

**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, SEPTEMBER 2, 2025**

*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 August 5, 2025 - Regular Called Meeting
- B) Status Report - Revenue and Expenditure History Summary Report through the month of July 2025
- C) Status Report - Golf Course, Pro Shop and Kitchen Operations
- D) Board Comments

**3. ADJOURNMENT:**

**NOTICE OF ASSISTANCE AT THE PUBLIC MEETING**


City Hall is wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact the City Clerk's Office at 956-402-4200 Ext 1201 or FAX 956-475-3442 or Email [cityclerksoffice@pharr-tx.gov](mailto:cityclerksoffice@pharr-tx.gov) for further information. Braille is not available.

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 26<sup>th</sup> day of August 2025 at 5:30 p.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).

AGENDA REGULAR MEETING  
September 2, 2025



WITNESS MY HAND AND SEAL, this 26<sup>th</sup> day of August 2025

  
\_\_\_\_\_  
ALESSANDRA GARCIA, CPM  
ASSISTANT CITY CLERK

I certify that the attached notice and agenda of items to be considered by the Golf Course Advisory Board was removed from the bulletin board of City Hall on the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_ by,

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**MINUTES  
REGULAR CALLED MEETING  
TIERRA DEL SOL GOLF CLUB ADVISORY BOARD  
AUGUST 5, 2025, 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 Tuesday, August 5, 2025, at 5:30 p.m. and the following is the record of attendance.

**MEMBERS PRESENT:** Ricardo Medina  
Rudy Martinez  
Jorge Gonzalez  
Myla Anderson  
Carlos Alanis  
Rocky Benavidez

**ABSENT MEMBER:** Michael Pacheco  
Jaime Villarreal  
Xavier Garcia

**STAFF PRESENT:** Will Borowski, Golf Course Manager  
Arturo Lopez, Golf Course Superintendent  
Maritza Gutierrez, Administrative Assistant  
Elva Guajardo, Administrative Assistant  
Juan Salas, Golf Course Assistant Superintendent

**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 Jorge Gonzalez moved to excuse the absent board members. Board Member Rudy Martinez seconded the motion and when put to a vote, it was carried unanimously.

**ITEM 2. ADMINISTRATIVE**

**A) APPROVAL OF MINUTES FOR JUNE 3, 2025 - REGULAR CALLED MEETING**

Chairman Ricardo Medina introduced the item.

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

**B) STATUS REPORT - REVENUE AND EXPENDITURE HISTORY SUMMARY REPORT THROUGH THE MONTH OF JUNE 2025**

Chairman Ricardo Medina introduced the item.

Will Borowski, Golf Course Manager, went over the revenue and expenditures report through the month of June 2025, worksheet. He stated that as of June 2025, the revenues less expenditures were at -\$111,049.39 for Fiscal Year 2024-2025 budget. A brief discussion was then held regarding the fiscal budget.

**C) STATUS REPORT - GOLF COURSE, PROSHOP AND KITCHEN OPERATIONS**

Chairman Ricardo Medina introduced the item.

Will Borowski, Golf Course Manager, provided a PowerPoint presentation that entailed: financial report, front gate completion and, fairway recovery for hole #4. He then reminded the board that the golf course would remain closed on Mondays for the month of August. A brief discussion was then held regarding the golf course operations.

Arturo Lopez, Golf Course Superintendent, gave a brief report on the worksheet provided to the board regarding maintenance his staff was working on. The board had no questions.

**D) BOARD COMMENTS**

Chairman Ricardo Medina introduced the item. There were no board comments.

**ITEM 3. ADJOURNMENT**

There being no other business to come before the board, Board Member Jorge Gonzalez moved to adjourn. Board Member Rudy Martinez seconded the motion and when put to a vote, it was carried unanimously. Meeting adjourned at 5:57 p.m.

**GOLF COURSE COMMITTEE**

\_\_\_\_\_  
Ricardo Medina, Chairman

**ATTEST:**

\_\_\_\_\_  
Jorge Gonzalez, Vice-Chairman

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

**ON THIS THE 5<sup>th</sup> DAY OF AUGUST, 2025**, 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 **Maritza Gutierrez, Parks and Recreation Executive Administrative Assistant, of the City of Pharr, Texas**, certify that this is true and correct copy of the minutes.

