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## TOP LEISURE TIME COMPANIES

We Do What We Know!

Follow Your Dreams...



DREAMLAND OASIS CHAKVI




### Vinotel wins Best Luxury Small Hotel in Eastern Europe Award




**'We have made 6 million worth of investment'**

Very soon we will offer our clients a wine cellar and boutique style hotel in Kakheti



### Hotel Old Maidan

'Guests may enjoy spectacular views of the River Mtkvari, the Narikala Fortress, ancient churches, colourful old carpets on sale and streets crammed with cafes and bars'



### Gudauri Inn

Affordable Prices and Comfortable Holidays




### Hotel Sno - Most of its income will be spent on the local population and rural development




'Hotel Citrus is open to all nationalities and religions, and we always take into account our guests' wishes and cultural needs'

თსკალტუბო  
TSKALTUBO



თბილისი ზღვამდებო  
HOT SPRINGS

Tskaltubo is a health resort of global importance. It is located in the West Georgia 7 km away from Kutaisi, 250 km away from Tbilisi and 70 km away from the Black Sea. It is at 95-120 meters above sea mean level.



Schuchmann HOTEL

An excellent place for wine & dine



Schuchmann WINE SPA

Defined by Nature, Lead by Emotion



Schuchmann Wine Bar

Wine your mind



### PROMETHEUS HOTEL

Hotel Prometheus a place where you are expected at any time!



# Follow Your Dreams...

There are few sights that raise the spirits as much as a picture-perfect beach, sea glinting in the sun, warm waters lapping the shore and amazing nature all around.

Beachfront Hotel Dreamland Oasis is proudly located on the Black Sea's most stunning shoreline – that of Chakvi, Adjara, which is visited thousands of tourists year on year. It is situated 9 km from Batumi (voted best destination of 2012). Set apart from the loud urban area, Chakvi resort is distinguished by its impressive nature, clean sea-side and unique climate.

Chakvi's splendid views of Mtirala Mountains and Batumi attract both local and foreign visitors. One of the world's most unique botanical gardens is only 2 km from the centre of Chakvi. Thousands of amazing and diverse trees coexist in this garden.

**Mtirala National Park**, which is 14 km from Chakvi, is the best place you can find for ecotourism and bird watching. Chakvi is the third largest place of migration for watched birds. You also come across the rarest species of trees and animals, those on the verge of extinction, and various structures including both traditional architectural elements and watermills. The **sports and entertainment hiking tours** available at Mtirala Park include horse riding, fishing, rafting etc.

Dreamland Oasis Hotel is one of the few hotels in the country which has stood the test of time and attracting more and more guests from year to year, who indulge in everything from tours of local sights, amazing Georgian gastronomic experiences, lazing on the beach or lounging poolside at the exclusive landscaped area surrounded by mountains, Eucalyptus Alley and the Black Sea.

Guests discover a truly

amazing resort experience — focusing on rest and relaxation, authentic cuisine and culture, and exploring the incredible secrets of nature and the local environment. Our great variety of unique interactive activities, lifestyle-enriching experiences and attractions make this the perfect getaway for family holidays or romantic couples, including anyone with a sense of adventure and the desire to experience one of the most beautiful places on the planet.

The 206-room property is set against the lush hills of Mtirala, with the sweeping curve of the beach taking centre stage. All rooms feature modern, cozy decor and are well equipped with all the necessary amenities for a comfortable stay. The rooms have terraces offering fascinating sea views.

The hotel has two open-air swimming pools and one indoor one. One of its outdoor pools is the biggest in Adjara. Guests are welcome to relax beside the pools during the day and enjoy the beautiful sunsets with special cocktails.

*Fitness and sport lovers can enjoy different types of athletic facilities: football stadium, basketball court, beach volleyball court, tennis courts and a seaside path for bicycling.*

We also offer a multi-functional entertainment centre with 3D, 9D and 7D cinemas, a bowling alley, a billiard hall, slot machines for kids and adults, a shooting range and a kids club. During summer a team of professional animators work at the Dreamland Oasis complex.

The pearl of Dreamland and pearl of all Adjara is the exceptionally designed Aqua Park which offers exclusive services, bars and terraces.

The Dreamland Oasis Hotel and Resort provides luxurious, comfortable and idyllic accommodation, and is one of the few resorts in the Adjara region to offer beachfront ac-



commodation. The amenities and setting of the hotel make it a perfect location for a family vacation - its abundance of outdoor activities and sea views create the perfect backdrop for memorable vacations. Guests have the choice of standard, junior, deluxe or family rooms, each equipped with all the necessary

amenities to ensure that all needs are met.

