



**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, FEBRUARY 7, 2023**

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 January 4, 2023 Regular Called Meeting.

B) Revenue Report for the months of December 2022 and January 2023.

C) Golf Course Operation status report for the month of February 2023.

3. CLOSED SESSION: *In accordance with Chapter 551 of the Texas Gov't. Code, the Golf Course Advisory Board hereby gives notice that it may meet in a closed (non-public) executive session to discuss the items listed on the public portion of the meeting agenda in accordance with the following below:*

Pursuant to Section 551.071, the Board may convene in a closed, non-public meeting with its attorney and discuss any matters related to **legal advice on pending or contemplated litigation, settlement offer, and/or on a matter in which the duty of the attorney to the governmental body under the Texas Disciplinary Rules of Professional Conduct of the State Bar of Texas clearly conflicts with this chapter.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.072, the Board may convene in a closed, non-public meeting to discuss any matters related to **real property and deliberate the purchase, exchange, lease, or value of real property as such would be detrimental to negotiations between the City and a third party in an open meeting.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

AGENDA REGULAR MEETING
February 7, 2023

Pursuant to Section 551.074, the Board may convene in a closed, non-public meeting to discuss any matters related to **appointment, employment, evaluation, reassignment, duties and discipline or dismissal of a public officer or employee and to hear any complaints or charges against an officer or employee.** The City and its attorney may also discuss such issues with the appropriate staff including members so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.076, the Board may convene in a closed, non-public meeting to discuss any matters on the **deployment, or specific occasions for implementation, of security personnel or devices.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.084, the Board may convene in a closed, non-public meeting to discuss any matters involving an **investigation and may exclude a witness from hearing during the examination of another witness in the investigation.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

Pursuant to Section 551.087, the Board may convene in a closed, non-public meeting to discuss any matters regarding **economic development issues.** The City and its attorney may also discuss such issues with the appropriate staff so as to obtain necessary and relevant information so that such discussion is informative and developed.

4. RECONVENE: *into Regular Session and consider action, if necessary, on any items(s) discussed in closed session.*

5. 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 3rd day of February, 2023 at 11:30 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 3rd day of February, 2023




HILDA PEDRAZA, TRMC, CMC
CITY CLERK

**MINUTES
REGULAR CALLED MEETING
TIERRA DEL SOL GOLF CLUB ADVISORY BOARD
JANUARY 4, 2023, 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 Wednesday, January 4, 2023, at 5:30 p.m. and the following is the record of attendance.

MEMBERS PRESENT: Ricardo Medina
George Gonzalez
Rudy Martinez
Hector Gomez
Jaime Villarreal
Mario Lizcano
Xavier Garcia

ABSENT MEMBERS: Michael Pacheco
Carlos Villegas

STAFF PRESENT: Michael Fernuik, Golf Course Manager
Myra Ledezma, Administrative Assistant

ITEM 1. CALL TO ORDER

A) ROLL CALL AND POSSIBLE ACTION ON THE EXCUSING OF ANY ABSENT MEMBER

Chairman Ricardo Medina called the meeting to order at 5:30 p.m. Roll call established a quorum.

Board Member George Gonzalez moved to excuse absent members. Board Member Jaime Villarreal seconded the motion and when put to a vote, it carried unanimously.

ITEM 2. ADMINISTRATIVE

A) APPROVAL OF MINUTES NOVEMBER 8, 2022 REGULAR CALLED MEETING

Chairman Ricardo Medina introduced the item.

Jaime Villarreal moved to approve the minutes. Board member George Gonzalez seconded the motion and when put to a vote, it carried unanimously.

B) REVENUE REPORT FOR THE MONTH OF NOVEMBER 2022

Chairman Ricardo Medina introduced the item.

Michael Fernuik, Golf Course Manager, went over the revenues for the month of August 2022. He stated revenues for the month of November were \$106,074.96.

C) GOLF COURSE OPERATION REPORT FOR THE MONTH OF JANUARY 2023

Chairman, Ricardo Medina, introduced the item.

