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, MAY 2, 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 March 7, 2023- Regular Called Meeting

   B) Revenue Report for the month of March 2023.

   C) 6 Month Revenue Comparison Report

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.

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 28th day of April 2023 at 11:00 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 28th day of April 2023.

CITY OF PHARR PHARR, TEXAS

HILDA PEDRAZA, TRMC, CMC
CITY CLERK

MINUTES
REGULAR CALLED MEETING
TIERRA DEL SOL GOLF CLUB ADVISORY BOARD
MARCH 7, 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 Tuesday, March 7, 2023, at 5:30 p.m. and the following is the record of attendance.

MEMBERS PRESENT: George Gonzalez
Rudy Martinez
Hector Gomez
Jaime Villarreal
Xavier Garcia
Michael Pacheco
Mario Lizcano
Carlos Villegas

ABSENT MEMBERS: Ricardo Medina

STAFF PRESENT: Michael Fernuik, Golf Course Manager
Myra Ledezma, Administrative Assistant
Sergio Alanis, Parks and Recreation Director

ITEM 1. CALL TO ORDER

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

Vice-Chairman George Gonzalez called the meeting to order at 5:30 p.m. Roll call established a quorum.

Board Member Carlos Villegas **moved** to excuse absent member. Board Member Mario Lizcano seconded the motion and when put to a vote, it was carried unanimously.

ITEM 2. ADMINISTRATIVE

A) APPROVAL OF MINUTES FEBRUARY 7, 2023, REGULAR CALLED MEETING

Vice-Chairman George Gonzalez introduced the item.

Jaime Villarreal **moved** to approve the minutes. Board Member Rudy Martinez seconded the motion and when put to a vote, it was carried unanimously.

B) REVENUE REPORT FOR THE MONTH OF FEBRUARY 2023

Vice-Chairman George Gonzalez introduced the item.

Michael Fernuik, Golf Course Manager, went over the revenues for the month of February 2023. He stated revenues for the month of February 2023 were $118,642.14.

C) GOLF COURSE OPERATION REPORT

Vice-Chairman, George Gonzalez, introduced the item.

Michael Fernuik, Golf Course Manager, went over the golf course operations report and stated preventative maintenance was being done on the pump station. Mr. Fernuik further stated he would be budgeting for a new station next year due to heavy corrosion of the platform of the existing station. Board Member George Gonzalez asked what the cost of the new pump station would be. Michael Fernuik responded the cost would be $123,000.00 with a 16-to-20-week process.

Lastly, Mr. Fernuik reported Sundowners would start on Thursday, April 6, 2023.

At this time, Vice-Chairman Gonzalez stated they would go into closed session. There was no objection.

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

The time being 5:44 p.m., Vice-Chairman Gonzalez stated the board would be entering a closed session in accordance with Chapter 551 of the Texas Gov't. Code to discuss agenda items listed in the public portion of the agenda and pursuant to sections 551.071, 551.072, 551.074, 551.076, 551.084 and 551.087.

ITEM 4. RECONVENE

The time being 6:08 pm, Vice-Chairman Gonzalez stated the committee would be resuming the open meeting.

ITEM 5. ADJOURNMENT

There being no other business to come before the board, Board Member Jaime Gonzalez **moved** to adjourn. Board Member Carlos Villegas seconded the motion and when put to a vote, it was carried unanimously. Meeting adjourned at 6:09 p.m.

STATE OF TEXAS
COUNTY OF HIDALGO
CITY OF PHARR

ON THE 7th OF MARCH, 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:_____

Tierra Del Sol Golf Club
PHARR, TEXAS

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	$118,642.14
March	$88,088.32	$105,721.61	$129,764.08	$135,119.75
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**	**$680,244.90**

Tierra del Sol Golf Course
Daily Sales Detail Report
Total Club Sales (1)

