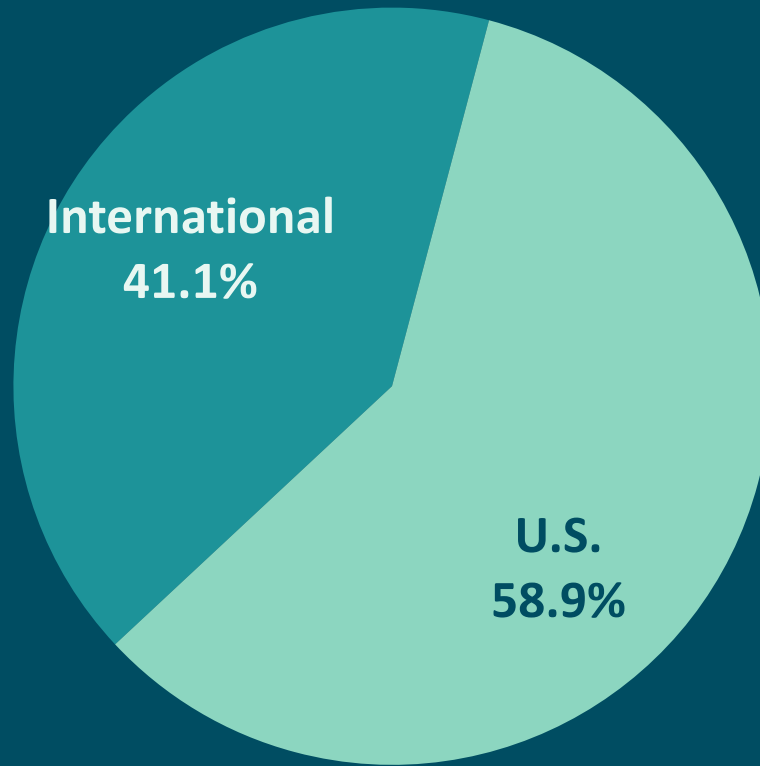


Source: Meeting Planners International

HAWAI'I'S MCI INDUSTRY

