

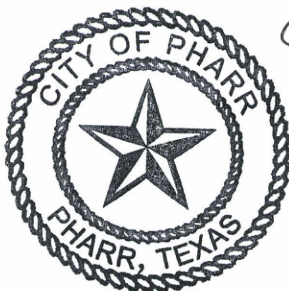
**TAKE NOTICE THAT A REGULAR MEETING
OF THE GOLF COURSE ADVISORY BOARD
OF THE CITY OF PHARR, TEXAS
WILL BE HELD AT CITY HALL, COMMISSIONERS' ROOM,
118 S. CAGE BLVD., 2ND FLOOR, PHARR, TEXAS
COMMENCING AT 5:30 PM ON
TUESDAY, JULY 13, 2021**

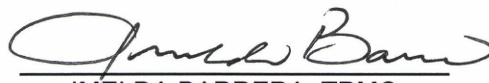
The City of Pharr has called this meeting as allowed pursuant to Texas law, city charter, and city ordinances. The governing body may recess from day to day when it does not complete consideration of a particularly long subject as authorized by law.

- 1. CALL TO ORDER:**
 - A) Roll call and possible action on the excusing of any absent member.
- 2. ADMINISTRATIVE:**
 - A) Approval of minutes for March 9, 2021 - Regular Called Meeting.
 - B) Revenue and Expenditure Report for the month of May 2021.
 - C) Status Report for Golf Course Operation for the month of July 2021.
- 3. ADJOURNMENT:**

I, the undersigned authority, do hereby certify that the above notice of said Regular Meeting of the Golf Course Advisory Board of the City of Pharr was posted on the bulletin board at City Hall and on the City's web page at www.pharr-tx.gov. This Notice was posted on the 9th day of July at 10:00 a.m. and will remain posted continuously for at least 72 hours preceding the scheduled time of said Meeting, in compliance with Chapter 551 of the Government Code, Vernon's Texas Codes, Annotated (Open Meetings Act).

WITNESS MY HAND AND SEAL, this this 9th day of July, 2021.




IMELDA BARRERA, TRMC
ASSISTANT CITY CLERK

MINUTES
REGULAR CALLED MEETING MINUTES
TIERRA DEL SOL GOLF CLUB ADVISORY BOARD
MARCH 9, 2021 AT 5:30 P.M.
118 S. CAGE BLVD., 2ND FLOOR, PHARR, TEXAS

The Golf Club Advisory Board of the City of Pharr, Texas met on Tuesday, March 9, 2021, at 5:30 p.m. and the following is the record of attendance.

MEMBERS PRESENT: *Jaime Villarreal*
 Javier Martinez
 Xavier Garcia
 George Gonzalez
 Artemio Palacios
 Juan M. Willingham
 Rudy Martinez
 Oscar Villagomez

ABSENT MEMBERS: *Mario Lizcano*

STAFF PRESENT: *Michael Fernuik*
 Myra Ledezma

ITEM 1: CALL MEETING TO ORDER

There being a quorum established, President Artemio Palacios called the meeting to order.

ITEM 2: ROLL CALL AND POSSIBLE ACTION ON THE EXCUSING OF ANY ABSENT MEMBER OF THE BOARD.

Artemio Palacios introduced the item. Board member George Gonzalez made a motion to excuse Board member Mario Lizcano. Board member Juan Willingham second and the motion carried unanimously.

ITEM 4: ADMINISTRATIVE

A) CONSIDER APPROVAL OF MINUTES
FEBRUARY 9, 2021-REGULAR CALLED MEETING

Artemio Palacios introduced the item. Oscar Villagomez made a motion to approve the minutes. Board member George Gonzalez second and the motion carried unanimously. No comments.

B) CONSIDERATION AND ACTION, IF ANY, ON APPROVING THE REVENUE AND EXPENDITURE REPORT FOR THE MONTH OF JANUARY 2021.

Artemio Palacios introduced the item. Golf Course Manager, Michael Fernuik went over the revenues and expenditures for the month of January. Revenues less expenditures through the month of January are at -\$33,791.77 and Progressive Revenues Less Expenditures are at -\$69,790.39. Board member Juan Willingham made a motion to approve the revenue and expenditure report. Board member Oscar Villagomez second and the motion carried unanimously. No comments.

C) CONSIDERATION AND ACTION, IF ANY, ON ADDITIONAL CONCRETE PATHS AROUND DRIVING RANGE AND FIRST TEE.