From: 03/01/2023 - 12:00:00 am To: 03/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Green Fee						
18 Green Fee	955	23,875.00	0.00	23,875.00	100.00	19.40%
18 Junior Fee	16	192.00	0.00	192.00	100.00	0.16%
9 Green Fee	471	7,536.00	0.00	7,536.00	100.00	6.12%
9 Junior Fee	15	135.00	0.00	135.00	100.00	0.11%
Twilight Green Fee	384	5,760.00	0.00	5,760.00	100.00	4.68%
Group Rate Fee	392	7,840.00	0.00	7,840.00	100.00	6.37%
Promo Green Fee 9/18	57	0.00	0.00	0.00	0.00	0.00%
High School	96	0.00	0.00	0.00	0.00	0.00%
ANNUAL RD.	1874	0.00	0.00	0.00	0.00	0.00%
9 HOLE PUNCH	26	0.00	0.00	0.00	0.00	0.00%
18 HOLE PUNCH	69	0.00	0.00	0.00	0.00	0.00%
Replay 9 or 18	3	33.00	0.00	33.00	100.00	0.03%
TOUNAMENT GREEN FEE	307	10,675.00	0.00	10,675.00	100.00	8.68%
VOLUNTEER RD.	42	0.00	0.00	0.00	0.00	0.00%
Youth on course 9 or 18	7	35.00	0.00	35.00	100.00	0.03%
Green Fee Totals:	4714	56,081.00	0.00	56,081.00	100.00	45.58%
Department: Cart Fee						
18 Hole Shared Cart	1333	14,782.97	0.00	14,782.97	100.00	12.01%
9 Hole Shared Cart	579	4,278.81	0.00	4,278.81	100.00	3.48%
ANNUAL SHARED CART	379	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 9 hole	5	36.95	0.00	36.95	100.00	0.03%
Promo Shared Cart 9/18	35	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 18 hole	3	33.27	0.00	33.27	100.00	0.03%
Twilight Cart Fee	385	4,269.65	0.00	4,269.65	100.00	3.47%
VOLUNTEER SHARED CART	42	0.00	0.00	0.00	0.00	0.00%
Cart Fee Totals:	2761	23,401.65	0.00	23,401.65	100.00	19.02%
Tax:		1,922.60				
Total:		25,324.25				
Department: Driving Range						
Small Bucket	283	1,415.00	0.00	1,415.00	100.00	1.15%
Large Bucket	416	3,744.00	0.00	3,744.00	100.00	3.04%
School Practice Fee	12	900.00	0.00	900.00	100.00	0.73%
RANGE BUCKET MEMBERSHIP	58	0.00	0.00	0.00	0.00	0.00%
ANNUAL RANGE MAX 2 BKTS	1	400.00	0.00	400.00	100.00	0.33%
Hot Sack Warm Up 20 Balls	13	39.00	0.00	39.00	100.00	0.03%
10 LGE BUCKET PUNCH CARD	2	150.00	0.00	150.00	100.00	0.12%
Driving Range Totals:	785	6,648.00	0.00	6,648.00	100.00	5.40%
Department: Club Rentals						
CLUB RENTAL 18 HOLES	13	241.00	0.00	241.00	100.00	0.20%
CLUB RENTAL 9 HOLES	16	192.00	0.00	192.00	100.00	0.16%
Club Rentals Totals:	29	433.00	0.00	433.00	100.00	0.35%
Tax:		35.72				
Total:		468.72				
Department: Private Carts						
18 HOLE PRIVATE CART FEE	226	1,808.00	0.00	1,808.00	100.00	1.47%
9 HOLE PRIVATE CART FEE	7	56.00	0.00	56.00	100.00	0.05%
ANNUAL PRIVATE CART ROUND	1202	0.00	0.00	0.00	0.00	0.00%
MONTHLY PRIVATE CART FEE	29	2,030.00	0.00	2,030.00	100.00	1.65%
Private Carts Totals:	1464	3,894.00	0.00	3,894.00	100.00	3.16%
Department: Handicap Fees						
Handicap Fee	1	33.00	0.00	33.00	100.00	0.03%
Handicap Fees Totals:	1	33.00	0.00	33.00	100.00	0.03%

