



**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., 2<sup>ND</sup> FLOOR, PHARR, TEXAS  
COMMENCING AT 5:30 PM ON  
TUESDAY, JUNE 6, 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 months of March and April 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.

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

AGENDA REGULAR MEETING  
June 6, 2023

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](http://www.pharr-tx.gov). This Notice was posted on the 2nd day of June 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 2nd day of June 2023**



  
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., 2<sup>ND</sup> 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 7<sup>th</sup> OF MARCH, 2023, the Golf Club Advisory Board of the City of Pharr, Texas, convened in a Regular Called Meeting at City Hall, 2<sup>nd</sup> 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           | \$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           | \$84,456.49         |
| 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           |                     |
|           | <b>\$814,350.41</b> | <b>\$915,353.50</b> | <b>\$1,099,923.91</b> | <b>\$764,701.39</b> |

# 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 |
|----------------------------------|----------|------------|------------|-----------|----------|---------------|
| <b>Department: Green Fee</b>     |          |            |            |           |          |               |
| 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%         |
| TOURNAMENT 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%         |
| <b>Green Fee Totals:</b>         | 4714     | 56,081.00  | 0.00       | 56,081.00 | 100.00   | 45.58%        |
| <b>Department: Cart Fee</b>      |          |            |            |           |          |               |
| 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%         |
| <b>Cart Fee Totals:</b>          | 2761     | 23,401.65  | 0.00       | 23,401.65 | 100.00   | 19.02%        |
| <b>Tax:</b>                      |          | 1,922.60   |            |           |          |               |
| <b>Total:</b>                    |          | 25,324.25  |            |           |          |               |
| <b>Department: Driving Range</b> |          |            |            |           |          |               |
| 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%         |
| <b>Driving Range Totals:</b>     | 785      | 6,648.00   | 0.00       | 6,648.00  | 100.00   | 5.40%         |
| <b>Department: Club Rentals</b>  |          |            |            |           |          |               |
| 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%         |
| <b>Club Rentals Totals:</b>      | 29       | 433.00     | 0.00       | 433.00    | 100.00   | 0.35%         |
| <b>Tax:</b>                      |          | 35.72      |            |           |          |               |
| <b>Total:</b>                    |          | 468.72     |            |           |          |               |
| <b>Department: Private Carts</b> |          |            |            |           |          |               |
| 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%         |
| <b>Private Carts Totals:</b>     | 1464     | 3,894.00   | 0.00       | 3,894.00  | 100.00   | 3.16%         |
| <b>Department: Handicap Fees</b> |          |            |            |           |          |               |
| Handicap Fee                     | 1        | 33.00      | 0.00       | 33.00     | 100.00   | 0.03%         |
| <b>Handicap Fees Totals:</b>     | 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 |
|--------------------------------------------|----------|------------|------------|------------|----------|---------------|
| <b><u>Department: Gift Certificate</u></b> |          |            |            |            |          |               |
| 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)%       |
| <b>Gift Certificate Totals:</b>            | 0        | 0.00       | 0.00       | 0.00       | 0.00     | 0.00%         |
| <b><u>Department: Surcharges</u></b>       |          |            |            |            |          |               |
| Beverage Surcharge                         | 1        | 500.00     | 0.00       | 500.00     | 100.00   | 0.41%         |
| <b>Surcharges Totals:</b>                  | 1        | 500.00     | 0.00       | 500.00     | 100.00   | 0.41%         |
| <b><u>Department: Improvement Fund</u></b> |          |            |            |            |          |               |
| IMPROVEMENT FUND                           | 2204     | 2,204.00   | 0.00       | 2,204.00   | 100.00   | 1.79%         |
| <b>Improvement Fund Totals:</b>            | 2204     | 2,204.00   | 0.00       | 2,204.00   | 100.00   | 1.79%         |