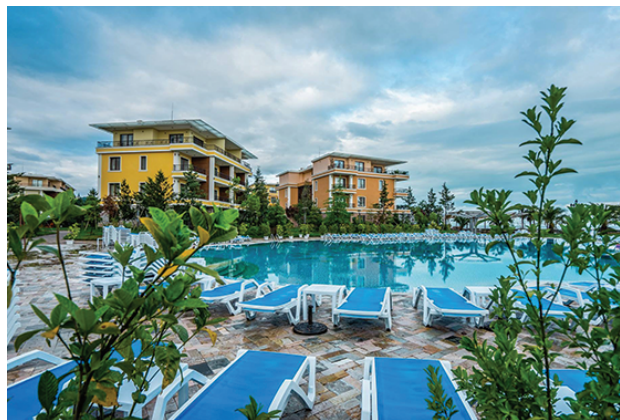
If you are looking for perfect accommodation in a unique and secluded seaside resort, Dreamland Oasis Hotel is the perfect vacation paradise, able to offer all the comforts of home while giving guests the ideal opportunity to escape

from the hustle and bustle of city living. Each guest is treated to a complimentary breakfast coffee or juice, and can order full board on request. For those seeking more specific options, Dreamland Oasis Hotel offers restaurants and bars such as its lobby bar, a la carte restaurant, Georgian restaurant,

Italian pizzeria, karaoke bar, bungalow and beach bar.

In addition to offering tasteful and comfortable accommodation choices, this family-friendly hotel seeks to meet all individual needs.

This place is called Dreamland - visit and follow your dreams.



## The Georgian TIMES

# 1 English-Language Newspaper in Georgia

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The Georgian Times Media Holding.

43, Abashidze str., Tbilisi, Georgia. Tel: (+995 32) 2934405,

E-mail: office@geotimes.ge; http://www.geotimes.ge

Publisher/Editor in Chief  
Nana Gagua  
Tel: (+995) 555 293 003  
E-mail:  
gul@geotimes.ge

Executive Editor:  
Mariam Toidze  
Tel: (+995) 577 727 207  
E-mail:  
editor@geotimes.ge

Copy Editor  
Rumwold Leigh  
Tel: (+995) 599 501 452  
E-mail:  
rumwoldleigh@netscape.net

Director:  
Kakha Maskharashvili  
Tel: (+995) 551 501 313  
E-mail:  
director@geotimes.ge

Contributions to The Georgian TIMES are welcome. If you are interested in submitting an article or news item, ect. please contact; Tel/fax: (+995 32) 2934405



# Vinotel wins Best Luxury Small Hotel in Eastern Europe Award

Luxury boutique hotel Vinotel recently won the Best Luxury Small Hotel in Eastern Europe Award at an annual award ceremony held in St. Moritz, Switzerland. The event was the 11<sup>th</sup> such ceremony celebrating the hospitality sector, organized by the British Organization World Luxury Hotels award, which brought together 2000 nominees from around 80 countries worldwide.

While the award category was determined by country, regional and global level, Vinotel was the only one to receive an international, regional award from Georgia. It won Best Luxury Small Hotel Award as a regional winner from Eastern Europe, in "recognition of a sustained commitment to excellence in hoteliering and outstanding achievement in the international luxury hospitality industry," - the award reads.

Already open three years, the hotel is located within a historic building which is a classic example of traditional Tbilisi architecture, in the old part of the capital city on the left embankment of the Mtkvari River at the gateway of the old Avlabari district.

Vinotel is frequented by numerous high-profile guests, artists, and international political and business figures.

There are 13 guest rooms and a restaurant with five separate chambers, each featuring a unique style, from the main hall, winetasting chamber with its oval oak bar table, and traditional chamber in an arched brick wine cellar, to a formal dining hall with a French fireplace for business dinners and a green terrace overlooked by an old church, another fine example of the hotel's connection with history as it at the same time presents all modern comforts.

"The Vinotel concept is exceptional and unique," Nanuka Chanturia, Vinotel CEO, tells us. "It's designed to represent the long, rich hospitality traditions of our country, and the history of winemaking, strengthened with the relevant expertise. As with the geographical location of Georgia, Vinotel also harmoniously combines the European and Asian styles allowing our guests a real taste of true Georgia. Vinotel leaves everyone satisfied, from tourists to businessmen and high-ranking officials. VINOTEL became a 2017 Travelers' Choice Award Winner by Tripadvisor, based on reviews and opinions from millions of travelers," she says.

As well as offering traditional Georgian cuisine to guests, Vinotel also offers them the chance to taste a selection of some of the finest Georgian wines from both small Georgian wineries and the well-known Georgian wine brands.

As the Vinotel CEO notes, the unique concept and style of the hotel is based on its offering everything that is natural to visitors, from its wines, to its warm, "living" environment, with all construction materials used natural, the hotel walls hand-painted and even latex mattresses in the rooms being hand made.

