

Rating Rationale

Brickwork Ratings assigns “BWR-KA-C” (Provisional) for the Tourism – Homestay Rating of Sangway Homestay, Joida Taluk, Uttara Kannada District, Karnataka

Brickwork Ratings India Pvt Ltd (BWR) has assigned “**BWR-KA-C**”#* (**Provisional**) (**Pronounced BWR Karnataka C**) **Tourism – Homestay rating** to **Sangway Homestay, Joida Taluk, Uttara Kannada District, Karnataka** which indicates that the organization provides/delivers **Moderate Quality of Facility**. This Provisional Rating is valid for 6 months and will be considered as a regular rating at the discretion of BWR, upon submission of the Original Homestay Registration Certificate issued by the Department of Tourism, Government of Karnataka.

HOMESTAY PROFILE:

Sangway Homestay (SH), Joida Taluk, Uttara Kannada District, Karnataka was established by Mr. Vikram Panduranga Sogi and his family. SH is located at survey number 147B/1 in Sangave Village, Joida Taluk, Dandeli, Uttara Kannada District surrounded by forest and wildlife in Uttara Kannada District of Karnataka and spread over 2.20 acres. The built up area of the homestay is 4000 Sq ft. SH commenced operations on May 1 2016 and has 2 cottages, common dining hall and kitchen to accommodate travelers with indoor games and outdoor activities. SH is around 1.50 Km from Potoli Village, 12 Km from Dandeli town center and around 90 kms from Hubli in Karnataka. SH is suitable for groups who wish to experience trekking, sightseeing and nature walks.

OPERATIONS, FACILITIES AND SERVICES:

Dandeli Town Center (12 Km) is located near the homestay. Syntheri Rock, Kulgi Nature Camp, Dandeli Wildlife Sanctuary, Kali River, Sykes Point, Anshi National Park, Kavala Caves and Shirol Peak are the tourist attractions located in and around Dandeli town. The nearest Police Station, Nearest bus stand, Government hospital, Medical dispensary/ pharmacy, local government office, convenience stores, Shopping center , post office, bank, ATM etc are also available in Dandeli town.

KA stands for Karnataka

*Please refer to www.brickworkratings.com for definition of the rating & rating scale. The rating assigned is not a credit rating.

SH has 2 comfortable cottages, common dining hall and kitchen. Each cottage offers single/double accommodation with amenities like Double bed, Television, sit out, attached bathroom with 24 hours hot water, dressing mirror, fans, towels, newspapers and basic toiletries etc. The rooms are clean and the sizes of the rooms and bathrooms in the homestay are adequate. The doors of the rooms are fitted with ordinary locks. SH has parking space for around 5 cars. SH provides complimentary tea/ coffee, toiletries, home food style breakfast, lunch and dinner (Vegetarian food and Non vegetarian food). Alcohol and smoking is allowed. SH also provides items required for camp fire at night and outdoor activities like trekking and cab facilities to nearby tourist attractions

The standard tariff is Rs. 2000 per head for 23 hours of stay. SH also takes copies of ID proofs of guests during check in time. SH provides assistance with luggage, wakeup call service on request, paid transportation on call, information on nearby tourist destinations and critical information like nearby hospital contact details etc.

The homestay property has steel fencing with lockable gate. CCTV's (2 nos) are fixed in the homestay and a security guard is appointed. UPS is available to address power supply issues and each room has natural boiler facility for hot water. The bookings would be made through word of mouth, emails, telephone, online booking and SH has tie-up with travel websites which includes Trip advisor and Goibibo. The home stay has maintained registers like guest register, bill book and Complaint/ suggestion book. Digital locks/ safety lockers are not provided. First aid facility and fire safety measures (2 nos) are available.

MANAGEMENT:

Mr. Vikram Panduranga Sogi has more than 7 years of experience in the homestay business and is the proprietor of Sangway Homestay. The proprietor stays in the same building of the homestay with his family. The day to day operations of the homestay are taken care of by the proprietor and his wife, Ms. Ratna Sogi. A manager, security guard, a cook and a maid are appointed as a part of security, cooking and cleaning arrangements.