Artemio Palacios introduced the item. Golf Course Manager, Michael Fernuik, went over the concrete path that will be added around driving range and first tee box. Mr. Fernuik mentioned other golf courses have access to and from driving range and first tee box via cart path. Handouts were provided to the board. Board member George Gonzalez, suggested on getting two quotes, one for black top and another quote for concrete. Mr. Gonzalez suggested a cart path for chipping area. Board member, Xavier Garcia, mentioned access point for concrete cart path on the west side, along the driving range. Mr. Fernuik mentioned west side area of driving range does not belong to the golf course. Discussion continued. Board member Jaime Villarreal made a motion to approve additional concrete paths around driving range and first tee. Board member Rudy Martinez second and the motion carried unanimously.

D) GOLF COURSE OPERATION STATUS REPORT

Artemio Palacios introduced the item. Michael Fernuik updated the board on golf course operations. Discovered the irrigation lines are running alongside the wrong side of the fence on hole #7. Irrigation heads are on the golf course property but lines that supply water are in the backyard on residents' homes along the golf course. Preemergent fertilizer will be applied to everything except greens. Mobile reel grinder company will sharpen the blades on the two greens mowers and fairway mower. Upcoming high school tournaments hosted by Valley View High School for pre district and district tournaments. Board member, George Gonzalez, mentioned on high schools' tournaments paying regular rate or discounted rate. Mr. Fernuik answered rate for high school tournaments is same rate being paid to other golf courses. Board member, Rudy Martinez, suggested on having a golf tournament that will increase golf course revenue. Board Handouts were provided to the board. No comments.

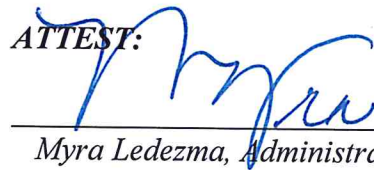
ITEM 5: ADJOURNMENT

There being no other business, George Gonzalez moved to adjourn. It was seconded by Juan Willingham, and the motion carried unanimously.

**STATE OF TEXAS
COUNTY OF HIDALGO
CITY OF PHARR**

ON THE 9th OF MARCH, 2021, the Golf Club Advisory Board of the City of Pharr, Texas, convened in a Regular Called Meeting at City Hall, 2nd Floor, 118 S. Cage, the meeting being open to the public notice of the said meeting, giving the date, place and subject hereof, having been posted in accordance with chapter 551, Texas Government Code (Open Meeting Act) and there being a present quorum, I Myra Ledezma, Golf Course Administrative Assistant, of the City of Pharr, Texas, certify that this is true and correct copy of the minutes.

ATTEST:



Myra Ledezma, Administrative Assistant

APPROVED DATE: _____

Revenue And Expenditure History Summary

FY 2017-2018	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenditures
October	\$57,996.20	\$83,596.87	-\$25,600.67	-\$25,600.67
November	\$95,998.73	\$80,717.39	\$15,281.34	-\$10,319.33
December	\$68,449.42	\$80,401.07	-\$11,951.65	-\$22,270.98
January	\$88,480.00	\$106,301.56	-\$17,821.56	-\$40,092.54
February	\$89,761.36	\$81,401.02	\$8,360.34	-\$31,732.20
March	\$107,212.73	\$137,842.98	-\$30,630.25	-\$62,362.45
April	\$74,376.40	\$87,233.18	-\$12,856.78	-\$75,219.23
May	\$63,259.06	\$82,811.97	-\$19,552.91	-\$94,772.14
June	\$38,845.83	\$109,058.29	-\$70,212.46	-\$164,984.60
July	\$45,409.46	\$94,453.83	-\$49,044.37	-\$214,028.97
August	\$43,998.63	\$135,742.04	-\$91,743.41	-\$305,772.38
September	\$49,649.42	\$73,947.16	-\$24,297.74	-\$330,070.12
Totals	\$823,437.24	\$1,153,507.36	-\$330,070.12	