Tierra del Sol Golf Course
Daily Sales Detail Report
Total Club Sales (1)
From: 03/01/2023 - 12:00:00 am To: 03/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Gift Certificate						
Gift Certificate	12	1,375.00	0.00	1,375.00	100.00	1.12%
Gift Certificate (Liability)	-12	(1,375.00)	0.00	(1,375.00)	100.00	(1.12)%
Gift Certificate Totals:	0	0.00	0.00	0.00	0.00	0.00%
Department: Surcharges						
Beverage Surcharge	1	500.00	0.00	500.00	100.00	0.41%
Surcharges Totals:	1	500.00	0.00	500.00	100.00	0.41%
Department: Improvement Fund						
IMPROVEMENT FUND	2204	2,204.00	0.00	2,204.00	100.00	1.79%
Improvement Fund Totals:	2204	2,204.00	0.00	2,204.00	100.00	1.79%
Department: Memberships						
ANNUAL COUPLE	3	5,100.00	0.00	5,100.00	100.00	4.14%
18 Hole Punch Card (25)	1	550.00	0.00	550.00	100.00	0.45%
3MO SINGLE ADD MONTH	8	1,600.00	0.00	1,600.00	100.00	1.30%
3MO COUPLE ADD MONTH	21	5,250.00	0.00	5,250.00	100.00	4.27%
3MO SINGLE&CART ADD MONT	1	270.00	0.00	270.00	100.00	0.22%
3MO COUPLE&CART ADD MONTH	4	1,280.00	0.00	1,280.00	100.00	1.04%
18 Punch Card (10 Rounds)	3	660.00	0.00	660.00	100.00	0.54%
Memberships Totals:	41	14,710.00	0.00	14,710.00	100.00	11.96%
Department: Mexican Food						
Burritos	5	8.79	0.00	8.79	100.00	0.01%
Mexican Food Totals:	5	8.79	0.00	8.79	100.00	0.01%
Tax:		0.71				
Total:		9.50				
Department: Sandwiches						
Cold Sandwiches	18	49.86	19.44	30.42	61.01	0.02%
Club Sandwich	20	92.40	0.00	92.40	100.00	0.08%
Inmate Sandwiches	332	249.00	0.00	249.00	100.00	0.20%
Sandwiches Totals:	370	391.26	19.44	371.82	95.03	0.30%
Tax:		4.14				
Total:		395.40				
Department: Breakfast						
Breakfast Taco	13	21.06	8.58	12.48	59.26	0.01%
Breakfast Totals:	13	21.06	8.58	12.48	59.26	0.01%
Tax:		1.70				
Total:		22.76				
Department: Beverages						
Bottled Water	83	115.37	6.64	108.73	94.24	0.09%
16 oz. Coffee	1	1.84	0.00	1.84	100.00	0.00%
12 oz. Coffee	2	2.78	0.00	2.78	100.00	0.00%
Beverages Totals:	86	119.99	6.64	113.35	94.47	0.09%
Tax:		9.60				
Total:		129.59				
Department: Banquets						
Tournament Foods	36	1,901.50	0.00	1,901.50	100.00	1.55%
Banquets Totals:	36	1,901.50	0.00	1,901.50	100.00	1.55%
Department: Merchandise						
BELTS, MENS	3	184.95	101.44	83.51	45.15	0.07%
CAPS, MENS	19	484.73	253.76	230.97	47.65	0.19%
CARRY ALLS	1	69.95	60.00	9.95	14.22	0.01%
GLOVES	30	481.70	227.46	254.24	52.78	0.21%

Tierra del Sol Golf Course
Daily Sales Detail Report
Total Club Sales (1)