Michael Fernuik, Golf Course Manager, informed the board on golf course operations. He stated fire ant mounts were being treated as they were spotted around the golf course and reported restroom renovation on Hole #14 had been completed. Mr. Fernuik passed out two handouts of pictures showing damage to the golf course and divots not being repaired. He further stated Public Works Department went out on the course and added riff raff around the lake on Hole #10 due to erosion near a homeowner's property.

Lastly, Mr. Fernuik reported a credit card surcharge of 2.5% had been implemented to offset the credit card company's fees. Board member Jaime Villarreal voiced his concerns with groundskeepers being on cell phone during working hours while operating machinery. Board member Rudy Martinez agreed to minimizing cell phone usage during working hours by purchasing groundskeepers Motorola's to communicate with other staff members.

Board Member, Jaime Villarreal asked staff why it took so long to cut down tree on Hole #10. Board Member Rudy Martinez suggested to use other city departments to assist with cutting trees. Golf Course Manager, Michael Fernuik, responded it was possible if department was available to assist.

ITEM 3. CLOSED SESSION: IN ACCORDANCE WITH CHAPTER 551 OF THE TEXAS GOV'T. CODE, THE GOLF COURSE ADVISORY BOARD HEREBY GIVES NOTICE THAT IT MAY MEET IN A CLOSED (NON-PUBLIC) EXECUTIVE SESSION TO DISCUSS THE ITEMS LISTED ON THE PUBLIC PORTION OF THE MEETING AGENDA IN ACCORDANCE WITH THE FOLLOWING BELOW

None

ITEM 4. RECONVENE

None

ITEM 5. ADJOURNMENT

There being no other business to come before the board, Board Jaime Villarreal moved to adjourn. Board Member George Gonzalez seconded the motion and when put to a vote, it carried unanimously. Meeting adjourned at 6:14 p.m.

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

ON THE 4th OF JANUARY, 2023, 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 History Summary

Revenue	FY 2019-2020	FY 2020-2021	FY 2021-2022	FY 2022-2023
October	\$55,852.15	\$63,300.90	\$82,368.21	\$83,809.49
November	\$104,838.61	\$85,804.78	\$118,712.10	\$106,074.96
December	\$77,414.19	\$84,071.00	\$107,549.11	\$110,100.19
January	\$101,170.14	\$85,219.67	\$87,867.37	\$126,498.37
February	\$90,427.36	\$74,044.15	\$95,118.63	
March	\$88,088.32	\$105,721.61	\$129,764.08	
April	\$30,483.13	\$93,694.65	\$91,167.65	
May	\$56,628.41	\$65,013.72	\$74,795.69	
June	\$52,666.73	\$58,617.87	\$79,760.23	
July	\$46,318.48	\$66,328.85	\$79,985.95	
August	\$56,051.97	\$58,787.43	\$61,444.81	
September	\$54,410.92	\$74,748.87	\$91,390.08	
	\$814,350.41	\$915,353.50	\$1,099,923.91	\$426,483.01

Tierra del Sol Golf Course

Daily Sales Detail Report

Total Club Sales (1)