"We've discovered that clients are very perceptive, and we've managed to make Vinotel comfortable for all possible visitors, no matter their rank," Chanturia says. "We've made sure they'll feel at home while enjoying healthy

**2017 WINNER**  
WORLD LUXURY HOTEL AWARDS

**VINOTEL**  
BOUTIQUE HOTEL · RESTAURANT · WINE CELLAR

**2017 TRAVELERS' CHOICE**  
tripadvisor

**WELCOME TO GEORGIA**  
BEST BOUTIQUE ACCOMMODATION AWARD 2016

*"After the art therapy program visit, the Second Lady enjoyed lunch at the Vinotel Restaurant with United States Marines who represented both the Marine Security Guard Detachment and Marines from the Georgia Deployment Program" [www.whitehouse.gov](http://www.whitehouse.gov), issued on: August 1, 2017*

*"These are the people I would like to keep both in my mind and heart. They love their country, this is obvious."*  
Mohed Altrad, French-Syrian businessman, Forbes #1,290

*"Vinotel is a dream for a winelover and the perfect place to feel like at home..."*  
Giovanni Ferlito, the Head Sommelier at the Ritz London

*"Dear Beno, on behalf of the group of Masters of Wine who visited Georgia, and for myself, I'd like to extend my deepest gratitude for the kindness..."*  
Lisa Granik, Master of Wine

*"VINOTEL perfectly reflects the spirit of Georgia: hospitable, warm and free!"*  
"We will be back for sure"  
Ellen Verbeek, Dutch journalist, was editor of the Russian edition of Cosmopolitan  
Derk Sauer, CEO RBC – Business information space

*"To: VINOTEL!!! Thank you for your great wine, food and hospitality – your friend David"*  
David Lynch, American screenwriter, producer and actor

(+995) 322 555 888 VINOTEL [WWW.VINOTEL.GE](http://WWW.VINOTEL.GE)

products and healthy wine, accompanied by the sounds of Georgian folk music. Our prices are tailored to any segment and adjusted to any budget, and we take serious note of all feedback given by guests with the aim to constantly upgrade our services."

"I believe that in unique concept and high-quality service, Vinotel is the first of its kind in Georgia, and it well-deserved the Best Luxury Small Hotel Award won in Switzerland in December. This is not just Vinotel's success: this is a success for our country, Georgia, which is taking huge strides towards developing its hospitality industry. Of course, we at Vinotel are also a part of this sphere, and it's a great responsibility for us. Georgia hosted 7 million tourists in 2017 and for all hotels it serves as a motivation to improve services and establish new, better standards. In the long-term perspective, this will without doubt assist to tourism development in Georgia," the Vinotel CEO concluded.

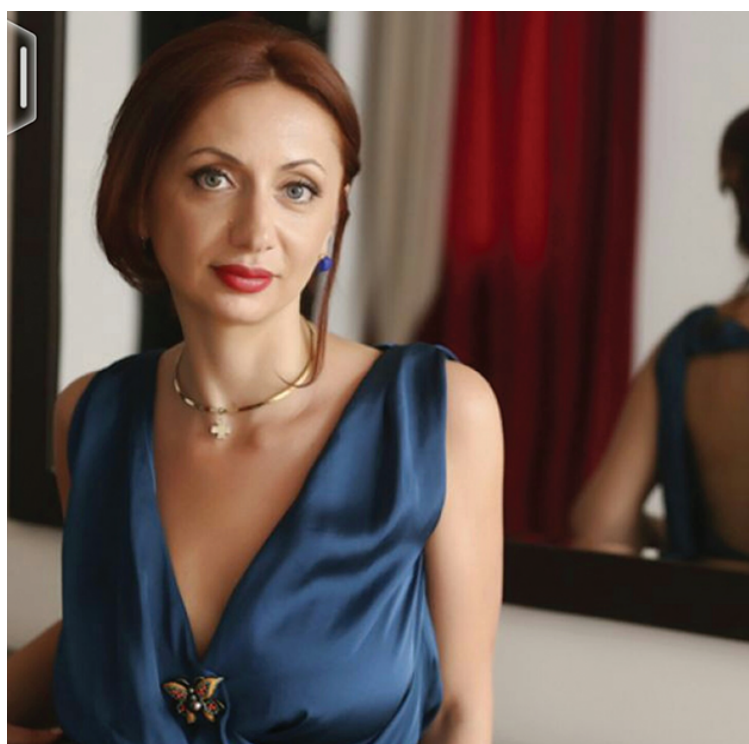




# ‘We have made 6 million worth of investment’

## Very soon we will offer our clients a wine cellar and boutique style hotel in Kakheti

- Alphabet Hotel is located in the heart of Old Tbilisi.
- Boutique hotel Alphabet is an ideal combination of style, high level service and Georgian hospitality. The interior of the building is done out in modern vintage.
- A hotel is not just a business it is a lifestyle, because if you want to create a strong and modern hotel, you just must live in this world. It is a matter of perfect reputation, perfect personnel, unique services, and of course your desire to be the first and the best among rivals.



**Tina Getiashvili-Dogonadze, GM** — I am pleased to have the opportunity to share my experience with you, as I gained this due to my strong desire to achieve my goals.

Being a host is matter of great responsibility, not only to your guests but to the country.

I have been a hotel manager for 8 years. During that time I have always tried to offer our guests something special which they would never forget.

With the aim of promoting Georgian poetry and raising awareness of Georgian culture I decided to name our hotel Alphabet. We have replaced the usual room numbers with letters. Every guest has the opportunity to see Georgian manuscripts at our hotel and become familiar with them. We teach our guests to write their names in the Georgian language.

Now I want to talk about our hotel. We have made 6 million worth of investment. We have completely renovated the communications system and equipped the common areas with modern facilities. We have retrained our staff. We intend to conduct new projects in the near future. Very soon we will offer our clients a wine cellar and boutique style hotel in Kakheti.