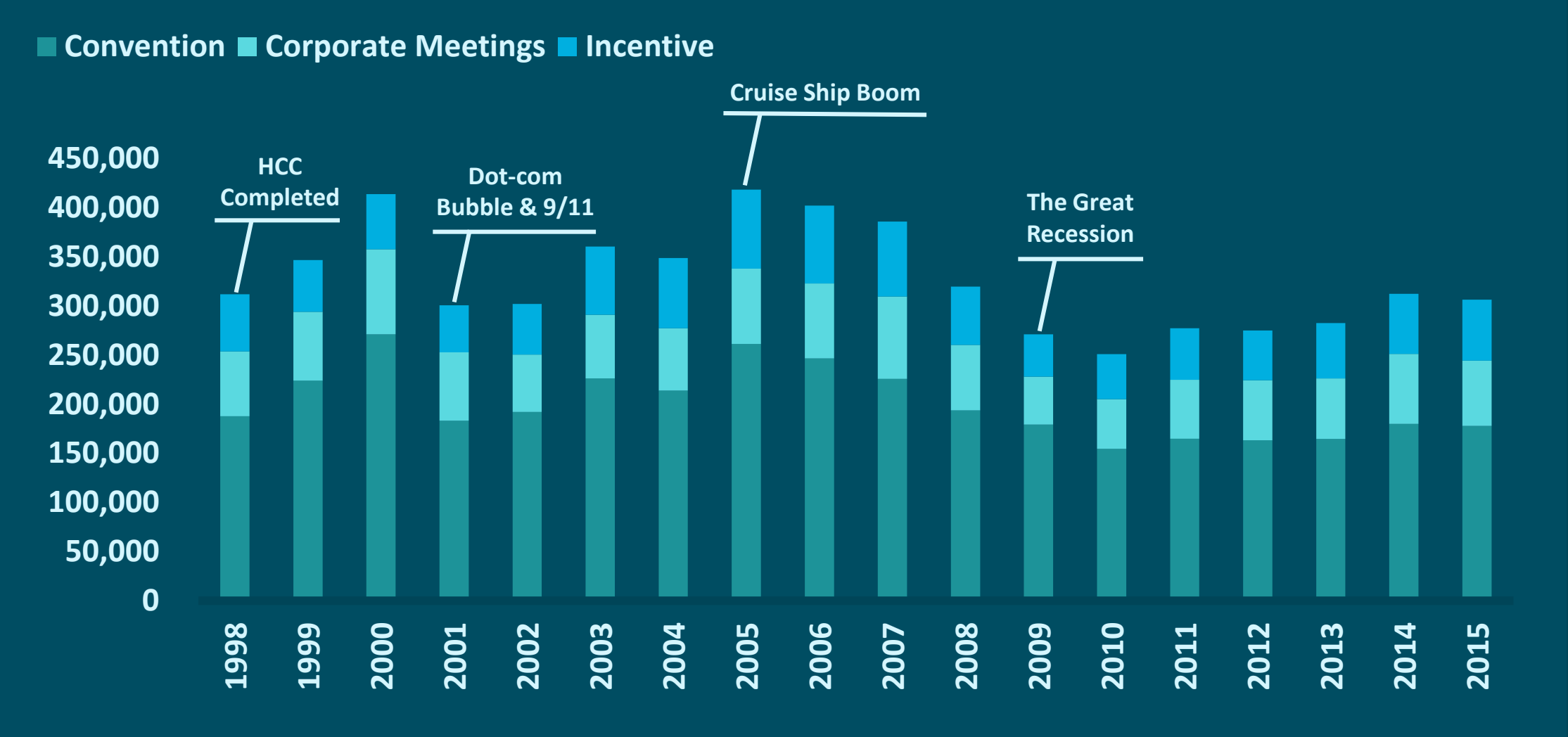


U.S. Key Market for Hawai'i's MCI Arrivals

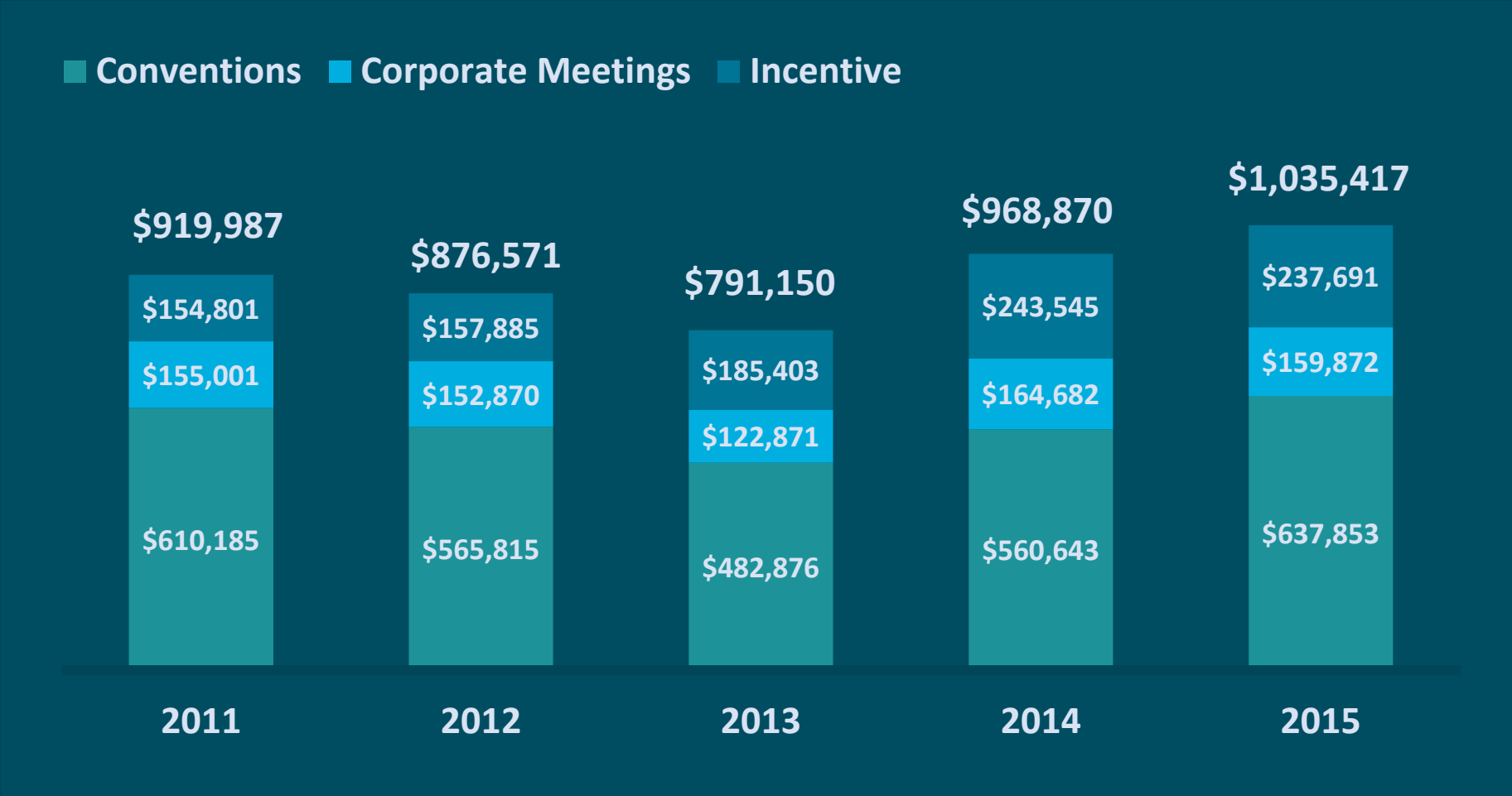