| <b><u>Department: Memberships</u></b>      |          |            |            |            |          |               |
| 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%         |
| <b>Memberships Totals:</b>                 | 41       | 14,710.00  | 0.00       | 14,710.00  | 100.00   | 11.96%        |
| <b><u>Department: Mexican Food</u></b>     |          |            |            |            |          |               |
| Burritos                                   | 5        | 8.79       | 0.00       | 8.79       | 100.00   | 0.01%         |
| <b>Mexican Food Totals:</b>                | 5        | 8.79       | 0.00       | 8.79       | 100.00   | 0.01%         |
| <b>Tax:</b>                                |          | 0.71       |            |            |          |               |
| <b>Total:</b>                              |          | 9.50       |            |            |          |               |
| <b><u>Department: Sandwiches</u></b>       |          |            |            |            |          |               |
| 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%         |
| <b>Sandwiches Totals:</b>                  | 370      | 391.26     | 19.44      | 371.82     | 95.03    | 0.30%         |
| <b>Tax:</b>                                |          | 4.14       |            |            |          |               |
| <b>Total:</b>                              |          | 395.40     |            |            |          |               |
| <b><u>Department: Breakfast</u></b>        |          |            |            |            |          |               |
| Breakfast Taco                             | 13       | 21.06      | 8.58       | 12.48      | 59.26    | 0.01%         |
| <b>Breakfast Totals:</b>                   | 13       | 21.06      | 8.58       | 12.48      | 59.26    | 0.01%         |
| <b>Tax:</b>                                |          | 1.70       |            |            |          |               |
| <b>Total:</b>                              |          | 22.76      |            |            |          |               |
| <b><u>Department: Beverages</u></b>        |          |            |            |            |          |               |
| 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%         |
| <b>Beverages Totals:</b>                   | 86       | 119.99     | 6.64       | 113.35     | 94.47    | 0.09%         |
| <b>Tax:</b>                                |          | 9.60       |            |            |          |               |
| <b>Total:</b>                              |          | 129.59     |            |            |          |               |
| <b><u>Department: Banquets</u></b>         |          |            |            |            |          |               |
| Tournament Foods                           | 36       | 1,901.50   | 0.00       | 1,901.50   | 100.00   | 1.55%         |
| <b>Banquets Totals:</b>                    | 36       | 1,901.50   | 0.00       | 1,901.50   | 100.00   | 1.55%         |
| <b><u>Department: Merchandise</u></b>      |          |            |            |            |          |               |
| 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 |
|---------------------------------------------|-------------|-----------------|-----------------|-----------------|--------------|---------------|
| <b><u>Department: Merchandise</u></b>       |             |                 |                 |                 |              |               |
| 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%         |
| <b>Merchandise Totals:</b>                  | <b>428</b>  | <b>7,879.04</b> | <b>5,295.29</b> | <b>2,583.75</b> | <b>32.79</b> | <b>2.10%</b>  |
| <b>Tax:</b>                                 |             | <b>650.01</b>   |                 |                 |              |               |
| <b>Total:</b>                               |             | <b>8,529.05</b> |                 |                 |              |               |
| <b><u>Department: Food and Beverage</u></b> |             |                 |                 |                 |              |               |
| Beer & Wine                                 | 2714        | 7,421.14        | 2,872.02        | 4,549.12        | 61.30        | 3.70%         |
| <b>Food and Beverage Totals:</b>            | <b>2714</b> | <b>7,421.14</b> | <b>2,872.02</b> | <b>4,549.12</b> | <b>61.30</b> | <b>3.70%</b>  |
| <b>Tax:</b>                                 |             | <b>615.17</b>   |                 |                 |              |               |
| <b>Total:</b>                               |             | <b>8,036.31</b> |                 |                 |              |               |