From: 12/01/2022 - 12:00:00 am To: 12/31/2022 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Green Fee						
18 Green Fee	959	23,975.00	0.00	23,975.00	100.00	23.33%
18 Junior Fee	11	132.00	0.00	132.00	100.00	0.13%
9 Green Fee	432	6,912.00	0.00	6,912.00	100.00	6.73%
9 Junior Fee	25	225.00	0.00	225.00	100.00	0.22%
Twilight Green Fee	198	2,970.00	0.00	2,970.00	100.00	2.89%
Group Rate Fee	104	2,080.00	0.00	2,080.00	100.00	2.02%
Promo Green Fee 9/18	71	0.00	0.00	0.00	0.00	0.00%
High School	60	0.00	0.00	0.00	0.00	0.00%
ANNUAL RD.	1781	0.00	0.00	0.00	0.00	0.00%
9 HOLE PUNCH	19	0.00	0.00	0.00	0.00	0.00%
18 HOLE PUNCH	61	0.00	0.00	0.00	0.00	0.00%
VOLUNTEER RD.	20	0.00	0.00	0.00	0.00	0.00%
Youth on course 9 or 18	6	38.00	0.00	38.00	100.00	0.04%
Green Fee Totals:	3747	36,332.00	0.00	36,332.00	100.00	35.36%
Department: Cart Fee						
18 Hole Shared Cart	1048	11,622.32	0.00	11,622.32	100.00	11.31%
9 Hole Shared Cart	484	3,576.76	0.00	3,576.76	100.00	3.48%
Spectator Cart Fee	1	22.17	0.00	22.17	100.00	0.02%
ANNUAL SHARED CART	712	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 9 hole	11	81.29	0.00	81.29	100.00	0.08%
Promo Shared Cart 9/18	63	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 18 hole	7	77.63	0.00	77.63	100.00	0.08%
Twilight Cart Fee	198	2,195.82	0.00	2,195.82	100.00	2.14%
VOLUNTEER SHARED CART	20	0.00	0.00	0.00	0.00	0.00%
Cart Fee Totals:	2544	17,575.99	0.00	17,575.99	100.00	17.11%
Tax:		1,444.01				
Total:		19,020.00				
Department: Driving Range						
Small Bucket	212	1,060.00	0.00	1,060.00	100.00	1.03%
Large Bucket	292	2,628.00	0.00	2,628.00	100.00	2.56%
RANGE BUCKET MEMBERSHIP	45	0.00	0.00	0.00	0.00	0.00%
ANNUAL RANGE MAX 1 BKT	4	1,000.00	0.00	1,000.00	100.00	0.97%
Hot Sack Warm Up 20 Balls	7	21.00	0.00	21.00	100.00	0.02%
10 LGE BUCKET PUNCH CARD	2	150.00	0.00	150.00	100.00	0.15%
Driving Range Totals:	562	4,859.00	0.00	4,859.00	100.00	4.73%
Department: Club Rentals						
CLUB RENTAL 18 HOLES	7	140.00	0.00	140.00	100.00	0.14%
CLUB RENTAL 9 HOLES	18	216.00	0.00	216.00	100.00	0.21%
Club Rentals Totals:	25	356.00	0.00	356.00	100.00	0.35%
Tax:		29.37				
Total:		385.37				
Department: Private Carts						
18 HOLE PRIVATE CART FEE	113	904.00	0.00	904.00	100.00	0.88%
9 HOLE PRIVATE CART FEE	1	8.00	0.00	8.00	100.00	0.01%
ANNUAL PRIVATE CART ROUND	937	0.00	0.00	0.00	0.00	0.00%
3 Month Private Cart Fee	18	3,150.00	0.00	3,150.00	100.00	3.07%
ANNUAL PRIVATE CART FEE	3	1,800.00	0.00	1,800.00	100.00	1.75%
MONTHLY PRIVATE CART FEE	3	210.00	0.00	210.00	100.00	0.20%
Private Carts Totals:	1075	6,072.00	0.00	6,072.00	100.00	5.91%
Department: Gift Certificate						
Gift Certificate	1	0.00	0.00	0.00	0.00	0.00%
Gift Certificate (Liability)	-1	0.00	0.00	0.00	0.00	0.00%

Tierra del Sol Golf Course

Daily Sales Detail Report

Total Club Sales (1)