Source: Hawai'i Tourism Authority

U.S. MCI Arrivals Over Time

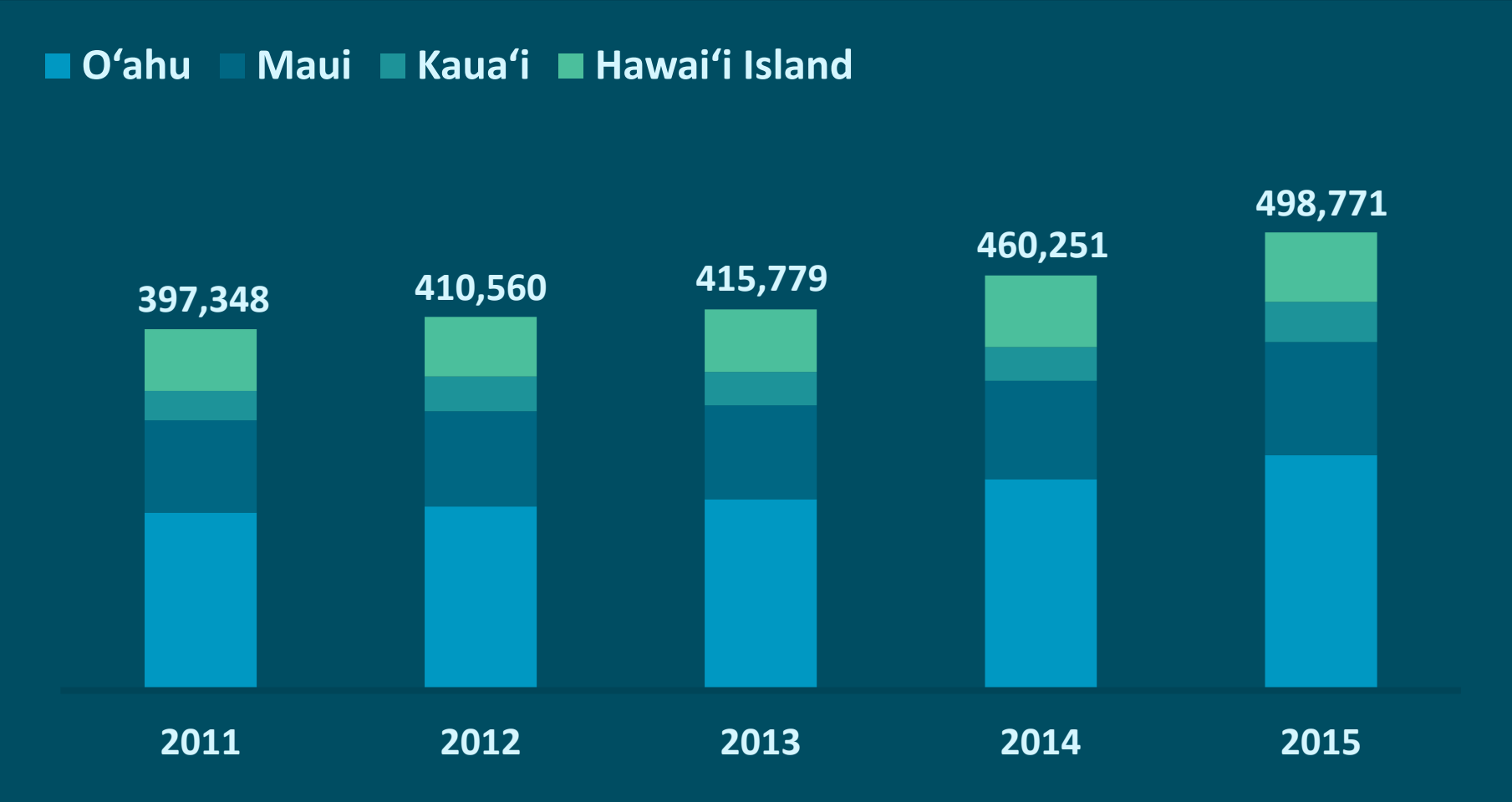


MCI Spend On the Rise ('000s)



