



### Comfortable Hotel in the Village of Koteliani

Ruben Galstyan is from the village of Koteliani, located in the Akhalkalaki Municipality. He is quite famous among the locals as he has been running a store on the first floor of his house for years. He sells products and household items. The house is situated at the end of the central road that leads to the Bakuriani skiing resort. Mr. Galstyan noticed that the number of tourists visiting his store increased during the last two years and so he decided to establish a hotel in his house. The house needed a roof and other rehabilitation work that required a large amount of money.

Ruben Galstyan learned about the EU grant competition from the Internet and he addressed the LAG for support in preparing a project proposal and giving him direction in terms of the project's priorities.

"I still remember how happy I was when I was told that I won the competition. I could not even dream about establishing the hotel without the EU's financial support. But now we have completed seven rooms and are looking forward to hosting our first guests," he said.

You will find a TV set, air-conditioners and comfortable bathrooms in every single room. Mr. Galstyan worked hard to create a comfortable atmosphere for visiting tourists. As he believes, every person who visits his hotel will come back in the future. He intends to attract tourists with hospitality and high-quality service. He is also well aware of the importance of a delicious kitchen in terms of a successful operation.



Employees: 5 locals  
Total budget of the project: GEL 225,398.87  
EU share: GEL 140,000.00  
Co-financing: GEL 85,398.87



"We offer our guests traditional and European dishes made with natural products. I have started negotiations with the locals who supply me with fresh products every day. It will have a positive impact on their income as well," said Ruben Galstyan.

Five locals have already been hired at the hotel. The owner hopes that once the pandemic is over, the number of guests will increase and, therefore, they will employ more people.





“I am quite a responsible person and this is a crucial feature in business. I put all my effort into meeting the expectations of the European Union and promoting the economic development of the municipality. Moreover, I will never let GIPA and the LAG down. They have supported me from the very beginning of the project and encouraged me to complete this work in the shortest time possible,” he said.

Ruben Galstyan’s sense of responsibility was proven during the pandemic. He distributed basic consumer goods to poor families for free.

*The initiative has been financed by the European Neighbourhood Programme for Agriculture and Rural Development (ENPARD) through the project of promoting new approaches in Rural Development in Akhalkhalaki.*

*Project is being implemented by the Department of Rural Development and Vocational Education (DRDVE) of the Georgian Institute of Public Affairs (GIPA). Project Partners are Mercy Corps, Elva – Community Engagement and West Cork Development Partnership.*

*The European Union supports agriculture and rural development of Georgia through the programme of ENPARD, which has been implemented in Georgia since 2013. The total budget is 179.5 mio EUR. The main goal of the ENPARD is to reduce the rural poverty. The main priority of the first phase of the program was to support agricultural development, whereas the main aim of the second and third phases is to promote economic opportunities and capacity building of people living in the rural areas. For the additional information, please follow the link: [www.enpard.ge](http://www.enpard.ge)*