From: 12/01/2022 - 12:00:00 am To: 12/31/2022 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<u>Department: Gift Certificate</u>						
Gift Certificate Totals:	0	0.00	0.00	0.00	0.00	0.00%
<u>Department: Credit Book Setup</u>						
Tue Ladies League	4	151.00	0.00	151.00	100.00	0.15%
Wed Men's League	4	869.00	0.00	869.00	100.00	0.85%
Thurs Couples League	6	752.00	0.00	752.00	100.00	0.73%
Outside Tournaments	1	50.00	0.00	50.00	100.00	0.05%
Credit Book Setup Totals:	15	1,822.00	0.00	1,822.00	100.00	1.77%
<u>Department: Improvement Fund</u>						
IMPROVEMENT FUND	1693	1,693.00	0.00	1,693.00	100.00	1.65%
Improvement Fund Totals:	1693	1,693.00	0.00	1,693.00	100.00	1.65%
<u>Department: Tournament Outtings</u>						
Sundowner Mem	1	0.17	0.00	0.17	100.00	0.00%
Tournament Outtings Totals:	1	0.17	0.00	0.17	100.00	0.00%
<u>Department: Memberships</u>						
ANNUAL SINGLE	3	3,300.00	0.00	3,300.00	100.00	3.21%
3 MONTH SINGLE	10	5,750.00	0.00	5,750.00	100.00	5.60%
3 MONTH COUPLE	12	11,100.00	0.00	11,100.00	100.00	10.80%
9 Hole Punch Card (25)	3	1,095.00	0.00	1,095.00	100.00	1.07%
18 Hole Punch Card (25)	2	1,100.00	0.00	1,100.00	100.00	1.07%
3MO COUPLE ADD MONTH	1	250.00	0.00	250.00	100.00	0.24%
1 Mo Single April-Dec	3	600.00	0.00	600.00	100.00	0.58%
18 Punch Card (10 Rounds)	4	880.00	0.00	880.00	100.00	0.86%
Memberships Totals:	38	24,075.00	0.00	24,075.00	100.00	23.43%
<u>Department: Mexican Food</u>						
Burritos	1	1.39	0.00	1.39	100.00	0.00%
Mexican Food Totals:	1	1.39	0.00	1.39	100.00	0.00%
Tax:		0.11				
Total:		1.50				
<u>Department: Sandwiches</u>						
Cold Sandwiches	7	19.39	7.56	11.83	61.01	0.01%
Sandwiches Totals:	7	19.39	7.56	11.83	61.01	0.01%
Tax:		1.61				
Total:		21.00				
<u>Department: Beverages</u>						
Bottled Water	37	51.43	2.96	48.47	94.24	0.05%
Beverages Totals:	37	51.43	2.96	48.47	94.24	0.05%
Tax:		4.08				
Total:		55.51				
<u>Department: Banquets</u>						
Tournament Foods	2	279.60	0.00	279.60	100.00	0.27%
Banquets Totals:	2	279.60	0.00	279.60	100.00	0.27%
<u>Department: Merchandise</u>						
BAGS	1	219.95	132.00	87.95	39.99	0.09%
CAPS, MENS	19	1,048.37	653.90	394.47	37.63	0.38%
CAPS, MENS - Numeric	1	22.00	11.65	10.35	47.05	0.01%
GLOVES	16	255.84	121.92	133.92	52.35	0.13%
GOLF BALLS	99	1,336.06	917.94	418.12	31.30	0.41%
GOLF CLUBS, WEDGES	1	109.99	108.00	1.99	1.81	0.00%
HEADCOVERS	1	34.95	18.95	16.00	45.78	0.02%
JACKETS, MENS	7	464.90	268.25	196.65	42.30	0.19%

Tierra del Sol Golf Course
Daily Sales Detail Report

Total Club Sales (1)