In my experience it is very important to love what you do and serve your guest in such a way that it attracts them back.







## Schuchmann HOTEL

*... An excellent place for wine&dine*

Schuchmann Wines Château & SPA Telavi Region, 2200 Kisiskhevi Province  
[schuchmann-wines.com/hotel/](http://schuchmann-wines.com/hotel/)



## Schuchmann WINE SPA



*... Defined by Nature, Lead by Emotion*

Schuchmann Wines Château & Spa Telavi Region, 2200 Kisiskhevi Province  
[schuchmann-wines.com/spa/](http://schuchmann-wines.com/spa/)



## Schuchmann Wine Bar

*... Wine your mind*

Schuchmann Wine Bar and Restaurant 8, Sioni str., Tbilisi, Georgia, 0105  
Tbileli Caravanserai and Museum Building; [schuchmann-wines.com/wine-bar/](http://schuchmann-wines.com/wine-bar/)



თსკალტუბო  
TSKALTUBO



თბილისი წყაროები  
HOT SPRINGS

The main therapeutic factor of resort Tskaltubo is radon mineral water. It is a non-seasonal resort and is open for 365 days throughout the entire year with no holidays.

Mineral water debit ranges from 13-15 million liters per 24 hours (day-night) based on the seasons. The natural temperature of water (33-35°C) makes it possible to use it without pre-heating.

Indicators of Tskaltubo mineral waters high-quality include:

1) Invariability of natural optimal temperature which allows easy tolerability of baths;

2) The water is spouting right from the springs in the bath-rooms without using pumps;

3) Treatment is conducted in continuously running water which means that the water is running in and out of the bathroom in a non-stop mode until the end of the procedure by which the water retains physico-chemical and therapeutic properties,

*Tskaltubo is a health resort of global importance. It is located in the West Georgia 7 km away from Kutaisi, 250 km away from Tbilisi and 70 km away from the Black Sea. It is at 95-120 meters above sea mean level.*

its uniformity and temperature. Hence, a person is under constantly renewable water.

4) It does not contain toxic substances which is not aggressive by its composition. Age of holidaymakers is unlimited (from 4 up to the elderly).

Tskaltubo mineral waters are used for treatment of the following diseases:

- Locomotor system (Osteochondrosis, Osteoarthritis, arthritis, Discogenic Radiculitis disease etc).

- Cardiovascular diseases (post stenting and shunting rehabilitation, hypertension etc).

- Central and peripheral nervous system diseases (neurosis, central blood circulation disorders, neuritis and neuropathies etc).

- Gynecological diseases (inflammatory processes, infertility etc).

- Urological diseases (inflammatory processes, impotence).

- Skin diseases (Psoriasis, eczema, neurodermatitis etc).

- Diseases of endocrine system (Diffuse goiter, gout, some forms of diabetes mellitus etc).

We developed relevant therapeutic treatment programs for the mentioned diseases which are administered individually in consideration of patient's general condition, diagnosis and age. In these programs, 16 different types of therapeutic procedures are applied.

Resort Tskaltubo is the best basis for the highly effective

treatment using natural curative factors, in this regard, radon therapy is much cheaper and effective compared to the traditional clinical medicine.

It has been scientifically also proved that radon and its dissolving products intensify the protective functions of the body, strengthen the immune system, activate the blood circulation, regulate the blood pressure, promote the cells recovery-regeneration (in the aftermath of injuries and burns), have an analgesic and anti-inflammatory effect, is characterized by sharply expressed sedative (comforting) effect and activate cognitive functions.

The buildings of springs No 6 and No 1 of JSC "BalneoService" are directly built on the springs (mineral water griffons). These therapeutic-rehabilitation centers are equipped with the modern medical equipment produced in Europe including hydro units. Five pools full of healing mineral water are included in it together with 37 individual cabin-baths, 16 hydro massage rooms and horizontal extension room. The capacity of springs is 1500 people per day. The aforementioned centers are composed of highly qualified medical personnel.

Separately, Child and adults division operates with the respective prices: between 2-5, 6-12 and 13-16. There are hydrotherapy, electric therapy and massage and physical exercise rooms as well.

The following therapeutic procedures are carried out in JSC "BalneoService":

1. Mineral water baths;
2. Underwater (hydro-massage);
3. Hydro-vibration massage;
4. Treatment physical exercise in the pool;
5. Classic medical massage;
6. Spinal horizontal extension in mineral water;
7. Physiotherapy;
8. Gynecologic irrigation;
9. Shower "Sharko";
10. Circular shower;
11. Mechano-therapy in mineral water;
12. Peloido-therapy (mud application);
13. Pressotherapy
14. Hydro colon therapy (Deep intestinal lavage);
15. Stimulation of the Prostate + rectal tamponed;
16. Inhalation

The direct effect of the treatment using Tskaltubo mineral waters is the recovery of the following professional diseases: sportsmen, dancers, pilots, cosmonauts, sailors, oil dealers, miners, military, special services, military servicemen etc. the well-known representatives of the abovementioned professions used to rest in Tskaltubo during the last century.

At present, the majority of holidaymakers include the persons who were involved in the recent military conflicts.