| <b><u>Department: Food and Beverage</u></b> |             |                 |                 |                 |              |               |
| Beverages                                   | 1602        | 2,415.56        | 837.88          | 1,577.68        | 65.31        | 1.28%         |
| <b>Food and Beverage Totals:</b>            | <b>1602</b> | <b>2,415.56</b> | <b>837.88</b>   | <b>1,577.68</b> | <b>65.31</b> | <b>1.28%</b>  |
| <b>Tax:</b>                                 |             | <b>198.28</b>   |                 |                 |              |               |
| <b>Total:</b>                               |             | <b>2,613.84</b> |                 |                 |              |               |
| <b><u>Department: Food and Beverage</u></b> |             |                 |                 |                 |              |               |
| Breakfast                                   | 658         | 1,003.42        | 567.55          | 435.87          | 43.44        | 0.35%         |
| <b>Food and Beverage Totals:</b>            | <b>658</b>  | <b>1,003.42</b> | <b>567.55</b>   | <b>435.87</b>   | <b>43.44</b> | <b>0.35%</b>  |
| <b>Tax:</b>                                 |             | <b>81.37</b>    |                 |                 |              |               |
| <b>Total:</b>                               |             | <b>1,084.79</b> |                 |                 |              |               |
| <b><u>Department: Food and Beverage</u></b> |             |                 |                 |                 |              |               |
| Mexican Food                                | 117         | 241.18          | 106.49          | 134.69          | 55.85        | 0.11%         |
| <b>Food and Beverage Totals:</b>            | <b>117</b>  | <b>241.18</b>   | <b>106.49</b>   | <b>134.69</b>   | <b>55.85</b> | <b>0.11%</b>  |
| <b>Tax:</b>                                 |             | <b>19.69</b>    |                 |                 |              |               |
| <b>Total:</b>                               |             | <b>260.87</b>   |                 |                 |              |               |
| <b><u>Department: Food and Beverage</u></b> |             |                 |                 |                 |              |               |
| Sandwiches                                  | 356         | 1,502.77        | 456.00          | 1,046.77        | 69.66        | 0.85%         |
| <b>Food and Beverage Totals:</b>            | <b>356</b>  | <b>1,502.77</b> | <b>456.00</b>   | <b>1,046.77</b> | <b>69.66</b> | <b>0.85%</b>  |
| <b>Tax:</b>                                 |             | <b>124.08</b>   |                 |                 |              |               |
| <b>Total:</b>                               |             | <b>1,626.85</b> |                 |                 |              |               |
| <b><u>Department: Food and Beverage</u></b> |             |                 |                 |                 |              |               |
| 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 |
|------------------------------------------|-------------------|--------------|------------|------------------|----------|---------------|
| <b>Department: Food and Beverage</b>     |                   |              |            |                  |          |               |
| <b>Food and Beverage Totals:</b>         | 497               | 600.41       | 298.13     | 302.28           | 50.35    | 0.25%         |
| <b>Tax:</b>                              |                   | 45.91        |            |                  |          |               |
| <b>Total:</b>                            |                   | 646.32       |            |                  |          |               |
| <b>Department: Credit Card Surcharge</b> |                   |              |            |                  |          |               |
| Credit Card Surcharge                    | 2671              | 2,098.23     | 0.00       | 2,098.23         | 100.00   | 1.71%         |
| <b>Credit Card Surcharge Totals:</b>     | 2671              | 2,098.23     | 0.00       | 2,098.23         | 100.00   | 1.71%         |
| <b>Report Totals:</b>                    |                   | 133,509.00   | 10,468.02  | 123,040.98       | 92.16    | 100.00%       |
| <b>Tax:</b>                              |                   | 3,708.98     |            |                  |          |               |
| <b>Total:</b>                            |                   | 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         |              |            |                  |          |               |
| <b>Total:</b>                            | <b>137,217.98</b> |              |            | <b>95,229.80</b> |          |               |