From: 12/01/2022 - 12:00:00 am To: 12/31/2022 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<u>Department: Merchandise</u>						
MISCELLANEOUS	5	34.75	15.00	19.75	56.83	0.02%
SHIRTS, LADIES - Alpha	5	186.79	119.40	67.39	36.08	0.07%
SHIRTS, MENS	8	367.76	232.60	135.16	36.75	0.13%
SHOES, LADIES	1	50.00	42.50	7.50	15.00	0.01%
SHOES, MENS	3	339.90	224.31	115.59	34.01	0.11%
SHORTS, LADIES	1	10.19	8.00	2.19	21.49	0.00%
SUNGLASSES	2	47.90	25.64	22.26	46.47	0.02%
TEES	25	55.03	28.10	26.93	48.94	0.03%
TOWELS	1	21.95	11.00	10.95	49.89	0.01%
Merchandise Totals:	196	4,606.33	2,939.16	1,667.17	36.19	1.62%
Tax:		379.95				
Total:		4,986.28				
<u>Department: Expanded Inventory</u>						
Beer & Wine	1985	5,393.65	2,134.71	3,258.94	60.42	3.17%
Expanded Inventory Totals:	1985	5,393.65	2,134.71	3,258.94	60.42	3.17%
Tax:		447.09				
Total:		5,840.74				
<u>Department: Expanded Inventory</u>						
Beverages	1051	1,514.15	501.86	1,012.29	66.86	0.99%
Expanded Inventory Totals:	1051	1,514.15	501.86	1,012.29	66.86	0.99%
Tax:		125.59				
Total:		1,639.74				
<u>Department: Expanded Inventory</u>						
Breakfast	614	934.95	401.16	533.79	57.09	0.52%
Expanded Inventory Totals:	614	934.95	401.16	533.79	57.09	0.52%
Tax:		75.55				
Total:		1,010.50				
<u>Department: Expanded Inventory</u>						
Mexican Food	98	240.20	104.41	135.79	56.53	0.13%
Expanded Inventory Totals:	98	240.20	104.41	135.79	56.53	0.13%
Tax:		19.72				
Total:		259.92				
<u>Department: Expanded Inventory</u>						
Sandwiches	247	1,118.62	338.02	780.60	69.78	0.76%
Expanded Inventory Totals:	247	1,118.62	338.02	780.60	69.78	0.76%
Tax:		92.42				
Total:		1,211.04				
<u>Department: Expanded Inventory</u>						
Snacks	405	496.53	252.76	243.77	49.09	0.24%
Expanded Inventory Totals:	405	496.53	252.76	243.77	49.09	0.24%
Tax:		39.29				
Total:		535.82				
<u>Department: Credit Card Surcharge</u>						
Credit Card Surcharge	1862	1,985.50	0.00	1,985.50	100.00	1.93%
Credit Card Surcharge Totals:	1862	1,985.50	0.00	1,985.50	100.00	1.93%
Report Totals:		109,426.90	6,682.60	102,744.30	93.89	100.00%
Tax:		2,658.79				
Total:		112,085.69				

Tierra del Sol Golf Course
Daily Sales Detail Report

Total Club Sales (1)

From: 12/01/2022 - 12:00:00 am To: 12/31/2022 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business
Cash	26,984.40	Amer Express		3,567.28	
Check	1,737.11	Discover		3,852.79	
Credit Book	461.61	Master Card		19,583.14	
Credit Card	82,902.57	Visa		55,899.36	
Total:	112,085.69			82,902.57	

Daily Sales Detail Report

Total Club Sales (1)