Source: Hawai'i Tourism Authority

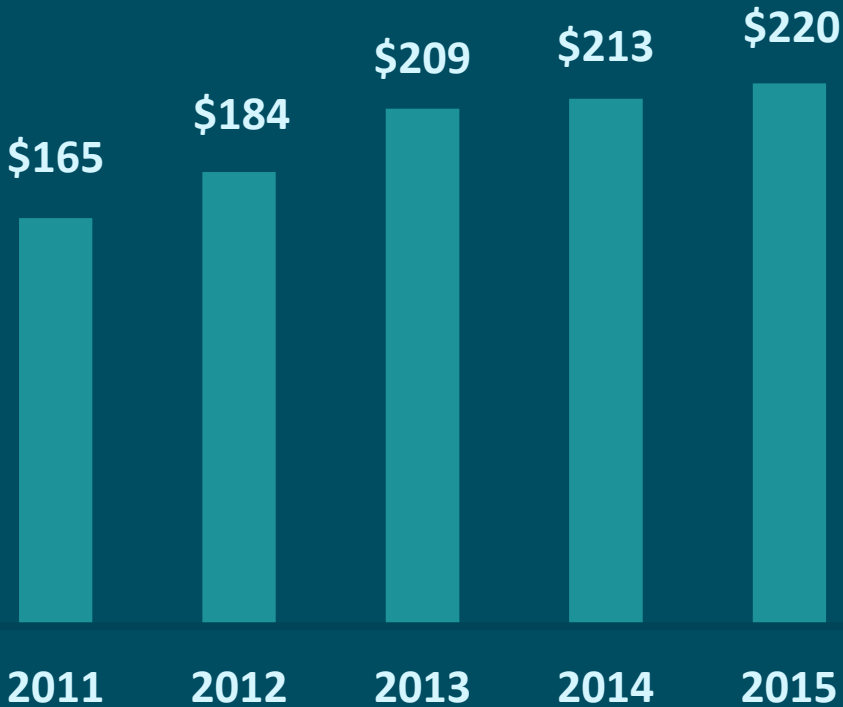
O'ahu Largest Market for MCI Visitor Arrivals



