

**Management and Marketing Services  
offered By ITDC to Private Sector**

860. SHRI ASHOK ANANDRAO DESHMUKH: Will the Minister of TOURISM be pleased to state:

(a) whether the India Tourism Development Corporation offered its management and marketing services to a number of hotels in private sector in the country during the Seventh Plan period;

(b) if so, the terms and conditions on which such services were offered to each of the private sector hotel projects during the above period with quantum of gains in return to ITDC from each offer;

(c) whether a number of ITDC own units/establishments were also transferred to the private sector as well as to State Governments/Corporations during the said period; and

(d) if so, the reasons therefor?

THE MINISTER OF STATE IN THE MINISTRY OF PARLIAMENTARY AFFAIRS AND MINISTER OF STATE IN THE MINISTRY OF TOURISM (SHRI SATYA PAL MALIK): (a) Yes, Sir.

(b) The requisite information is given in Statement below.

(c) and (d). During the Seventh Plan period (1985-90) ITDC transferred seven small travellers' lodges to the State Corporations and one restaurant to the Delhi Tourism Development Corporation. The main reason for their transfer was operational/managerial difficulty because of their far flung locations, uneconomic size (4 to 6 rooms) and for ensuring better supervision and control by the State/U.T. Government Corporations.

## STATEMENT

*Terms and conditions of Management and Marketing Services offered by ITDC to Private Sector Hotels in India during Seventh Plan period*

Sl. No.	Name of the Hotel	Terms
1	2	3
1.	Hotel Executive Ashoka, Pune	i) 3% of Gross Operating income per annum towards group advertisement and group marketing services; plus ii) 10% of Gross Operating Profit after interest per annum as management incentive fee.
2.	Hotel Shalini Palace Ashok, Kohlapur (since terminated)	i) Rs. 1000 per room per year towards ITDC headquarters guidance and supervision charges; plus ii) 3% of Gross Operating income per annum towards group advertisement and group marketing services; plus \$ iii) 10% of Gross Operating Profit as management incentive fee.
3.	Hotel Presidency Ashok, Cochin (since terminated)	i) 3% of Gross Operating income per annum towards group advertisement and group marketing services; plus ii) 10% of Gross Operating Profit after interest per annum as management incentive fee.
4.	Hotel Bhaskar Palace Ashok, Hyderabad	i) 3% of Gross Operating income per annum towards group advertisement and group marketing services; plus ii) 5% of Gross Operating Profit after interest and a lumpsum amount

Sl. No.	Name of the Hotel	Terms
1	2	3
2.	Hotel Ratanada Ashok, Jodhpur (since terminated)	<p data-bbox="250 249 276 859">of Rs. 2 lakhs per annum as management incentive fee.</p> <p data-bbox="310 166 370 859">i) 3% of Gross Operating income per annum towards group advertisement and group marketing services; plus</p> <p data-bbox="406 166 463 859">ii) 10% of Gross Operating Profit after interest per annum as management incentive fee.</p>