FY 2018-2019	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenditures
October	\$56,455.32	\$63,923.94	-\$7,468.62	-\$7,468.62
November	\$95,248.01	\$110,189.12	-\$14,941.11	-\$22,409.73
December	\$75,584.17	\$120,232.97	-\$44,648.80	-\$67,058.53
January	\$75,123.31	\$102,311.42	-\$27,188.11	-\$94,246.64
February	\$89,850.58	\$96,361.20	-\$6,510.62	-\$100,757.26
March	\$101,888.82	\$133,386.54	-\$31,497.72	-\$132,254.98
April	\$70,882.85	\$109,985.79	-\$39,102.94	-\$171,357.92
May	\$54,345.11	\$102,421.48	-\$48,076.37	-\$219,434.29
June	\$50,754.29	\$115,584.04	-\$64,829.75	-\$284,264.04
July	\$45,066.21	\$97,520.61	-\$52,454.40	-\$336,718.44
August	\$39,650.28	\$110,224.90	-\$70,574.62	-\$407,293.06
September	\$53,536.68	\$121,076.58	-\$67,539.90	-\$474,832.96
Totals	\$808,385.63	\$1,283,218.59	-\$474,832.96	

Revenue And Expenditure History Summary

FY 2019-2020	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenitures
October	\$55,852.15	\$36,557.60	\$19,294.55	\$19,294.55
November	\$104,838.61	\$90,329.36	\$14,509.25	\$33,803.80
December	\$77,414.19	\$125,286.14	-\$47,871.95	-\$14,068.15
January	\$101,170.14	\$155,773.50	-\$54,603.36	-\$68,671.51
February	\$90,427.36	\$106,858.22	-\$16,430.86	-\$85,102.37
March	\$88,088.32	\$103,396.29	-\$15,307.97	-\$100,410.34
April	\$30,483.13	\$102,609.17	-\$72,126.04	-\$172,536.38
May	\$56,628.41	\$105,343.45	-\$48,715.04	-\$221,251.42
June	\$52,666.73	\$93,945.84	-\$41,279.11	-\$262,530.53
July	\$46,318.48	\$153,906.85	-\$107,588.37	-\$370,118.90
August	\$56,051.97	\$99,920.38	-\$43,868.41	-\$413,987.31
September	\$54,410.92	\$248,911.42	-\$194,500.50	-\$608,487.81
Totals	\$814,350.41	\$1,422,838.22	-\$608,487.81	

FY 2020-2021	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenitures
October	\$63,300.90	\$52,702.76	\$10,598.14	\$10,598.14
November	\$85,804.78	\$131,598.80	-\$45,794.02	-\$35,195.88
December	\$84,071.00	\$84,873.74	-\$802.74	-\$35,998.62
January	\$85,219.67	\$119,011.44	-\$33,791.77	-\$69,790.39
February	\$74,044.15	\$113,547.68	-\$39,503.53	-\$109,293.92
March	\$105,721.61	\$93,245.82	\$12,475.79	-\$96,818.13
April	\$93,694.65	\$105,069.56	-\$11,374.91	-\$108,193.04
May	\$65,013.72	\$90,619.18	-\$25,605.46	-\$133,798.50
June			\$0.00	-\$133,798.50
July			\$0.00	-\$133,798.50
August			\$0.00	-\$133,798.50
September			\$0.00	-\$133,798.50
Totals	\$656,870.48	\$790,668.98	-\$133,798.50	