From: 01/01/2023 - 12:00:00 am To: 01/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Green Fee						
18 Green Fee	1215	30,375.00	0.00	30,375.00	100.00	25.81%
18 Junior Fee	3	36.00	0.00	36.00	100.00	0.03%
9 Green Fee	497	7,952.00	0.00	7,952.00	100.00	6.76%
9 Junior Fee	9	81.00	0.00	81.00	100.00	0.07%
Twilight Green Fee	253	3,795.00	0.00	3,795.00	100.00	3.23%
Raincheck GREEN FEE	1	0.00	0.00	0.00	0.00	0.00%
Group Rate Fee	205	4,100.00	0.00	4,100.00	100.00	3.48%
Promo Green Fee 9/18	66	0.00	0.00	0.00	0.00	0.00%
High School	204	0.00	0.00	0.00	0.00	0.00%
ANNUAL RD.	2530	0.00	0.00	0.00	0.00	0.00%
9 HOLE PUNCH	37	0.00	0.00	0.00	0.00	0.00%
18 HOLE PUNCH	75	0.00	0.00	0.00	0.00	0.00%
Replay 9 or 18	7	77.00	0.00	77.00	100.00	0.07%
TOURNAMENT GREEN FEE	24	840.00	0.00	840.00	100.00	0.71%
VOLUNTEER RD.	30	0.00	0.00	0.00	0.00	0.00%
Youth on course 9 or 18	3	15.00	0.00	15.00	100.00	0.01%
Green Fee Totals:	5159	47,271.00	0.00	47,271.00	100.00	40.17%
Department: Cart Fee						
18 Hole Shared Cart	1495	16,579.55	0.00	16,579.55	100.00	14.09%
9 Hole Shared Cart	582	4,300.98	0.00	4,300.98	100.00	3.66%
ANNUAL SHARED CART	882	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 9 hole	6	44.34	0.00	44.34	100.00	0.04%
Promo Shared Cart 9/18	58	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 18 hole	6	66.54	0.00	66.54	100.00	0.06%
Twilight Cart Fee	253	2,805.77	0.00	2,805.77	100.00	2.38%
RAINCHECK SHARED CART	2	0.00	0.00	0.00	0.00	0.00%
VOLUNTEER SHARED CART	30	0.00	0.00	0.00	0.00	0.00%
Cart Fee Totals:	3314	23,797.18	0.00	23,797.18	100.00	20.22%
Tax:		1,954.82				
Total:		25,752.00				
Department: Driving Range						
Small Bucket	299	1,495.00	0.00	1,495.00	100.00	1.27%
Large Bucket	376	3,384.00	0.00	3,384.00	100.00	2.88%
School Practice Fee	1	1,275.00	0.00	1,275.00	100.00	1.08%
RANGE BUCKET MEMBERSHIP	82	0.00	0.00	0.00	0.00	0.00%
ANNUAL RANGE MAX 1 BKT	4	1,000.00	0.00	1,000.00	100.00	0.85%
Hot Sack Warm Up 20 Balls	3	9.00	0.00	9.00	100.00	0.01%
10 LGE BUCKET PUNCH CARD	5	375.00	0.00	375.00	100.00	0.32%
Driving Range Totals:	770	7,538.00	0.00	7,538.00	100.00	6.41%
Department: Club Rentals						
CLUB RENTAL 18 HOLES	18	360.00	0.00	360.00	100.00	0.31%
CLUB RENTAL 9 HOLES	11	132.00	0.00	132.00	100.00	0.11%
Club Rentals Totals:	29	492.00	0.00	492.00	100.00	0.42%
Tax:		40.59				
Total:		532.59				
Department: Private Carts						
18 HOLE PRIVATE CART FEE	178	1,424.00	0.00	1,424.00	100.00	1.21%
9 HOLE PRIVATE CART FEE	6	48.00	0.00	48.00	100.00	0.04%
ANNUAL PRIVATE CART ROUND	1339	0.00	0.00	0.00	0.00	0.00%
3 Month Private Cart Fee	11	1,925.00	0.00	1,925.00	100.00	1.64%
MONTHLY PRIVATE CART FEE	7	490.00	0.00	490.00	100.00	0.42%
Private Carts Totals:	1541	3,887.00	0.00	3,887.00	100.00	3.30%

Tierra del Sol Golf Course

Daily Sales Detail Report

Total Club Sales (1)