STATUTORY COMPLIANCES:

Sangway Homestay has the following documents viz., Land Use Permit dt. November 26, 2015 from Gram Panchayat, Police verification certificate dt. November 11, 2016 issued in the

name of the proprietor Mr. Vikram Sogi, approval from Gram Panchayat dt June 06, 2016 for operating a homestay and Property tax paid receipts for 2015-16 and 2016-17. SH is yet to obtain original Registration Certificate of the homestay from Department of Tourism – Government of Karnataka. However, SH has submitted an online application for Homestay Registration and received the acknowledgement from Department of Tourism, Government of Karnataka, which states that SH's Application number is 16110253.

RATING RATIONALE:

The Tourism- Homestay rating assigned for Sangway Homestay positively factors the proprietor's experience in homestay business, customers' feedback in various travel websites, nearby tourist attractions, clean, spacious rooms and adequate facilities. However, the rating is constrained by the poor approach road to the homestay, limited track record, inherent seasonality risk associated with the cash flows of the homestay industry and competition from other homestay players in the vicinity.

Sangway Homestay's ability to provide good quality services and secure, value for money stay options would be the key rating sensitivities. Provision of additional amenities and ensuring better services for differently abled guests with special needs is necessary.

METHODOLOGY ADOPTED:

BWR Tourism Ratings reflects BWR's current opinion on the quality of the specific Tourism Product or Service in Karnataka. Department of Tourism (DoT), Government of Karnataka has issued Tourism Products Rating Guide – Karnataka 2015 (http://karnatakaturism.org/policy/Tourism_Products_Rating_Guide-Accommodation.pdf) which has defined the Quality Standards which shall be applied by the empanelled Rating Agencies for assessing the quality of tourism products in Karnataka. Guidelines for registration of Homestays in Karnataka have been issued vide GO (Government order) No. TD 429 TTT2015 Bengaluru, dated 31-3-2016. (<http://karnatakaturism.org/policy/go-dated-31.03.2016-kan-eng-agency-address-parameters.pdf>), ಸಂಖ್ಯೆ : ಪ್ರಇ 201 ಪ್ರವಾಯೋ 2016, ಬೆಂಗಳೂರು, ದಿನಾಂಕ : 24-6-2016, ಸಂಖ್ಯೆ : ಪ್ರಇ 201 ಪ್ರವಾಯೋ 2016, ಬೆಂಗಳೂರು, ದಿನಾಂಕ : 27/08/2016 and GO (Government order) ಸರ್ಕಾರದ ಆದೇಶ ಸಂಖ್ಯೆ : ಪ್ರಇ 201 ಪ್ರವಾಯೋ 2016, ಬೆಂಗಳೂರು, ದಿನಾಂಕ :13/10/2016 (http://karnatakaturism.org/policy/Homestay_Governmentorder.pdf).

In addition, BWR has drawn up several qualitative and quantitative parameters, based on its own research and in consultation with various experts in this field and in the “user industries”, to make a comprehensive assessment of the quality of Tourism Products/Services. The DoT parameters constitute 80% weightage of the Rating while BWR parameters constitute 20% weightage. The rating is carried out on a scale of A to E with (+) or (-) modifiers for A through C except D and E, to reflect comparative standing within the category. Rating Parameters are broadly categorized as Infrastructure, Services, Safety and Security, Statutory Compliances, Good Design Practices, Evaluation of business model, Promoters/Management analysis, Location analysis, Scale, diversification and coverage, Brand strength and Networking and Developmental efforts.

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Important Note: Brickwork Ratings (BWR) has assigned the rating based on the information and documents provided by the Home Stay management. BWR has taken considerable steps to avoid any data distortion; however, it does not examine the precision or completeness of the information obtained. And hence, the information in this report is presented “as is” without any express or implied warranty of any kind. BWR has not verified the authenticity of the documents submitted by the home Stay and does not make any representation in respect to the truth or accuracy of any such information. The rating assigned by BWR should be treated as an opinion and not a recommendation to use or not to use the specified home Stay facility and BWR shall not be liable for any damages/losses of any kind suffered by users of the home stay facility or users of this report or from any use of this report or its contents. BWR has the right to change, suspend or withdraw the rating at its discretion, at any time for any reasons.