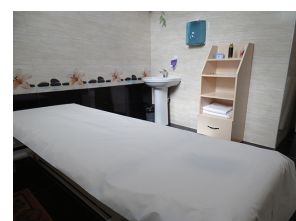
The treatment using Tskaltubo mineral waters in the reha-



bilitation of certain diseases of child and adult are direct indicators – juvenile rheumatoid arthritis, hemophilia, rehabilitation of cerebral palsy in children, autism etc.).

Speleotherapy is also available at the resort a respiratory therapy involving breathing inside a cave for treatment of respiratory and vascular diseases.

Increasing popularity of Tskaltubo can be easily confirmed by the geographical composition of visitors who arrive here for treatment. The number of international travelers has also significantly increased (DAY-SPA) whom we offer a wide range of spa-relaxation procedures (at around 6-7), we successfully cooperate with local and various foreign travel agencies with our flexible offers and comfortable services.



## Hotel Prometheus a place where you are expected at any time!

The hotel Prometheus is situated in the heart of the city Tskaltubo in the vicinity of balneology zone.

The hotel is characterized with warm welcome, comfortable environment and amazing food. You are expected to have an opportunity to take a rest and become healthier. The hotel is designed for both businessmen and tourists. The reception area is on the first floor of the hotel where guests may receive exhaustive information and 24 hour services.

The main direction is guest-host and hotel restaurant is an integral part of it. The facility is the most successful and reputable for the complex. You will see high level services, family warmth and Georgian hospitality from the first moment. These are the features of all staff members. Foreign guests feel themselves at home here because our staffs always try to create national environment for them. The hotel restaurant is designed for 100 guests.

We offer clients food based on the principle of "Swedish table".

The hotel offers 5 types of hotel rooms designed for 100 guests. The room amenities: air-conditioner, fridge, el-teapot, (free) coffee, tea, sugar, TV set, telephone, hygiene items, (free) Wi-Fi and room services.

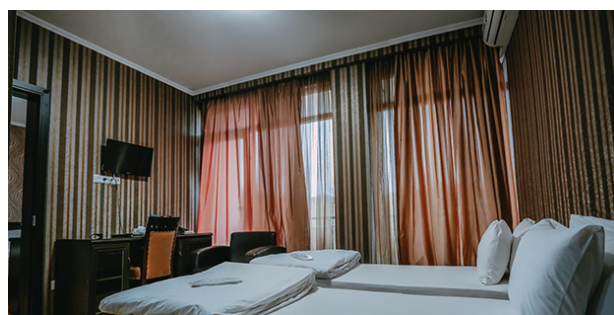
### Become healthier with us!

The treatment using Tskaltubo radon springs includes mineral water for wellness at the rehabilitation center of the Hotel Prometheus. There are a wide range of treatment procedures available at hotel using up-to-date equipment "Physio Medi" made in Germany. A variety of procedures will make your holidays diverse. Recovery procedures are healthy ways for full functioning of the body. The hotel is the best place for business meetings and trainings!

The hotel cares for your enjoyable stay and offers classical and European music evenings in a beautiful lounge bar. The hotel's open terrace is a hidden oasis in the heart of the capital city.

We believe every single stay at the hotel Prometheus will be an unforgettable memory for you!

Hotel Prometheus "LTD Edelvaisi 2007"







GT Interviewed GM of Hotel Citrus Shalva Alaverdashvili

*Can you tell us about your hotel: when and how did you decide to build it?*

Hotel Citrus is in a newly-built nine storey building, in which a separate wing was designed as a hotel. Although the owner of the hotel had various other businesses, it became a new challenge for him and fulfilled his expectations.

Our sophisticated design and ideal location have attracted the attention of customers and won their trust since 2015. Today you can hardly find anyone who does not know about Citrus.

*What are your priorities, and how does Citrus differ from other hotels?*

Hotel Citrus mainly focuses on the business segment. Diplomats, embassy staff and businessmen feel secure here. Our central location and feeling of security are particularly important for our clients. The hotel's sophisticated style and high level services make Citrus very special.

Though Citrus is only three years old it has gained great popularity. The hotel is completely non-smoking, which is welcomed by our guests. It is open to all nationalities and religions, and we always take into account our guests' wishes and cultural needs.

*What are your room prices for the various seasons and do you offer any discounts?*

Our prices are the same throughout the year. We have not increased the prices of our services, and also offer discounts during the low seasons. We offer spe-



cial rates and corporate prices for our loyal partners. We also organize Thanksgiving Day during the low season, when we and our partners conduct a promotional lottery, with numerous prizes, to express our gratitude to our partners and invited guests.

*What are the style/functionality of the rooms you offer?*

We have 36 rooms, including standard, family rooms and studios, four rooms for persons with disabilities and semi-luxury and luxury suites. All are well furnished and include a working area, safe, individual climate controls and personal hygiene items. Every room offers enchanting views over the city, particularly the eighth and ninth floor open terraces which give our guests privacy. We do not have a common terrace due to our service concept. Every guest is special and unique for us, and they need individual spaces after busy business meetings.