# Tierra del Sol Golf Course

## Daily Sales Detail Report

## Total Club Sales (1)

From: 04/01/2023 - 12:00:00 am To: 04/30/2023 - 11:59:59 pm

| Category:                           | Quantity    | Gross Rev.       | Total Cost  | Net Rev.         | Profit % % of Business |
|-------------------------------------|-------------|------------------|-------------|------------------|------------------------|
| <b>Department: Green Fee</b>        |             |                  |             |                  |                        |
| 18 Green Fee                        | 931         | 23,275.00        | 0.00        | 23,275.00        | 30.08%                 |
| 18 Junior Fee                       | 24          | 288.00           | 0.00        | 288.00           | 0.37%                  |
| 9 Green Fee                         | 318         | 5,088.00         | 0.00        | 5,088.00         | 6.58%                  |
| 9 Junior Fee                        | 37          | 333.00           | 0.00        | 333.00           | 0.43%                  |
| Twilight Green Fee                  | 346         | 5,190.00         | 0.00        | 5,190.00         | 6.71%                  |
| Group Rate Fee                      | 116         | 2,320.00         | 0.00        | 2,320.00         | 3.00%                  |
| Promo Green Fee 9/18                | 62          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| High School                         | 38          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| ANNUAL RD.                          | 416         | 0.00             | 0.00        | 0.00             | 0.00%                  |
| 9 HOLE PUNCH                        | 10          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| 18 HOLE PUNCH                       | 20          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| Replay 9 or 18                      | 9           | 99.00            | 0.00        | 99.00            | 0.13%                  |
| SUNDOWNER GREEN FEE-NM              | 122         | 955.06           | 0.00        | 955.06           | 1.23%                  |
| VOLUNTEER RD.                       | 28          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| Youth on course 9 or 18             | 2           | 33.00            | 0.00        | 33.00            | 0.04%                  |
| <b>Green Fee Totals:</b>            | <b>2479</b> | <b>37,581.06</b> | <b>0.00</b> | <b>37,581.06</b> | <b>48.57%</b>          |
| <b>Department: Cart Fee</b>         |             |                  |             |                  |                        |
| 18 Hole Shared Cart                 | 1042        | 11,555.78        | 0.00        | 11,555.78        | 14.93%                 |
| 9 Hole Shared Cart                  | 401         | 2,963.39         | 0.00        | 2,963.39         | 3.83%                  |
| Spectator Cart Fee                  | 2           | 44.34            | 0.00        | 44.34            | 0.06%                  |
| ANNUAL SHARED CART                  | 85          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| Non Playing Rider 9 hole            | 1           | 7.39             | 0.00        | 7.39             | 0.01%                  |
| SUNDOWNER SHARED CART               | 122         | 563.64           | 0.00        | 563.64           | 0.73%                  |
| Promo Shared Cart 9/18              | 44          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| Non Playing Rider 18 hole           | 1           | 11.09            | 0.00        | 11.09            | 0.01%                  |