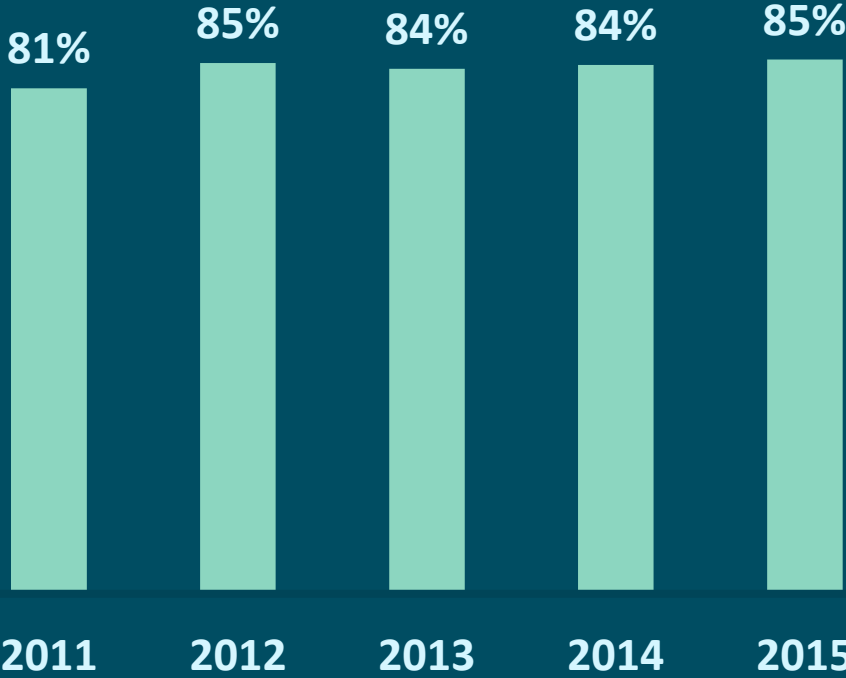
Source: Hawai'i Tourism Authority

High Demand for Rooms on O'ahu

