

**ENTREPRENEURIAL LEARNING EXCHANGE INITIATIVE FOR SUSTAINABLE  
HOSPITALITY SMEs IN THE BALKAN-MEDITERRANEAN REGION**

Subsidy Contract No. BMP1/1.3/2616/2017

**Company name: Galifos**

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**Country/region of operation:** Greece/ Region of South Aegean/ Folegandros

**Sustainability dimension:** social, environmental

**Description of the enterprise/initiative:**

The hotel is located between the two most central beaches of Folegandros, Agali and Agios Nikolaos in the small bay of Galyfos. It includes six rooms on a small beach accessed by boat or on foot which is 5 minutes walking right from Agali.

**Social/ community impact:**

The hotel promotes holidays with simplicity and respect for the environment, away from tourism intensity of the rest of the island of Folegandros, away from standard hoteling and in connection to nature.

**Stakeholders:** Guests

**Approach applied:**

Eco-tourism approach

**Innovation applied:**

The rooms have no electricity. The main lighting is provided with paraffin lamps and candles. The rooms, just 10 steps from the beach, have their own bathroom, a veranda, a common kitchen and a gas refrigerator.



**Sustainability of the business model:**

The eco-touristic model adopted by the hotel can help improving environmental responsibility and enhancing image (Margaryan & Stensland, 2017; Geerts, 2014).

**Key success factors:** Development of innovative activities, relations with relevant groups (including connection with local communities and resources), management of tourist attitude and behaviour, capacity for marketing activities (Lee et al, 2011).

**Challenges and problems:** Usual challenges are slow response to technological change and offering more competitive products on a global market (Prince & Ioannides, 2017). Additionally, the examination of the travel experiences and the satisfaction of ecotourists is crucial for the long-term success as ecotourists usually base their preference to their personal experiences (Catsellanos-Verdugo et al, 2016).

**Year when the enterprise was created:** n/a

**References (web-site, intent links, video, etc.):**

<http://www.enallaktikos.gr/ar17506el-ena-monadiko-oikotoyristiko-ksenodoxeio-xwris-reyma-stin-folegandro.html>

<https://singleparent.gr/kathimerina/diaskedasi/folegandros-ena-oneiremeno-xenodoxeio-xoris-revma>

<http://www.doreandiakopes.com/2015/07/xenodoheio-eco-horis-reuma-stin-folegandro.html>