| Twilight Cart Fee                   | 345         | 3,826.05         | 0.00        | 3,826.05         | 4.94%                  |
| VOLUNTEER SHARED CART               | 28          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| <b>Cart Fee Totals:</b>             | <b>2071</b> | <b>18,971.68</b> | <b>0.00</b> | <b>18,971.68</b> | <b>24.52%</b>          |
| <b>Tax:</b>                         |             | <b>1,558.32</b>  |             |                  |                        |
| <b>Total:</b>                       |             | <b>20,530.00</b> |             |                  |                        |
| <b>Department: Driving Range</b>    |             |                  |             |                  |                        |
| Small Bucket                        | 149         | 745.00           | 0.00        | 745.00           | 0.96%                  |
| Large Bucket                        | 265         | 2,385.00         | 0.00        | 2,385.00         | 3.08%                  |
| School Practice Fee                 | 1           | 175.00           | 0.00        | 175.00           | 0.23%                  |
| RANGE BUCKET MEMBERSHIP             | 58          | 0.00             | 0.00        | 0.00             | 0.00%                  |
| Hot Sack Warm Up 20 Balls           | 6           | 18.00            | 0.00        | 18.00            | 0.02%                  |
| 10 LGE BUCKET PUNCH CARD            | 3           | 225.00           | 0.00        | 225.00           | 0.29%                  |
| <b>Driving Range Totals:</b>        | <b>482</b>  | <b>3,548.00</b>  | <b>0.00</b> | <b>3,548.00</b>  | <b>4.59%</b>           |
| <b>Department: Club Rentals</b>     |             |                  |             |                  |                        |
| CLUB RENTAL 18 HOLES                | 8           | 160.00           | 0.00        | 160.00           | 0.21%                  |
| CLUB RENTAL 9 HOLES                 | 13          | 156.00           | 0.00        | 156.00           | 0.20%                  |
| <b>Club Rentals Totals:</b>         | <b>21</b>   | <b>316.00</b>    | <b>0.00</b> | <b>316.00</b>    | <b>0.41%</b>           |
| <b>Tax:</b>                         |             | <b>26.07</b>     |             |                  |                        |
| <b>Total:</b>                       |             | <b>342.07</b>    |             |                  |                        |
| <b>Department: Private Carts</b>    |             |                  |             |                  |                        |
| 18 HOLE PRIVATE CART FEE            | 82          | 656.00           | 0.00        | 656.00           | 0.85%                  |
| 9 HOLE PRIVATE CART FEE             | 2           | 16.00            | 0.00        | 16.00            | 0.02%                  |
| ANNUAL PRIVATE CART ROUND           | 277         | 0.00             | 0.00        | 0.00             | 0.00%                  |
| MONTHLY PRIVATE CART FEE            | 5           | 350.00           | 0.00        | 350.00           | 0.45%                  |
| <b>Private Carts Totals:</b>        | <b>366</b>  | <b>1,022.00</b>  | <b>0.00</b> | <b>1,022.00</b>  | <b>1.32%</b>           |
| <b>Department: Improvement Fund</b> |             |                  |             |                  |                        |
| IMPROVEMENT FUND                    | 1730        | 1,730.00         | 0.00        | 1,730.00         | 2.24%                  |