Pharr, TX

Budget Report

Account Summary

For Fiscal: 10/2020-09/2021 Period Ending: 05/31/2021

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 75 - PHARR GOLF COURSE FUND							
Revenue							
75-4-4661-000	MEMBERSHIP FEES	134,000.00	134,000.00	1,320.00	65,295.00	-68,705.00	51.27 %
75-4-4662-000	GOLF COURSE - GREEN FEES	261,100.00	261,100.00	29,782.81	287,756.63	26,656.63	110.21 %
75-4-4663-000	INTEREST EARNED	11,800.00	11,800.00	168.12	1,348.00	-10,452.00	88.58 %
75-4-4664-000	MISCELLANEOUS INCOME	0.00	0.00	0.00	9.28	9.28	0.00 %
75-4-4667-000	RENTAL INCOME	1,500.00	1,500.00	468.00	2,768.00	1,268.00	184.53 %
75-4-4668-000	CART REVENUES	184,200.00	184,200.00	14,489.60	155,611.72	-28,588.28	15.52 %
75-4-4669-000	FOOD & BEVERAGE	80,700.00	80,700.00	5,167.72	33,783.58	-46,916.42	58.14 %
75-4-4671-000	DRIVING RANGE	37,500.00	37,500.00	2,752.00	29,517.00	-7,983.00	21.29 %
75-4-4672-000	PRO SHOP SALES	53,000.00	53,000.00	4,427.70	27,643.72	-25,356.28	47.84 %
75-4-4673-000	IMPROVEMENTS FEES	12,800.00	12,800.00	1,254.00	12,360.00	-440.00	3.44 %
75-4-4674-000	BEER SALES	51,200.00	51,200.00	2,475.39	21,528.11	-29,671.89	57.95 %
75-4-4883-001	TRANSFER IN - GENERAL FUND	529,600.00	551,800.00	44,133.33	194,478.55	-357,321.45	64.76 %
Revenue Total:		1,357,400.00	1,379,600.00	106,438.67	832,099.59	-547,500.41	39.69 %
Expense							
75-51000-1100-000	SALARIES	599,100.00	605,800.00	34,810.60	347,146.77	258,653.23	42.70 %
75-51000-1104-000	OVERTIME/WORK STUDY	5,000.00	5,000.00	158.63	6,290.68	-1,290.68	-25.81 %
75-51000-1105-000	F I C A	46,300.00	47,800.00	2,635.33	26,752.32	21,047.68	44.03 %
75-51000-1106-001	INSURANCE - UNITED HEALTH	163,900.00	163,900.00	17,318.92	68,944.15	94,955.85	57.94 %
75-51000-1107-000	ANNUAL WORK COMP INSURANCE	19,300.00	19,300.00	0.00	11,394.30	7,905.70	40.96 %
75-51000-1108-000	TEC TAXES	5,100.00	5,100.00	199.30	3,779.70	1,320.30	25.89 %
75-51000-1110-000	UNIFORMS	5,000.00	5,000.00	207.87	2,293.75	2,706.25	54.13 %
75-51000-1115-000	EMPLOYEES RETIREMENT	37,900.00	39,400.00	2,109.67	22,019.01	17,380.99	44.11 %
75-51000-1122-000	EAP-ASSISTANCE PROGRAM	400.00	400.00	17.42	155.44	244.56	61.14 %
75-51000-1123-000	HEALTHIEST YOU	1,700.00	1,700.00	72.00	666.00	1,034.00	60.82 %
75-51000-2201-000	OFFICE SUPPLIES	3,000.00	3,000.00	0.00	1,204.41	1,795.59	59.85 %
75-51000-2203-000	SMALL TOOLS	1,000.00	1,000.00	0.00	0.00	1,000.00	100.00 %
75-51000-2206-000	JANITORIAL SUPPLIES	17,000.00	17,000.00	1,225.90	14,827.10	2,172.90	12.78 %
75-51000-2207-000	CHEMICALS	35,000.00	35,000.00	2,077.98	13,579.37	21,420.63	61.20 %
75-51000-2208-000	OTHER OPERATING SUPPLIES	54,400.00	40,400.00	1,329.85	13,686.09	26,713.91	66.12 %
75-51000-2217-000	BEER FOR RE-SALE	21,600.00	21,600.00	593.95	8,625.97	12,974.03	60.06 %
75-51000-2218-000	SNACK BAR SUPPLIES	62,500.00	50,500.00	2,320.35	16,859.59	33,640.41	66.61 %
75-51000-2219-000	PRO SHOP RE-SALE ITEMS	50,000.00	50,000.00	715.66	16,814.95	33,185.05	66.37 %
75-51000-3301-000	BUILDING MAINTENANCE	15,000.00	17,000.00	7,480.97	22,022.68	-5,022.68	-29.55 %
75-51000-3302-000	EQUIPMENT MAINTENANCE	5,000.00	5,000.00	1,034.71	18,414.66	-13,414.66	-268.29 %
75-51000-3305-000	IRRIGATION REPAIRS	10,000.00	10,000.00	1,751.65	17,121.51	-7,121.51	-71.22 %
75-51000-4401-000	OFFICE EQUIPMENT RENTALS	2,500.00	2,500.00	61.95	268.64	2,231.36	89.25 %
75-51000-4402-000	OTHER EQUIPMENT RENTALS	4,500.00	4,500.00	5,479.95	44,037.60	-39,537.60	-878.61 %
75-51000-5501-000	COMMUNICATIONS	5,000.00	5,000.00	157.44	2,270.97	2,729.03	54.58 %
75-51000-5502-000	ADVERTISING	5,000.00	5,000.00	0.00	4,562.79	437.21	8.74 %
75-51000-5503-000	TRAINING & TRAVEL	3,000.00	3,000.00	0.00	0.00	3,000.00	100.00 %
75-51000-5505-000	DUES & PUBLICATIONS	4,000.00	4,000.00	0.00	579.00	3,421.00	85.53 %
75-51000-5507-000	UTILITIES	10,000.00	10,000.00	746.90	4,988.97	5,011.03	50.11 %
75-51000-5507-001	ELECTRICITY	0.00	0.00	2,428.64	17,293.12	-17,293.12	0.00 %
75-51000-5528-000	AUDIT & PROF. SERVICES	30,900.00	30,900.00	0.00	1,880.00	29,020.00	93.92 %
75-51000-5529-000	PROFESSIONAL DUES & EXPENSES	5,000.00	5,000.00	0.00	0.00	5,000.00	100.00 %
75-51000-5530-000	CONTRACTUAL SERVICES	0.00	10,000.00	1,900.00	10,773.00	-773.00	-7.73 %
75-51000-5532-000	INSURANCE	7,500.00	7,500.00	0.00	12,451.01	-4,951.01	-66.01 %
75-51000-5535-000	BANK SERVICE CHARGES	12,700.00	35,900.00	2,504.96	18,366.20	17,533.80	48.84 %
75-51000-5537-000	CASH SHORT/OVER	23,200.00	0.00	-0.08	-6.86	6.86	0.00 %
75-51000-6601-000	GAS & OIL	18,600.00	18,600.00	1,020.44	7,405.06	11,194.94	60.19 %