**ATTEST:**

\_\_\_\_\_  
Maritza Gutierrez  
Executive Administrative Assistant

**APPROVED DATE:** \_\_\_\_\_



### Revenue & Expenditure History Summary



FY 2023-2024	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenditures
October	\$95,189.14	\$102,467.42	-\$7,278.28	-\$7,278.28
November	\$96,027.29	\$131,251.70	-\$35,224.41	-\$42,502.69
December	\$113,769.33	\$154,538.17	-\$40,768.84	-\$83,271.53
January	\$95,771.78	\$93,631.92	\$2,139.86	-\$81,131.67
February	\$104,342.73	\$96,225.62	\$8,117.11	-\$73,014.56
March	\$123,590.66	\$286,588.08	-\$162,997.42	-\$236,011.98
April	\$73,172.91	\$98,116.81	-\$24,943.90	-\$260,955.88
May	\$74,067.47	\$115,462.79	-\$41,395.32	-\$302,351.20
June	\$49,534.11	\$78,504.62	-\$28,970.51	-\$331,321.71
July	\$50,292.07	\$82,617.77	-\$32,325.70	-\$363,647.41
August	\$59,303.09	\$75,150.44	-\$15,847.35	-\$379,494.76
September	\$53,808.77	\$76,110.61	-\$22,301.84	-\$401,796.60
<b>Totals</b>	<b>\$988,869.35</b>	<b>\$1,390,665.95</b>	<b>-\$401,796.60</b>	



### Revenue & Expenditure History Summary



FY 2024-2025	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenditures
October	\$99,844.19	\$82,964.88	\$16,879.31	\$16,879.31
November	\$117,788.40	\$108,318.62	\$9,469.78	\$26,349.09
December	\$89,016.66	\$91,268.82	-\$2,252.16	\$24,096.93
January	\$93,410.72	\$108,961.39	-\$15,550.67	\$8,546.26
February	\$86,451.71	\$124,384.58	-\$37,932.87	-\$29,386.61
March	\$106,199.93	\$108,655.35	-\$2,455.42	-\$31,842.03
April	\$80,965.01	\$82,840.60	-\$1,875.59	-\$33,717.62
May	\$80,842.56	\$133,363.52	-\$52,520.96	-\$86,238.58
June	\$64,412.30	\$89,223.11	-\$24,810.81	-\$111,049.39
July	\$65,154.68	\$100,822.73	-\$35,668.05	-\$146,717.44
August				\$0.00
September				\$0.00
<b>Totals</b>	<b>\$884,086.16</b>	<b>\$1,030,803.60</b>	<b>-\$146,717.44</b>	