From: 01/01/2023 - 12:00:00 am To: 01/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<u>Department: Handicap Fees</u>						
Handicap Fee	4	132.00	0.00	132.00	100.00	0.11%
Handicap Fees Totals:	4	132.00	0.00	132.00	100.00	0.11%
<u>Department: Credit Book Setup</u>						
Tue Ladies League	1	52.00	0.00	52.00	100.00	0.04%
Wed Men's League	1	287.00	0.00	287.00	100.00	0.24%
Thurs Couples League	1	200.00	0.00	200.00	100.00	0.17%
Credit Book Setup Totals:	3	539.00	0.00	539.00	100.00	0.46%
<u>Department: Improvement Fund</u>						
IMPROVEMENT FUND	2175	2,175.00	0.00	2,175.00	100.00	1.85%
Improvement Fund Totals:	2175	2,175.00	0.00	2,175.00	100.00	1.85%
<u>Department: Memberships</u>						
3 MONTH SINGLE	12	6,900.00	0.00	6,900.00	100.00	5.86%
3 MONTH COUPLE	9	8,325.00	0.00	8,325.00	100.00	7.07%
9 Hole Punch Card (25)	2	730.00	0.00	730.00	100.00	0.62%
18 Hole Punch Card (25)	2	1,100.00	0.00	1,100.00	100.00	0.93%
3MO COUPLE ADD MONTH	5	1,250.00	0.00	1,250.00	100.00	1.06%
3MO COUPLE&CART ADD MONTH	1	320.00	0.00	320.00	100.00	0.27%
18 Punch Card (10 Rounds)	6	1,320.00	0.00	1,320.00	100.00	1.12%
Memberships Totals:	37	19,945.00	0.00	19,945.00	100.00	16.95%
<u>Department: Mexican Food</u>						
Burritos	1	1.39	0.00	1.39	100.00	0.00%
Mexican Food Totals:	1	1.39	0.00	1.39	100.00	0.00%
Tax:		0.11				
Total:		1.50				
<u>Department: Sandwiches</u>						
Cold Sandwiches	5	13.85	5.40	8.45	61.01	0.01%
Cheeseburger	1	4.39	0.00	4.39	100.00	0.00%
Sandwiches Totals:	6	18.24	5.40	12.84	70.39	0.01%
Tax:		1.51				
Total:		19.75				
<u>Department: Beverages</u>						
Bottled Water	37	51.43	2.96	48.47	94.24	0.04%
Beverages Totals:	37	51.43	2.96	48.47	94.24	0.04%
Tax:		4.08				
Total:		55.51				
<u>Department: Banquets</u>						
Tournament Foods	1	495.00	0.00	495.00	100.00	0.42%
Banquets Totals:	1	495.00	0.00	495.00	100.00	0.42%
<u>Department: Merchandise</u>						
BAGS	1	239.99	162.00	77.99	32.50	0.07%
CAPS, MENS	23	571.20	293.10	278.10	48.69	0.24%
GLOVES	32	513.88	250.78	263.10	51.20	0.22%
GOLF BALLS	122	1,365.71	1,010.95	354.76	25.98	0.30%
GOLF CARTS	1	269.95	214.00	55.95	20.73	0.05%
HEADCOVERS	2	69.90	37.90	32.00	45.78	0.03%
JACKETS, LADIES	5	281.79	148.05	133.74	47.46	0.11%
JACKETS, MENS	7	489.89	267.50	222.39	45.40	0.19%
MISCELLANEOUS	9	70.59	33.35	37.24	52.76	0.03%
SHIRTS, LADIES - Alpha	7	255.69	155.50	100.19	39.18	0.09%
SHIRTS, MENS	7	254.74	171.64	83.10	32.62	0.07%
SHOES, LADIES	1	80.00	68.60	11.40	14.25	0.01%

Tierra del Sol Golf Course

Daily Sales Detail Report

Total Club Sales (1)