Budget Report

For Fiscal: 10/2020-09/2021 Period Ending: 05/31/2021

		Original	Current	Period	Fiscal	Variance	
		Total Budget	Total Budget	Activity	Activity	Favorable	Percent
						(Unfavorable)	Remaining
75-51000-6603-000	CITY GARAGE REPAIRS	600.00	600.00	0.00	295.79	304.21	50.70 %
75-51000-6604-000	OUTSIDE REPAIRS	200.00	200.00	0.00	0.00	200.00	100.00 %
75-51000-6605-000	OUTSIDE REPAIRS - CITY GARAGE	200.00	200.00	257.24	257.24	-57.24	-28.62 %
75-51000-6606-000	CITY GARAGE OVERHEAD COSTS	200.00	200.00	0.98	450.95	-250.95	-125.48 %
75-51000-7701-000	LEASE PURCHASE - PRINCIPAL	55,400.00	55,400.00	0.00	38,220.46	17,179.54	31.01 %
75-51000-7703-000	LEASE PURCHASE - INTEREST	5,400.00	5,400.00	0.00	3,854.61	1,545.39	28.62 %
75-51000-8804-000	OTHER EQUIPMENT	0.00	12,500.00	0.00	0.00	12,500.00	100.00 %
75-51000-8805-000	SITE IMPROVEMENTS	0.00	14,000.00	0.00	0.00	14,000.00	100.00 %
75-51000-9974-000	EMPLOYEE HEALTH BENEFIT -TRUS	5,300.00	5,300.00	0.00	0.00	5,300.00	100.00 %
	Expense Total:	1,357,400.00	1,379,600.00	90,619.18	800,547.00	579,053.00	41.97 %
Fund: 75 - PHARR GOLF COURSE FUND Surplus (Deficit):		0.00	0.00	15,819.49	31,552.59	31,552.59	0.00 %
	Report Surplus (Deficit):	0.00	0.00	15,819.49	31,552.59	31,552.59	0.00 %

Group Summary

	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 75 - PHARR GOLF COURSE FUND						
Revenue						
	1,357,400.00	1,379,600.00	106,438.67	832,099.59	-547,500.41	39.69 %
Revenue Total:	1,357,400.00	1,379,600.00	106,438.67	832,099.59	-547,500.41	39.69 %
Expense						
	1,357,400.00	1,379,600.00	90,619.18	800,547.00	579,053.00	41.97 %
Expense Total:	1,357,400.00	1,379,600.00	90,619.18	800,547.00	579,053.00	41.97 %
Fund: 75 - PHARR GOLF COURSE FUND Surplus (Deficit):	0.00	0.00	15,819.49	31,552.59	31,552.59	0.00 %
Report Surplus (Deficit):	0.00	0.00	15,819.49	31,552.59	31,552.59	0.00 %

Daily Sales Detail Report

Total Club Sales (1)