Average Daily Rate



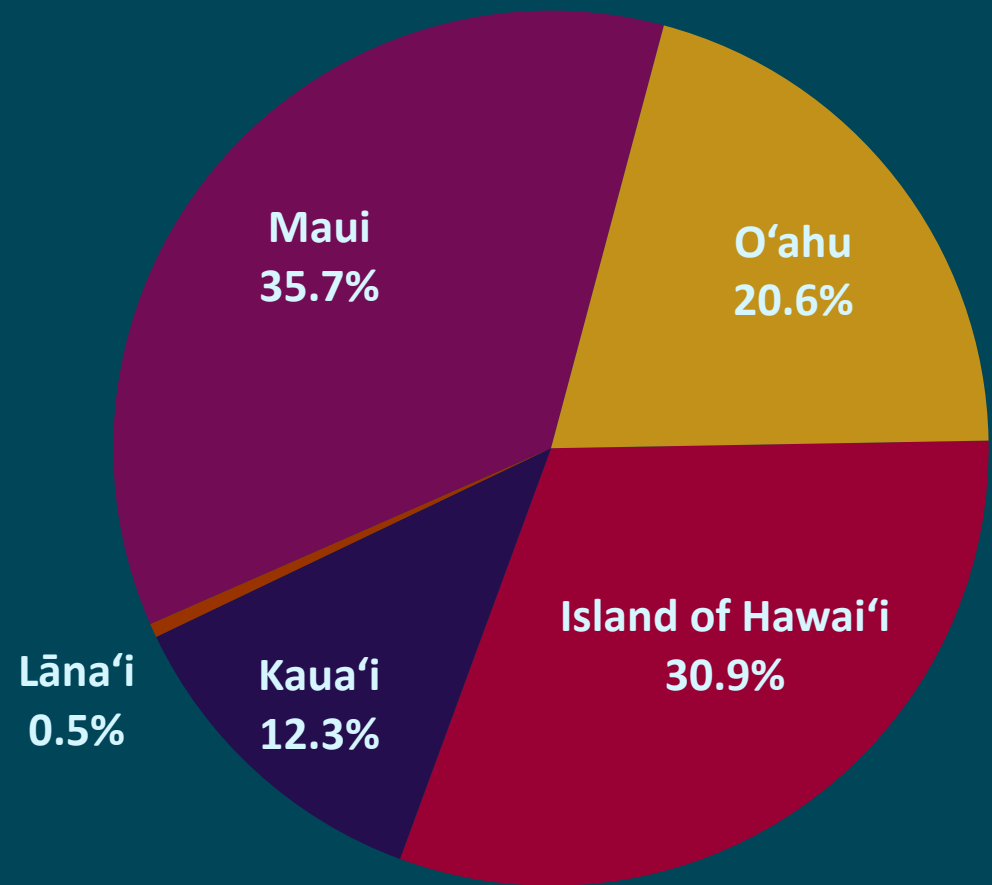
Occupancy



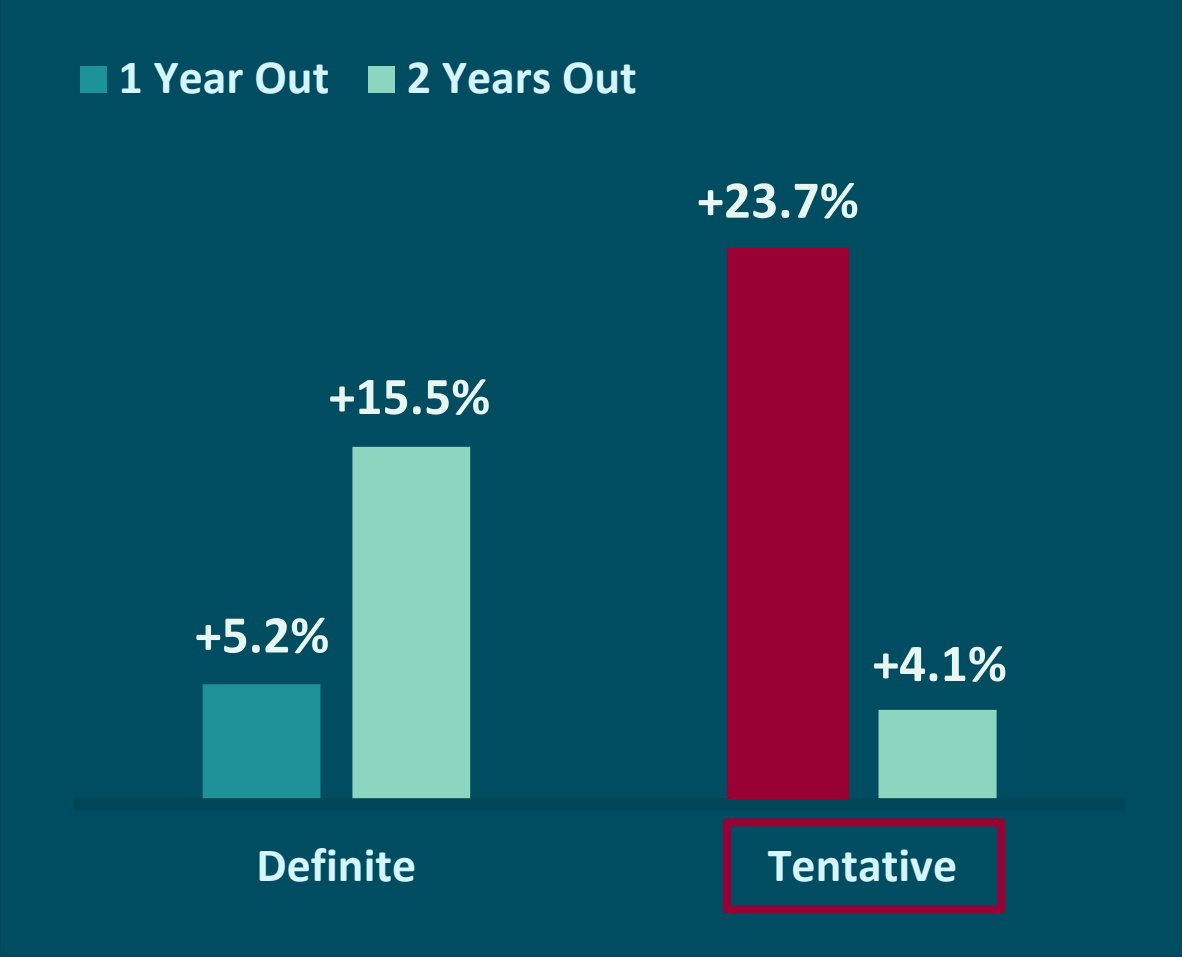