*What kind of services do you offer?*

As our guests say, Citrus is a 4 star hotel offering the services

# 'Hotel Citrus is open to all nationalities and religions, and we always take into account our guests' wishes and cultural needs'



of a 5 star hotel. Our front desk is operational 24 hours a day, and our canteen always meets guest requirements. Breakfast in their rooms, diverse menus, desserts and room service make stays very comfortable. One ring to the front desk can ensure the most special requirements of a guest are met.

*What is your contribution to tourism development?*

The hotel is of average capacity, having only 36 rooms. Therefore we are constantly busy all year round. 3 conference halls provide an additional service, and as we focus on business they are in high demand. We promote both business and tourism development in the country.

We also develop new generations of workers, as we employ tourism specialists from state and

private universities. Hence, we pay our dividends to the education sector.

*What are your future plans?*

The hotel is continually developing, and keeps pace with modern standards through trainings. We are thinking of participating in international tourism exhibitions to build new networks, and also the international tourism awards.







# Gudauri Inn

## Affordable Prices and Comfortable Holidays

*The Gudauri Inn Hotel opened in February 2017, having been constructed in just 6 months with an aid from the state project "Host in Georgia". It contains 60 rooms, both standard and deluxe, including triple and family units. It is 500 meters away from the main skiing track and cableways, while its advantageous location provides an enchanting view from every room.*



The prices for double rooms start from as little as 30 USD per person, but some seasonal discounts are also available. Here Paata Kokaia, one of the founders of the hotel, tells us more about it.

**How did you come to the idea of building Gudauri Inn?**

The original idea was to build a hotel in Tbilisi that offered affordable prices. Hence, we built Iveria Inn, a 100-room hotel, available during the high season for 60 USD per double room, including meals. This hotel has been busy since day one, with a very high occupancy rate in both winter and summer.

However, when tourists come to Georgia they do not want to see Tbilisi only. They visit Kazbegi, Rabati, Batumi etc. So for the next destination we decided to build a hotel in Gudauri, a popular skiing resort and a close settlement to Kazbegi; after our visitors see Kazbegi they come to Gudauri for accommodation for a night. We began the construction in July and received our first guests in February. This hotel has been popular for both local and foreign tourists since its opening.

**What principles did you follow when formulating the project?**

First of all, we set out to employ locals wherever we could. I think a business should benefit the community around and the place it is in. Salary system is also very important, and we try to exceed the industry average. For example, our security personal's salary is 1,000 Gel. One of our core values is to improve the social conditions of the local people. Therefore we always try to employ local people whenever we can.

Thanks to our ethics and values, Gudauri Inn

enjoys high ratings and scores. It has also obtained tourists' trust.

**How many tourists have you hosted?**

So far the average occupancy rate was 70% per year, which is more than 15,000 room nights.

**What sort of rooms do you have?**

We have standard and deluxe type rooms and also triple and family rooms, or combinations of these. Every room has a beautiful view, and while close to the main road, we are located in peaceful surroundings. We have a veranda where our customers can enjoy their time. Some foreigners held their wedding parties there. We also have rooms adapted to people with disabilities.

**What are your prices in any given season?**

The prices for both Gudauri Inn and Iveria Inn are the same in the summer – 30 USD per person in a double room. The prices in Gudauri Inn increase to 100 USD per room in winter, as the ski season starts. However this price is fairly good for Gudauri and ski resorts in general. We also have a range of discounts available at all times.

We have quite high sales numbers due to our prices and quality.

**What is your next goal?**

We do not want to compete with other hotels over the existing customers. We want to attract more tourists from other countries. To do this we need to offer them attractive prices. This will help us compete with other touristic destinations on a country level. Tourists can spend two days with us in Tbilisi and then move to Gudauri, Bakuriani, Kakheti and/or Batumi... Georgia is a beautiful country and there is so much to see. We plan to expand our branch to other regions of Georgia. We want to employ local people and thus help the local economy.

We offer such affordable prices that I do not think other countries can compete. Our neighbors, Armenia and Azerbaijan, are attempting to take potential tourists from Georgia. For example, a new 800-room hotel has been built in Baku offering 50 USD per room. Even though it is very difficult to compete with such low prices we always try to adjust. There is so much potential for tourism in Georgia that we should keep doing well for the next many years to come.

There is also competition over attracting professional staff. When we started the business, it was rather difficult to find right people. We even had to hire English and Russian teachers, as knowledge of both languages is crucial in this industry. Then, some of our employees were taken away by other Brand hotels; we increased salaries, but it is still hard to retain good workers. We are doing the same in Gudauri, where we offer free trainings for the local people and give them certificates. There are lots of hotels in Gudauri, and as skilled workers are rare they take each other's staff. Nevertheless, we think it is important that private sector contributes to training fresh employee.

**Can you expand on your other plans?**

Our plans are quite ambitious. We have purchased land next to Iveria Inn and we are planning to add extra 100 rooms. This will make Iveria Inn the largest standard hotel in Georgia, with 200 rooms, conference halls, gym, saunas and hot tubs, but prices will stay the same. This will make our hotel a fascinating option for tourists, who will thus choose to come to Georgia.