From: 05/01/2021 - 12:00:00 am To: 05/31/2021 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Green Fee						
18 Green Fee	558	13,950.00	0.00	13,950.00	100.00	24.14%
18 Junior Fee	7	84.00	0.00	84.00	100.00	0.15%
9 Green Fee	263	4,223.00	0.00	4,223.00	100.00	7.31%
9 Junior Fee	9	81.00	0.00	81.00	100.00	0.14%
Twilight Green Fee	383	5,745.00	0.00	5,745.00	100.00	9.94%
Raincheck GREEN FEE	12	0.00	0.00	0.00	0.00	0.00%
Group Rate Fee	46	920.00	0.00	920.00	100.00	1.59%
Promo Green Fee 9/18	27	0.00	0.00	0.00	0.00	0.00%
High School	53	0.00	0.00	0.00	0.00	0.00%
ANNUAL RD.	151	0.00	0.00	0.00	0.00	0.00%
9 HOLE PUNCH	5	0.00	0.00	0.00	0.00	0.00%
18 HOLE PUNCH	2	0.00	0.00	0.00	0.00	0.00%
Replay 9 or 18	5	55.00	0.00	55.00	100.00	0.10%
TOURNAMENT GREEN FEE	132	4,290.00	0.00	4,290.00	100.00	7.42%
SUNDOWNER GREEN FEE-NM	90	474.81	0.00	474.81	100.00	0.82%
VOLUNTEER RD.	40	0.00	0.00	0.00	0.00	0.00%
Green Fee Totals:	1783	29,822.81	0.00	29,822.81	100.00	51.60%
Department: Cart Fee						
18 Hole Shared Cart	605	6,709.45	0.00	6,709.45	100.00	11.61%
9 Hole Shared Cart	320	2,364.80	0.00	2,364.80	100.00	4.09%
Spectator Cart Fee	2	44.34	0.00	44.34	100.00	0.08%
ANNUAL SHARED CART	15	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 9 hole	4	29.56	0.00	29.56	100.00	0.05%
SUNDOWNER SHARED CART	90	415.80	0.00	415.80	100.00	0.72%
Promo Shared Cart 9/18	25	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 18 hole	3	33.27	0.00	33.27	100.00	0.06%
Twilight Cart Fee	382	4,236.38	0.00	4,236.38	100.00	7.33%
RAINCHECK SHARED CART	1	0.00	0.00	0.00	0.00	0.00%
VOLUNTEER SHARED CART	40	0.00	0.00	0.00	0.00	0.00%
Cart Fee Totals:	1487	13,833.60	0.00	13,833.60	100.00	23.94%
Tax:		1,136.40				
Total:		14,970.00				
Department: Driving Range						
Small Bucket	188	946.00	0.00	946.00	100.00	1.64%
Large Bucket	199	1,592.00	0.00	1,592.00	100.00	2.75%
RANGE BUCKET MEMBERSHIP	78	0.00	0.00	0.00	0.00	0.00%
ANNUAL RANGE MAX 1 BKT	1	200.00	0.00	200.00	100.00	0.35%
HOT SACK WARMUP 20 BALLS	7	14.00	0.00	14.00	100.00	0.02%
Driving Range Totals:	473	2,752.00	0.00	2,752.00	100.00	4.76%
Department: Club Rentals						
CLUB RENTAL 18 HOLES	15	300.00	0.00	300.00	100.00	0.52%
CLUB RENTAL 9 HOLES	14	168.00	0.00	168.00	100.00	0.29%
Club Rentals Totals:	29	468.00	0.00	468.00	100.00	0.81%
Tax:		38.61				
Total:		506.61				
Department: Private Carts						
18 HOLE PRIVATE CART FEE	7	56.00	0.00	56.00	100.00	0.10%
ANNUAL PRIVATE CART ROUND	111	0.00	0.00	0.00	0.00	0.00%
ANNUAL PRIVATE CART FEE	1	600.00	0.00	600.00	100.00	1.04%
Private Carts Totals:	119	656.00	0.00	656.00	100.00	1.14%
Department: Handicap Fees						
Handicap Fee	2	60.00	0.00	60.00	100.00	0.10%

Daily Sales Detail Report

Total Club Sales (1)