From: 03/01/2023 - 12:00:00 am To: 03/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Merchandise						
GOLF BALLS	237	2,508.59	1,773.31	735.28	29.31	0.60%
GOLF CLUBS, METALWOODS	1	299.00	261.00	38.00	12.71	0.03%
GOLF CLUBS, PUTTERS	1	99.99	61.93	38.06	38.06	0.03%
HEADCOVERS	1	34.95	18.95	16.00	45.78	0.01%
JACKETS, LADIES	8	391.66	295.25	96.41	24.62	0.08%
JACKETS, MENS	4	171.00	152.50	18.50	10.82	0.02%
MISCELLANEOUS	28	277.42	186.35	91.07	32.83	0.07%
SHIRTS, LADIES - Alpha	6	255.74	148.08	107.66	42.10	0.09%
SHIRTS, MENS	17	654.39	440.61	213.78	32.67	0.17%
SHOES, LADIES	6	416.99	365.02	51.97	12.46	0.04%
SHOES, MENS	7	439.82	300.43	139.39	31.69	0.11%
SHORTS, LADIES	6	326.74	200.60	126.14	38.61	0.10%
SHORTS, MENS	2	119.90	66.20	53.70	44.79	0.04%
SOCKS	2	29.98	15.00	14.98	49.97	0.01%
SUNGLASSES	13	365.35	165.75	199.60	54.63	0.16%
TEES	28	71.49	35.90	35.59	49.78	0.03%
TOWELS	8	194.70	165.75	28.95	14.87	0.02%
Merchandise Totals:	428	7,879.04	5,295.29	2,583.75	32.79	2.10%
Tax:		650.01				
Total:		8,529.05				
Department: Food and Beverage						
Beer & Wine	2714	7,421.14	2,872.02	4,549.12	61.30	3.70%
Food and Beverage Totals:	2714	7,421.14	2,872.02	4,549.12	61.30	3.70%
Tax:		615.17				
Total:		8,036.31				
Department: Food and Beverage						
Beverages	1602	2,415.56	837.88	1,577.68	65.31	1.28%
Food and Beverage Totals:	1602	2,415.56	837.88	1,577.68	65.31	1.28%
Tax:		198.28				
Total:		2,613.84				
Department: Food and Beverage						
Breakfast	658	1,003.42	567.55	435.87	43.44	0.35%
Food and Beverage Totals:	658	1,003.42	567.55	435.87	43.44	0.35%
Tax:		81.37				
Total:		1,084.79				
Department: Food and Beverage						
Mexican Food	117	241.18	106.49	134.69	55.85	0.11%
Food and Beverage Totals:	117	241.18	106.49	134.69	55.85	0.11%
Tax:		19.69				
Total:		260.87				
Department: Food and Beverage						
Sandwiches	356	1,502.77	456.00	1,046.77	69.66	0.85%
Food and Beverage Totals:	356	1,502.77	456.00	1,046.77	69.66	0.85%
Tax:		124.08				
Total:		1,626.85				
Department: Food and Beverage						
Snacks	497	600.41	298.13	302.28	50.35	0.25%

Tierra del Sol Golf Course
Daily Sales Detail Report
Total Club Sales (1)

From: 03/01/2023 - 12:00:00 am To: 03/31/2023 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
Department: Food and Beverage						
Food and Beverage Totals:	497	600.41	298.13	302.28	50.35	0.25%
Tax:		45.91				
Total:		646.32				
Department: Credit Card Surcharge						
Credit Card Surcharge	2671	2,098.23	0.00	2,098.23	100.00	1.71%
Credit Card Surcharge Totals:	2671	2,098.23	0.00	2,098.23	100.00	1.71%
Report Totals:		133,509.00	10,468.02	123,040.98	92.16	100.00%
Tax:		3,708.98				
Total:		137,217.98				

Cash	30,423.77	Amer Express	4,550.85
Check	10,960.00	Discover	2,240.02
Credit Book	1,262.10	Master Card	22,233.00
Gift Certificate	(657.69)	Visa	66,205.93
Credit Card	95,229.80		
Total:	**137,217.98**		**95,229.80**

6 Month Revenue Comparison Overview
October – March 2022-23 vs 2021-22

	Oct – Mar 2022-23		Oct – Mar 2021-22	
Total Golf Fees	$517,092		$470,405	
GF & CF		$359,384	$315,526	
Membership/PC/Punchcards		$157,708	$154,879	

(GF = Green Fees CF = Cart Fees PC = Private Carts)

Ancillary Spending

Range	$33,071		$25,797	
Merchandise	$30.090		$35,316	
Food & Beverage	$66,016		$54,793	
Food		$21,429		$16,534
Beverages		$44,587		$38,259

Total Income	**$663,632**		**$606,137**	
Rounds of Golf	**22,651**		**21,021**	
Green Fees	12,599			11,464
Membership	10,052			9,557

- Last 6 months YTD compared to prior year – Jan. & Feb 2 best months / Worst month November.
- Does not include sales tax and credit card surcharges.