Last year, the Ministry of Economy and Sustainable Development held an award ceremony.

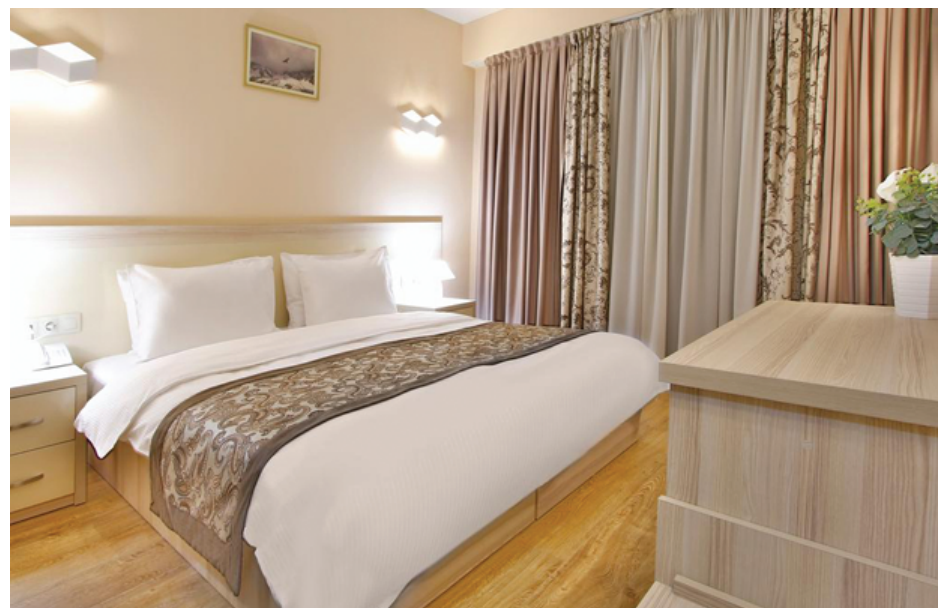
Iveria Inn was named as the best standard hotel in Georgia, while Gudauri Inn was one of the finalists.

In addition to this we started a new project. Most of the houses in old Tbilisi are old and the living conditions are bad. We offer the residents to exchange their houses into newly build cozy apartments. If we manage to close a deal with all the residents in one building, we exchange the houses and then we restore that historical building and transform it into a classical hotel. This project will improve the living conditions of many. So far, we managed to close one deal and now we are building a new hotel on Agmashenebeli Avenue, while, most importantly, restoring the historical façade of the building.

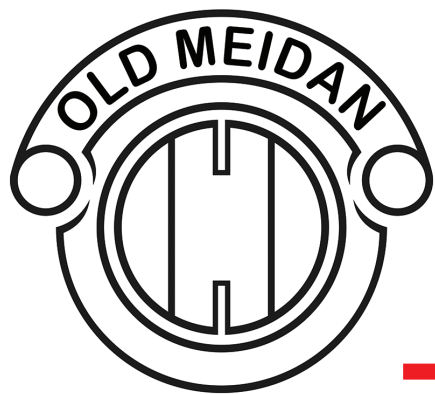
We have begun construction of new 13 and 15 floor residential blocks on Godziashvili Street. These apartments will be equipped with aluminum doors and windows, German elevators, French ceilings, exteriors decorated with Georgian bricks and glass balconies. It is going to be a very beautiful residential apartment complex. These are the apartments we offer to the residents in old depreciated houses in Old Tbilisi area. They will get a fully refurbished apartment of European standards with exactly the same space as they had in the old building.

We also plan to open hotels in the other locations. These will certainly include Bakuriani, Batumi, Kakheti, and maybe Kutaisi. At 60 USD a night for two people, we can truly say that holidays in Georgia are both affordable and comfortable. Despite the low prices, tourists have high demands and we always try to meet their expectations.

Nino Otashvili







# Hotel Old Maidan

**‘Guests may enjoy spectacular views of the River Mtkvari, the Narikala Fortress, ancient churches, colourful old carpets on sale and streets crammed with cafes and bars’**

GT Interviewed GM of Hotel Old Maidan Shalva Alaverdashvili

*Can you tell us about the hotel: when and how did you decide to build it?*

Hotel Old Maidan was founded 2 years ago in a historic building in Old Tbilisi, at the foot of Narikala Fortress at Vakhtang Gorgasali Square, 2 minutes from Shardeni and Kote Abpkazi Street (the former Leselidze Street). The old building has been renovated and equipped with modern security and fire protection systems.

*What are its hotel priorities, and how does it differ from other hotels?*

We are a boutique hotel. On the fourth floor there is a terrace with beautiful views of Old Tbilisi, at which breakfast is offered. The terrace makes breakfast particularly delightful. Guests may enjoy spectacular views of the River Mtkvari, the Narikala Fortress, ancient churches, colourful old carpets on sale and streets crammed with cafes and bars. They see how peacefully and lovingly different religions co-exist in Tbilisi, as the Georgian and Armenian churches, the Jewish synagogue, Zoroastrian shrines and Muslim mosques can be found in the same small area.