From: 05/01/2021 - 12:00:00 am To: 05/31/2021 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<u>Department: Handicap Fees</u>						
Handicap Fees Totals:	2	60.00	0.00	60.00	100.00	0.10%
<u>Department: Gift Certificate</u>						
Gift Certificate	14	1,475.00	0.00	1,475.00	100.00	2.55%
Gift Certificate (Liability)	-14	(1,475.00)	0.00	(1,475.00)	100.00	(2.55)%
Gift Certificate Totals:	0	0.00	0.00	0.00	0.00	0.00%
<u>Department: Deposits</u>						
Tournament Deposit	-1	(100.00)	0.00	(100.00)	100.00	(0.17)%
Deposits Totals:	-1	(100.00)	0.00	(100.00)	100.00	(0.17)%
<u>Department: Credit Book Setup</u>						
Outside Tournaments	1	100.00	0.00	100.00	100.00	0.17%
Credit Book Setup Totals:	1	100.00	0.00	100.00	100.00	0.17%
<u>Department: Surcharges</u>						
Beverage Surcharge	1	247.50	0.00	247.50	100.00	0.43%
Surcharges Totals:	1	247.50	0.00	247.50	100.00	0.43%
<u>Department: Improvement Fund</u>						
IMPROVEMENT FUND	1254	1,254.00	0.00	1,254.00	100.00	2.17%
Improvement Fund Totals:	1254	1,254.00	0.00	1,254.00	100.00	2.17%
<u>Department: Tournament Outtings</u>						
Sundowner Prize Money	90	720.00	0.00	720.00	100.00	1.25%
Tournament Outtings Totals:	90	720.00	0.00	720.00	100.00	1.25%
<u>Department: Memberships</u>						
ANNUAL SINGLE	1	1,100.00	0.00	1,100.00	100.00	1.90%
18 Punch Card (10 Rounds)	1	220.00	0.00	220.00	100.00	0.38%
Memberships Totals:	2	1,320.00	0.00	1,320.00	100.00	2.28%
<u>Department: Mexican Food</u>						
Burritos	3	4.17	0.00	4.17	100.00	0.01%
Mexican Food Totals:	3	4.17	0.00	4.17	100.00	0.01%
Tax:		0.33				
Total:		4.50				
<u>Department: Sandwiches</u>						
Hamburger Basket	1	6.24	0.00	6.24	100.00	0.01%
Cheeseburger Basket	1	6.00	0.00	6.00	100.00	0.01%
Ham and Cheese Sandwich	6	16.62	0.00	16.62	100.00	0.03%
Sundowner Plate	92	485.92	0.00	485.92	100.00	0.84%
Inmate Sandwiches	743	557.25	0.00	557.25	100.00	0.96%
Sandwiches Totals:	843	1,072.03	0.00	1,072.03	100.00	1.85%
Tax:		42.48				
Total:		1,114.51				
<u>Department: Breakfast</u>						
Breakfast Taco	9	14.58	0.00	14.58	100.00	0.03%
Tacos after 11 AM	8	5.52	0.00	5.52	100.00	0.01%
Breakfast Totals:	17	20.10	0.00	20.10	100.00	0.03%
Tax:		1.64				
Total:		21.74				
<u>Department: Beverages</u>						
Gatorade	2	3.70	1.24	2.46	66.49	0.00%
Bottled Water	132	183.48	10.56	172.92	94.24	0.30%
Mineral Water	1	1.39	0.00	1.39	100.00	0.00%
12 oz. Coffee	4	5.56	0.00	5.56	100.00	0.01%

Tierra del Sol Golf Course

Daily Sales Detail Report

Total Club Sales (1)