## Tierra del Sol Golf Course

## Daily Sales Detail Report

Total Club Sales (1)

From: 04/01/2023 - 12:00:00 am To: 04/30/2023 - 11:59:59 pm

| Category:                                     | Quantity | Gross Rev. | Total Cost | Net Rev. | Profit % | % of Business |
|-----------------------------------------------|----------|------------|------------|----------|----------|---------------|
| <b><u>Department: Improvement Fund</u></b>    |          |            |            |          |          |               |
| Improvement Fund Totals:                      | 1730     | 1,730.00   | 0.00       | 1,730.00 | 100.00   | 2.24%         |
| <b><u>Department: Tournament Outtings</u></b> |          |            |            |          |          |               |
| Sundowner Prize Money                         | 122      | 976.00     | 0.00       | 976.00   | 100.00   | 1.26%         |
| Tournament Outtings Totals:                   | 122      | 976.00     | 0.00       | 976.00   | 100.00   | 1.26%         |
| <b><u>Department: Memberships</u></b>         |          |            |            |          |          |               |
| ANNUAL SINGLE                                 | 2        | 2,200.00   | 0.00       | 2,200.00 | 100.00   | 2.84%         |
| 9 Hole Punch Card (25)                        | 2        | 730.00     | 0.00       | 730.00   | 100.00   | 0.94%         |
| 3MO SINGLE ADD MONTH                          | 2        | 400.00     | 0.00       | 400.00   | 100.00   | 0.52%         |
| 3MO COUPLE ADD MONTH                          | 3        | 750.00     | 0.00       | 750.00   | 100.00   | 0.97%         |
| 18 Punch Card (10 Rounds)                     | 1        | 220.00     | 0.00       | 220.00   | 100.00   | 0.28%         |
| Memberships Totals:                           | 10       | 4,300.00   | 0.00       | 4,300.00 | 100.00   | 5.56%         |
| <b><u>Department: Mexican Food</u></b>        |          |            |            |          |          |               |
| Burritos                                      | 2        | 3.70       | 0.00       | 3.70     | 100.00   | 0.00%         |
| Mexican Food Totals:                          | 2        | 3.70       | 0.00       | 3.70     | 100.00   | 0.00%         |
| Tax:                                          |          | 0.30       |            |          |          |               |
| Total:                                        |          | 4.00       |            |          |          |               |
| <b><u>Department: Sandwiches</u></b>          |          |            |            |          |          |               |
| Cold Sandwiches                               | 10       | 27.70      | 10.80      | 16.90    | 61.01    | 0.02%         |
| Sundowner Plate                               | 1        | 582.85     | 0.00       | 582.85   | 100.00   | 0.75%         |
| Sandwiches Totals:                            | 11       | 610.55     | 10.80      | 599.75   | 98.23    | 0.78%         |
| Tax:                                          |          | 50.39      |            |          |          |               |
| Total:                                        |          | 660.94     |            |          |          |               |
| <b><u>Department: Breakfast</u></b>           |          |            |            |          |          |               |
| Breakfast Taco                                | 2        | 3.24       | 1.32       | 1.92     | 59.26    | 0.00%         |
| Breakfast Totals:                             | 2        | 3.24       | 1.32       | 1.92     | 59.26    | 0.00%         |
| Tax:                                          |          | 0.26       |            |          |          |               |
| Total:                                        |          | 3.50       |            |          |          |               |
| <b><u>Department: Beverages</u></b>           |          |            |            |          |          |               |
| Bottled Water                                 | 75       | 104.36     | 6.00       | 98.36    | 94.25    | 0.13%         |
| Beverages Totals:                             | 75       | 104.36     | 6.00       | 98.36    | 94.25    | 0.13%         |
| Tax:                                          |          | 8.32       |            |          |          |               |
| Total:                                        |          | 112.68     |            |          |          |               |
| <b><u>Department: Banquets</u></b>            |          |            |            |          |          |               |
| Tournament Foods                              | 1        | 165.75     | 0.00       | 165.75   | 100.00   | 0.21%         |
| Banquets Totals:                              | 1        | 165.75     | 0.00       | 165.75   | 100.00   | 0.21%         |
| <b><u>Department: Merchandise</u></b>         |          |            |            |          |          |               |
| CAPS, MENS                                    | 8        | 214.42     | 125.46     | 88.96    | 41.49    | 0.11%         |
| GLOVES                                        | 19       | 301.81     | 141.71     | 160.10   | 53.05    | 0.21%         |
| GOLF BALLS                                    | 155      | 1,921.50   | 1,425.06   | 496.44   | 25.84    | 0.64%         |
| GOLF CLUBS, PUTTERS                           | 1        | 199.00     | 187.31     | 11.69    | 5.87     | 0.02%         |
| JACKETS, LADIES                               | 1        | 48.99      | 39.00      | 9.99     | 20.39    | 0.01%         |
| MISCELLANEOUS                                 | 7        | 57.23      | 30.48      | 26.75    | 46.74    | 0.03%         |
| SHIRTS, LADIES - Alpha                        | 2        | 76.94      | 60.00      | 16.94    | 22.02    | 0.02%         |
| SHIRTS, MENS                                  | 11       | 406.12     | 298.19     | 107.93   | 26.58    | 0.14%         |
| SHOES, MENS                                   | 1        | 99.95      | 60.00      | 39.95    | 39.97    | 0.05%         |
| SHORTS, MENS                                  | 1        | 59.95      | 33.10      | 26.85    | 44.79    | 0.03%         |
| SUNGLASSES                                    | 6        | 167.70     | 76.25      | 91.45    | 54.53    | 0.12%         |
| TEES                                          | 23       | 52.07      | 26.50      | 25.57    | 49.11    | 0.03%         |
| TOWELS                                        | 2        | 38.45      | 18.50      | 19.95    | 51.89    | 0.03%         |

# Tierra del Sol Golf Course

## Daily Sales Detail Report

Total Club Sales (1)