SINGLE PROPERTY OUTLOOK



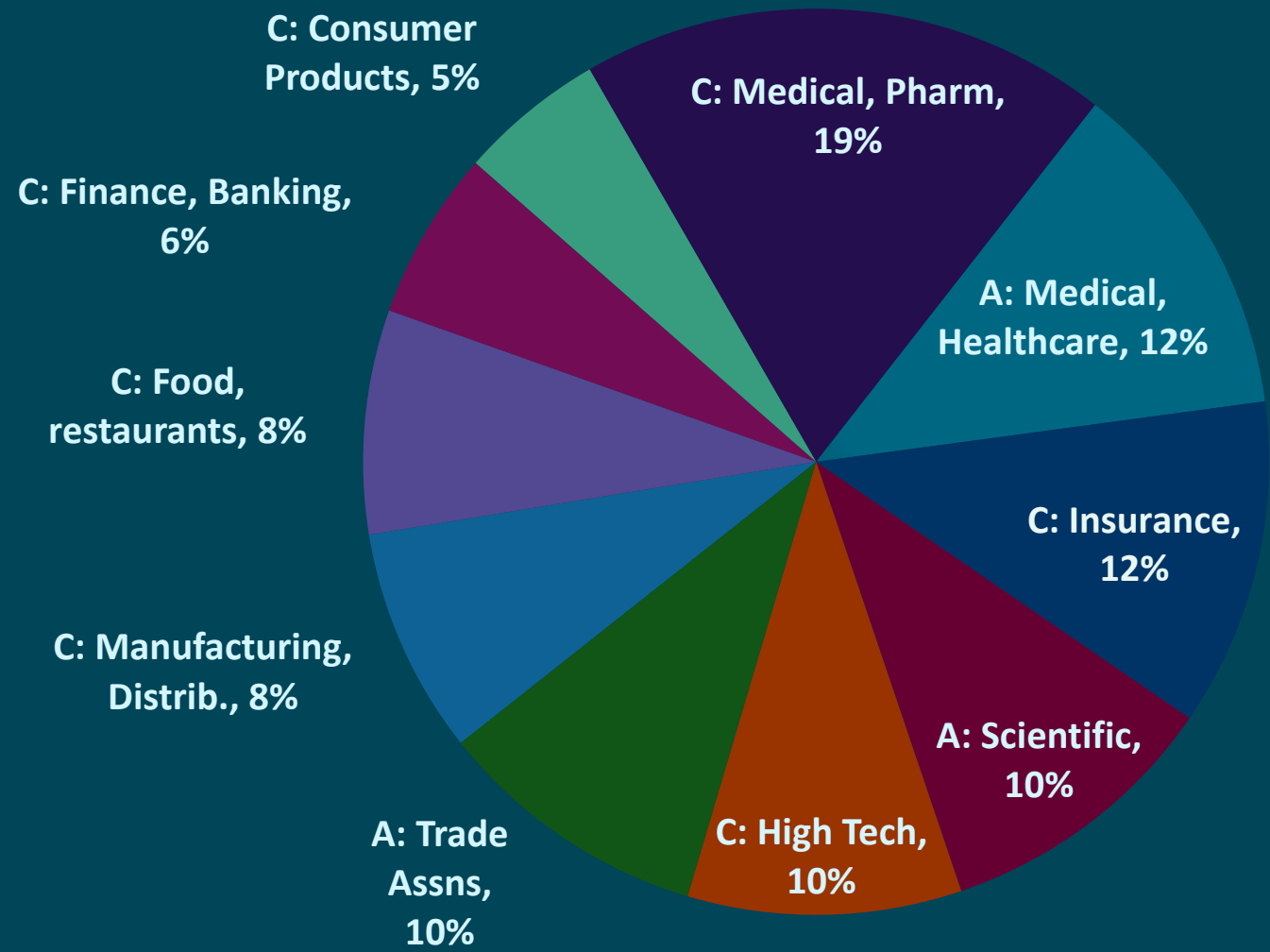
Single Property Drives Neighbor Island Business