From: 05/01/2021 - 12:00:00 am To: 05/31/2021 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<u>Department: Beverages</u>						
Beverages Totals:	139	194.13	11.80	182.33	93.92	0.32%
Tax:		15.71				
Total:		209.84				
<u>Department: Banquets</u>						
Tournament Foods	43	556.50	0.00	556.50	100.00	0.96%
Banquets Totals:	43	556.50	0.00	556.50	100.00	0.96%
<u>Department: Merchandise</u>						
BELTS, MENS	1	34.95	19.16	15.79	45.18	0.03%
CAPS, MENS	12	272.23	131.63	140.60	51.65	0.24%
GLOVES	26	427.74	268.08	159.66	37.33	0.28%
GOLF BALLS	189	2,088.31	1,585.63	502.68	24.07	0.87%
GOLF CLUBS, WEDGES	1	139.95	95.71	44.24	31.61	0.08%
MISCELLANEOUS	24	714.41	507.30	207.11	28.99	0.36%
SHIRTS, LADIES - Alpha	1	31.50	19.89	11.61	36.86	0.02%
SHIRTS, MENS	10	380.68	267.35	113.33	29.77	0.20%
SHOES, MENS	2	169.90	102.50	67.40	39.67	0.12%
SHORTS, LADIES	1	59.95	33.00	26.95	44.95	0.05%
SOCKS	1	7.99	4.28	3.71	46.43	0.01%
SUNBLOCK, REPELLENT - Alpha	2	33.00	17.64	15.36	46.55	0.03%
SUNGLASSES	1	16.50	8.59	7.91	47.94	0.01%
TEES	22	50.59	25.70	24.89	49.20	0.04%
Merchandise Totals:	293	4,427.70	3,086.46	1,341.24	30.29	2.32%
Tax:		365.32				
Total:		4,793.02				
<u>Department: Expanded Inventory</u>						
Beer & Wine	981	2,475.39	903.02	1,572.37	63.52	2.72%
Expanded Inventory Totals:	981	2,475.39	903.02	1,572.37	63.52	2.72%
Tax:		204.49				
Total:		2,679.88				
<u>Department: Expanded Inventory</u>						
Beverages	889	1,456.21	507.39	948.82	65.16	1.64%
Expanded Inventory Totals:	889	1,456.21	507.39	948.82	65.16	1.64%
Tax:		120.06				
Total:		1,576.27				
<u>Department: Expanded Inventory</u>						
Breakfast	486	772.08	305.50	466.58	60.43	0.81%
Expanded Inventory Totals:	486	772.08	305.50	466.58	60.43	0.81%
Tax:		62.75				
Total:		834.83				
<u>Department: Expanded Inventory</u>						
Mexican Food	34	55.08	29.92	25.16	45.68	0.04%
Expanded Inventory Totals:	34	55.08	29.92	25.16	45.68	0.04%
Tax:		4.42				
Total:		59.50				
<u>Department: Expanded Inventory</u>						
Sandwiches	122	563.83	213.40	350.43	62.15	0.61%
Expanded Inventory Totals:	122	563.83	213.40	350.43	62.15	0.61%
Tax:		46.45				
Total:		610.28				

Daily Sales Detail Report

Total Club Sales (1)

From: 05/01/2021 - 12:00:00 am To: 05/31/2021 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Expanded Inventory						
Snacks	203	226.09	104.02	122.07	53.99	0.21%
Expanded Inventory Totals:	203	226.09	104.02	122.07	53.99	0.21%
Tax:		17.84				
Total:		243.93				
Report Totals:						
		62,957.22	5,161.51	57,795.71	91.80	100.00%
Tax:		2,056.50				
Total:		65,013.72				
Cash	13,264.14	Amer Express		2,649.92		
Check	5,533.00	Discover		1,374.77		
Credit Book	255.26	Master Card		11,106.12		
Gift Certificate	(27.51)	Visa		30,858.02		
Credit Card	45,988.83					
Total:	65,013.72			45,988.83		

Status Report July Golf Course Operation

Golf Course

- Continue the fertilizer program on the greens. Includes a fungicide program to combat grass diseases.
- Continued work on irrigation system with replacing of nozzles and fixing of leaky heads.
- Completed verti-cutting and top dressing the greens. This helps thin out the thatch that causes the greens to become slow and bumpy. Particularly important going into the growing season.
- Aerified #9 green and practice putting green to harvest the cores to be used for the green edges. Greens where the cores were used are #9, #11, #13, #17 and practice putting green.
- Verti-cut the fairways. The tee boxes will be the last area to be verti-cut.
- Continue to work on fairway vs rough definition that enables the golfer to distinguish between the different cut heights.

Clubhouse

Upcoming tournaments: 7/9 – RGV Juniors; 7/20 – STPGA Juniors.

App users are now at 2,135 taking advantage of our loyalty program, course news, and other offers

Winter Texan 3-month membership level during the height of the season was 69 memberships vs 160 memberships prior year.

Driving range revenue is still outperforming prior year. The concrete pad will utilize mats that will allow us to close half the tee box down for maintenance and recovery.

The new Yamaha cart fleet arrived. Plan on increasing cart fees October 1st. 18 holes will go up \$1.00 and 9 holes will go up \$.50 cents.

Wednesday sundowner started April 21st, the event has been averaging anywhere from 36 to 48 players, weather permitting.