From: 04/01/2023 - 12:00:00 am To: 04/30/2023 - 11:59:59 pm

| Category:                                | Quantity  | Gross Rev.   | Total Cost | Net Rev.  | Profit % | % of Business |
|------------------------------------------|-----------|--------------|------------|-----------|----------|---------------|
| <b>Department: Merchandise</b>           |           |              |            |           |          |               |
| Merchandise Totals:                      | 237       | 3,644.13     | 2,521.56   | 1,122.57  | 30.80    | 1.45%         |
| Tax:                                     |           | 300.70       |            |           |          |               |
| Total:                                   |           | 3,944.83     |            |           |          |               |
| <b>Department: Food and Beverage</b>     |           |              |            |           |          |               |
| Beer & Wine                              | 1604      | 4,375.05     | 1,675.84   | 2,699.21  | 61.70    | 3.49%         |
| Food and Beverage Totals:                | 1604      | 4,375.05     | 1,675.84   | 2,699.21  | 61.70    | 3.49%         |
| Tax:                                     |           | 362.41       |            |           |          |               |
| Total:                                   |           | 4,737.46     |            |           |          |               |
| <b>Department: Food and Beverage</b>     |           |              |            |           |          |               |
| Beverages                                | 1186      | 1,954.43     | 716.75     | 1,237.68  | 63.33    | 1.60%         |
| Food and Beverage Totals:                | 1186      | 1,954.43     | 716.75     | 1,237.68  | 63.33    | 1.60%         |
| Tax:                                     |           | 161.80       |            |           |          |               |
| Total:                                   |           | 2,116.23     |            |           |          |               |
| <b>Department: Food and Beverage</b>     |           |              |            |           |          |               |
| Breakfast                                | 520       | 764.84       | 439.37     | 325.47    | 42.55    | 0.42%         |
| Food and Beverage Totals:                | 520       | 764.84       | 439.37     | 325.47    | 42.55    | 0.42%         |
| Tax:                                     |           | 62.04        |            |           |          |               |
| Total:                                   |           | 826.88       |            |           |          |               |
| <b>Department: Food and Beverage</b>     |           |              |            |           |          |               |
| Mexican Food                             | 120       | 249.75       | 110.70     | 139.05    | 55.68    | 0.18%         |
| Food and Beverage Totals:                | 120       | 249.75       | 110.70     | 139.05    | 55.68    | 0.18%         |
| Tax:                                     |           | 20.40        |            |           |          |               |
| Total:                                   |           | 270.15       |            |           |          |               |
| <b>Department: Food and Beverage</b>     |           |              |            |           |          |               |
| Sandwiches                               | 249       | 1,030.72     | 303.60     | 727.12    | 70.54    | 0.94%         |
| Food and Beverage Totals:                | 249       | 1,030.72     | 303.60     | 727.12    | 70.54    | 0.94%         |
| Tax:                                     |           | 85.23        |            |           |          |               |
| Total:                                   |           | 1,115.95     |            |           |          |               |
| <b>Department: Food and Beverage</b>     |           |              |            |           |          |               |
| Snacks                                   | 355       | 434.47       | 218.70     | 215.77    | 49.66    | 0.28%         |
| Food and Beverage Totals:                | 355       | 434.47       | 218.70     | 215.77    | 49.66    | 0.28%         |
| Tax:                                     |           | 34.52        |            |           |          |               |
| Total:                                   |           | 468.99       |            |           |          |               |
| <b>Department: Credit Card Surcharge</b> |           |              |            |           |          |               |
| Credit Card Surcharge                    | 2234      | 1,598.86     | 0.00       | 1,598.86  | 100.00   | 2.07%         |
| Credit Card Surcharge Totals:            | 2234      | 1,598.86     | 0.00       | 1,598.86  | 100.00   | 2.07%         |
| Report Totals:                           |           | 83,384.59    | 6,004.64   | 77,379.95 | 92.80    | 100.00%       |
| Tax:                                     |           | 2,670.76     |            |           |          |               |
| Total:                                   |           | 86,055.35    |            |           |          |               |
|                                          |           |              |            |           |          |               |
| Cash                                     | 18,710.09 | Amer Express | 5,922.06   |           |          |               |
| Check                                    | 688.75    | Discover     | 2,345.68   |           |          |               |
| Credit Book                              | 81.31     | Master Card  | 16,510.81  |           |          |               |
| Gift Certificate                         | 249.37    | Visa         | 41,547.28  |           |          |               |
| Credit Card                              | 66,325.83 |              |            |           |          |               |
| Total:                                   | 86,055.35 |              |            | 66,325.83 |          |               |