Definite & Tentative Room Nights Pacing Ahead

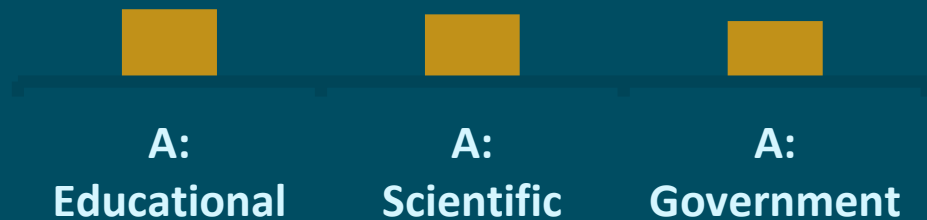


Single Property Top 10 Market Segments



Top Market Segments by Island

O'ahu



Maui



Kaua'i



Island of Hawai'i



Competitive Landscape for Hawai'i

Top U.S. MCI Competitors

1. Orlando, FL

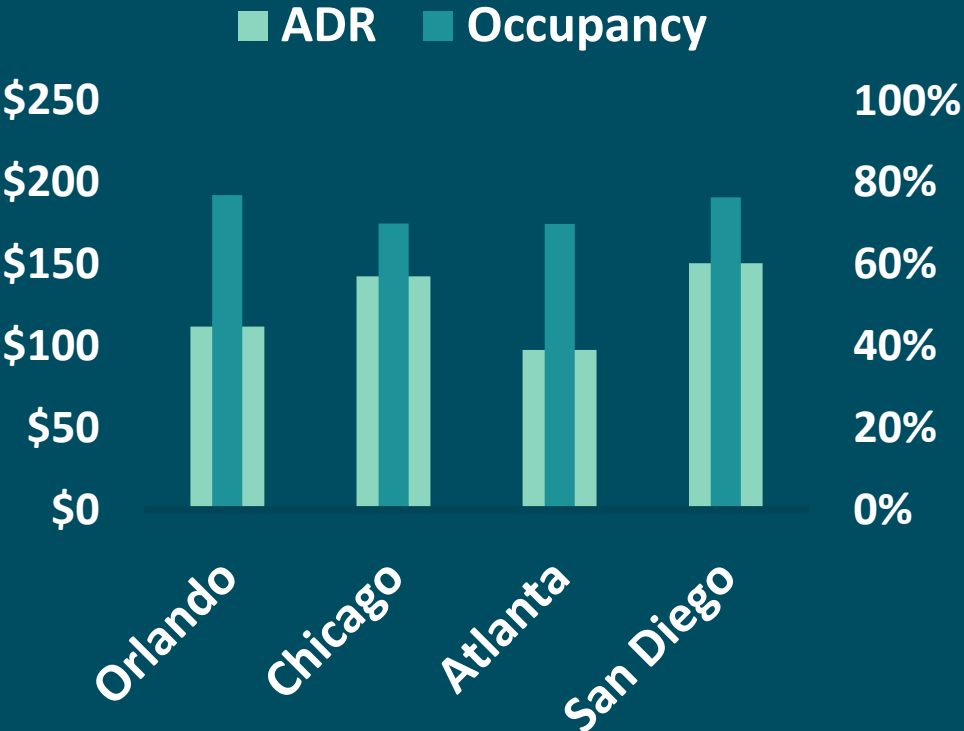
2. Chicago, IL

3. Las Vegas, NV

4. Atlanta, GA

5. San Diego, CA

Hotel Rates & Occupancy



Hawai'i as a Meetings Destination – Action Steps

1. Enhanced working relationship with MCI hotel and resort partners; improve RFP presentations through use of Bid Book
2. Elevate training for MCI salespeople across all islands and partners, to include site inspections and certification
3. Execute a MCI FAMs for third parties/millennials who are moving the needle in MCI bookings