From: 01/01/2023 - 12:00:00 am To: 01/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<u>Department: Merchandise</u>						
SHOES, MENS	5	299.80	211.60	88.20	29.42	0.07%
SHORTS, MENS	1	28.17	23.10	5.07	18.00	0.00%
SUNGLASSES	5	113.75	61.28	52.47	46.13	0.04%
TEES	26	56.51	28.90	27.61	48.86	0.02%
TOWELS	4	71.45	33.50	37.95	53.11	0.03%
UMBRELLAS	1	26.95	16.92	10.03	37.22	0.01%
Merchandise Totals:	259	5,059.96	3,188.67	1,871.29	36.98	1.59%
Tax:		417.42				
Total:		5,477.38				
<u>Department: Expanded Inventory</u>						
Beer & Wine	2225	6,050.16	2,370.19	3,679.97	60.82	3.13%
Expanded Inventory Totals:	2225	6,050.16	2,370.19	3,679.97	60.82	3.13%
Tax:		501.64				
Total:		6,551.80				
<u>Department: Expanded Inventory</u>						
Beverages	1275	1,883.87	627.64	1,256.23	66.68	1.07%
Expanded Inventory Totals:	1275	1,883.87	627.64	1,256.23	66.68	1.07%
Tax:		155.87				
Total:		2,039.74				
<u>Department: Expanded Inventory</u>						
Breakfast	695	1,087.45	471.07	616.38	56.68	0.52%
Expanded Inventory Totals:	695	1,087.45	471.07	616.38	56.68	0.52%
Tax:		87.82				
Total:		1,175.27				
<u>Department: Expanded Inventory</u>						
Mexican Food	109	249.94	109.55	140.39	56.17	0.12%
Expanded Inventory Totals:	109	249.94	109.55	140.39	56.17	0.12%
Tax:		20.47				
Total:		270.41				
<u>Department: Expanded Inventory</u>						
Sandwiches	425	1,829.65	582.31	1,247.34	68.17	1.06%
Expanded Inventory Totals:	425	1,829.65	582.31	1,247.34	68.17	1.06%
Tax:		151.20				
Total:		1,980.85				
<u>Department: Expanded Inventory</u>						
Snacks	497	610.99	307.64	303.35	49.65	0.26%
Expanded Inventory Totals:	497	610.99	307.64	303.35	49.65	0.26%
Tax:		48.58				
Total:		659.57				
<u>Department: Credit Card Surcharge</u>						
Credit Card Surcharge	2481	2,219.43	0.00	2,219.43	100.00	1.89%
Credit Card Surcharge Totals:	2481	2,219.43	0.00	2,219.43	100.00	1.89%
Report Totals:		125,333.69	7,665.43	117,668.26	93.88	100.00%
Tax:		3,384.11				
Total:		128,717.80				

Tierra del Sol Golf Course
Daily Sales Detail Report

Total Club Sales (1)

From: 01/01/2023 - 12:00:00 am To: 01/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business
Cash	31,795.42	Amer Express		5,505.57	
Check	5,300.00	Discover		2,353.38	
Credit Book	1,020.97	Master Card		22,035.56	
Credit Card	90,601.41	Visa		60,706.90	
Total:	128,717.80			90,601.41	

Monthly Status Report Golf Course Operation

Golf Course

Spring pre-emergent fertilizer has been ordered for fairways & roughs to apply in March. We do two applications yearly to control weeds, one in the fall and one in the spring.

Removed the cattails from the pond by #17 green.

Continue the greens fertilizer program applying bi-weekly and monthly products.

Continue treatment of ant mounds.

Continue patchwork on the irrigation system. We were able to find some used irrigation controllers from a golf course in Dallas, rather than having to wait on new parts availability from vendor.

Applying a broad leaf herbicide to control winter weeds.

Some greens have winter poa annua showing up we will spray all greens with a herbicide to control it. #11 green is the worst due to the green being bowl shaped. Water runs down from the sides causing all the seeds to accumulate in that one middle area.

Restroom renovation on hole #8 has been completed.

Clubhouse

Tierra Del Sol attended the Winter Texan Expo and Health Fair at the McAllen Convention Center on January 17th & 18th. During the two days over 8,000 attendees came through the doors. It's surprising and important at the same time meeting first time Winter Texan visitors to our Valley area.

Transformer by the pro shop gave out. For AEP to replace it the fence had to be removed.

Total downloads of our App are now at 3671 taking advantage of our loyalty program, course news, and other offers.

Winter Texan Seasonal Memberships as of January 31st are at 154 single & couples vs 157 in 2022.

Upcoming tournament schedule:

Friday 2/3 – Pharr Chamber of Commerce Winter Texan Tournament

Saturday 2/25 – Pharr Forward

Saturday 3/4 – 16th Annual Valley View ISD Scholarship