*What is the style of the hotel?*

The hotel is of ancient Tbilisi style. We preserve Tekla Batonishvili's palace gate, vintage items and old carpets. Our contemporary design is nevertheless harmonious with the style of Tbilisi and the city views. You will find working space, a mini-bar, a safe and personal hygiene items in the rooms of Old Maidan.

*What sorts of rooms do you have?*

There are 31 rooms of different categories at the hotel, including standard one bed and double bedrooms, semi-luxury and luxury rooms. There are rooms fully adapted to persons with disabilities. Some have balconies which are furnished with comfortable outdoor furniture. As I have already mentioned, everything guests might need can be found in their rooms.



*Do you have any special offers or discounts?*

Prices are fixed. Occasionally we offer our clients discounts during the low winter season. We also have special group and corporate tariffs for travel agencies and corporate customers.

*What kind of services do you offer your customers?*

Hotel Old Maidan enjoys quite a high guest satisfaction rating amongst boutique hotels. This is an indication of quality. Our 24 hour front desk is unusual for a 3 star hotel, and our room for people with disabilities and welcoming staff ensure we continue to provide high quality services. In our bar-restaurant you will enjoy cozy seating, Georgia-European cuisine, a wide choice of drinks and a pleasant atmosphere.

*What is your contribution to the tourism sector?*

The hotel has 31 rooms, so we cannot host large numbers of guests, but we are busy at every season. Our terrace has hosted wedding parties, birthday parties and small-scale events (maximum 40 persons). We also develop new generations of staff as we employ tourism graduates from state and private universities. The hotel also offers clients packages at the balneological resort, such as our healing, wellness, dermatological, gynecological/urological and "healthy spine" packages. In these ways we contribute to tourism, education and balneology development.

*What are your future plans?*

The hotel adopts modern standards and will keep training its staff to meet each new development. In the future we are hoping to participate in international tourist exhibitions and international awards.







# Hotel Sno - Most of its income will be spent on the local population and rural development

*Only a year old, Hotel Sno is situated in the village of Sno, in the ravine of the River Snostkali 5 km from Stepantsminda. It is in the grounds of the Catholicos-Patriarch's residence and was constructed through donations made to the Patriarchate to promote the employment of local residents and thus stem the migration of young people from the region. Most of its income will be spent on the local population and rural development.*

*The hotel consists of 34 rooms, - 29 standard, 2 deluxe and 3 presidential.*

Sno is a legendary village with a great history. According to legend, Sno was an ancestor of the Gudushauri, who lived in a ravine in today's Kazbegi Region. Sno hosted Great King Vakhtang Gorgasali when he was on his way to fight the Lans, accompanied the king and gained fame in the battle. As a sign of gratitude, the king became his son Gudusha's godfather and thus a close relative. After that the village was named after Sno and the name Gudusha was transformed into a surname by his descendants.

Sno Castle was where the population of the ravine defended themselves from invaders. This castle was one of the main buildings in the ravine, and its defenders repeatedly drove back the enemy. Devotion to the motherland, loyalty to friends, courage and hospitality are still the main characteristics of the local residents today.

Almost all the villages in the ravine have changed, but Sno has maintained its original features. Narrow streets, foliage, stone and beautifully arranged fences and houses remind us of the past. You will see numerous holy places here. The amazing Holy Trinity Cathedral of Gergeti can be seen from every single part of the area, set against the high rocks.

As you know, Catholicos-Patriarch of Georgia Ilia II (Irakli Ghudushaur-Shiolashvili) was brought up in the village of Sno. His childhood home is situated near Sno Castle and his apartment is on the other side of the river. His grounds contain a beautiful church named after King Vakhtang Gorgasali, right by Hotel Sno.

The surrounding region is distinguished by its adventurous and exciting cultural tourism destinations. Cultural sights in the vicinity of the hotel include:

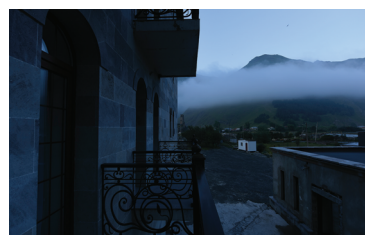
**Holy Trinity Cathedral, Gergeti** – This architectural complex is situated 6 km from Stepantsminda at 2,200 m above sea level. It consists of Holy Trinity Church and a bell tower built in the XVI century.

**Gveleti waterfalls**, which are only a few minutes from the hotel.

**Dariali Ravine**, which runs from the mouth of the River Chkheri to the River Larso. It is 11 km in length. Dariali Gorge, as the northern gate of the country, has always been of great strategic importance to Georgia.

**Juta** - One of the largest settlements in Kazbegi municipality, this is 30 minutes from the hotel. The famous Chauxkhi of Juta is located near the Caucasus at the River Bakhurev.

And finally there is **Trusos Ravine**, which contains many historical and cultural monuments. This ravine is rich in hydrocarbonated mineral waters, subalpine and alpine grasses and is just a few minutes from the hotel.





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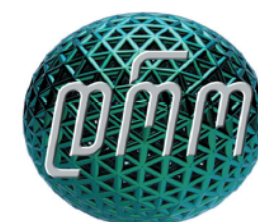
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