Pharr, TX

# Budget Report Account Summary

For Fiscal: 10/2024-9/2025 Period Ending: 07/31/2025

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
<b>Fund: 75 - PHARR GOLF COURSE FUND</b>							
<b>Expense</b>							
<a href="#">75-51000-1100-000</a>	SALARIES	589,600.00	596,600.00	40,899.23	447,940.14	148,659.86	24.92 %
<a href="#">75-51000-1104-000</a>	OVERTIME/WORK STUDY	10,500.00	8,500.00	1,429.41	9,899.03	-1,399.03	-16.46 %
<a href="#">75-51000-1105-000</a>	F I C A	45,100.00	45,100.00	3,144.13	34,138.34	10,961.66	24.31 %
<a href="#">75-51000-1106-001</a>	GOLF INSURANCE - UNITED HEALTH	118,100.00	118,100.00	50.83	6,746.49	111,353.51	94.29 %
<a href="#">75-51000-1107-000</a>	ANNUAL WORK COMP INSURANCE	17,200.00	17,200.00	0.00	0.00	17,200.00	100.00 %
<a href="#">75-51000-1108-000</a>	TEC TAXES	4,300.00	4,300.00	70.90	2,338.50	1,961.50	45.62 %
<a href="#">75-51000-1110-000</a>	UNIFORMS	2,700.00	2,700.00	606.88	6,308.97	-3,608.97	-133.67 %
<a href="#">75-51000-1114-001</a>	FRONTIER	15,400.00	15,400.00	0.00	14,224.01	1,175.99	7.64 %
<a href="#">75-51000-1115-000</a>	EMPLOYEES RETIREMENT	58,700.00	58,700.00	4,674.88	50,531.19	8,168.81	13.92 %
<a href="#">75-51000-1122-000</a>	EAP-ASSISTANCE PROGRAM	400.00	400.00	0.00	1.34	398.66	99.67 %
<a href="#">75-51000-1123-000</a>	HEALTHIEST YOU	1,600.00	1,600.00	117.50	1,149.05	450.95	28.18 %
<a href="#">75-51000-2201-000</a>	OFFICE SUPPLIES	1,600.00	1,600.00	327.68	1,277.00	323.00	20.19 %
<a href="#">75-51000-2202-000</a>	POSTAGE	100.00	100.00	0.00	0.00	100.00	100.00 %
<a href="#">75-51000-2203-000</a>	SMALL TOOLS	600.00	600.00	0.00	803.51	-203.51	-33.92 %
<a href="#">75-51000-2206-000</a>	JANITORIAL SUPPLIES	7,500.00	7,500.00	489.30	4,844.74	2,655.26	35.40 %
<a href="#">75-51000-2207-000</a>	CHEMICALS	29,900.00	34,900.00	0.00	35,153.48	-253.48	-0.73 %
<a href="#">75-51000-2208-000</a>	OTHER OPERATING SUPPLIES	26,500.00	51,500.00	638.36	47,245.81	4,254.19	8.26 %
<a href="#">75-51000-2217-000</a>	BEER FOR RE-SALE	15,600.00	18,600.00	1,038.98	17,180.72	1,419.28	7.63 %
<a href="#">75-51000-2218-000</a>	SNACK BAR SUPPLIES	41,900.00	31,900.00	1,152.60	23,843.12	8,056.88	25.26 %
<a href="#">75-51000-2219-000</a>	PRO SHOP RE-SALE ITEMS	30,800.00	47,800.00	2,431.34	48,046.89	-246.89	-0.52 %
<a href="#">75-51000-2220-000</a>	NON-CAPITAL EQUIP & SUPPLIES	1,600.00	1,600.00	0.00	0.00	1,600.00	100.00 %
<a href="#">75-51000-3301-000</a>	BUILDING MAINTENANCE	20,100.00	15,100.00	6,658.16	14,247.68	852.32	5.64 %
<a href="#">75-51000-3302-000</a>	EQUIPMENT MAINTENANCE	27,200.00	22,200.00	2,929.22	21,236.77	963.23	4.34 %
<a href="#">75-51000-3305-000</a>	IRRIGATION REPAIRS	26,900.00	21,900.00	2,612.12	18,084.19	3,815.81	17.42 %
<a href="#">75-51000-4401-000</a>	OFFICE EQUIPMENT RENTALS	500.00	500.00	0.00	283.03	216.97	43.39 %
<a href="#">75-51000-4402-000</a>	OTHER EQUIPMENT RENTALS	71,400.00	71,400.00	16,468.24	104,607.06	-33,207.06	-46.51 %
<a href="#">75-51000-5502-000</a>	ADVERTISING	1,100.00	1,100.00	0.00	231.94	868.06	78.91 %
<a href="#">75-51000-5503-000</a>	TRAINING & TRAVEL	300.00	300.00	0.00	0.00	300.00	100.00 %
<a href="#">75-51000-5505-000</a>	DUES & PUBLICATIONS	3,400.00	8,400.00	627.20	5,921.10	2,478.90	29.51 %
<a href="#">75-51000-5507-000</a>	UTILITIES	10,100.00	10,100.00	564.21	8,358.66	1,741.34	17.24 %
<a href="#">75-51000-5507-001</a>	ELECTRICITY	36,100.00	36,100.00	3,362.13	30,066.62	6,033.38	16.71 %
<a href="#">75-51000-5532-000</a>	INSURANCE	17,800.00	17,800.00	0.00	0.00	17,800.00	100.00 %
<a href="#">75-51000-5535-000</a>	BANK SERVICE CHARGES	25,700.00	25,700.00	1,900.71	21,871.30	3,828.70	14.90 %
<a href="#">75-51000-5537-000</a>	CASH SHORT/OVER	0.00	0.00	0.00	6.00	-6.00	0.00 %
<a href="#">75-51000-6601-000</a>	GAS & OIL	100.00	15,100.00	1,200.19	14,656.96	443.04	2.93 %
<a href="#">75-51000-6603-000</a>	CITY GARAGE REPAIRS	14,300.00	9,300.00	0.00	0.00	9,300.00	100.00 %
<a href="#">75-51000-7701-000</a>	LEASE PURCHASE - PRINCIPAL	43,400.00	43,400.00	4,204.88	25,933.46	17,466.54	40.25 %
<a href="#">75-51000-7703-000</a>	LEASE PURCHASE - INTEREST	3,400.00	3,400.00	267.48	1,678.94	1,721.06	50.62 %
<a href="#">75-51000-8805-000</a>	SITE IMPROVEMENTS	244,100.00	219,100.00	2,956.17	160,121.67	58,978.33	26.92 %
	<b>Expense Total:</b>	<b>1,565,600.00</b>	<b>1,585,600.00</b>	<b>100,822.73</b>	<b>1,178,977.71</b>	<b>406,622.29</b>	<b>25.64 %</b>
	<b>Fund: 75 - PHARR GOLF COURSE FUND Total:</b>	<b>1,565,600.00</b>	<b>1,585,600.00</b>	<b>100,822.73</b>	<b>1,178,977.71</b>	<b>406,622.29</b>	<b>25.64 %</b>
	<b>Report Total:</b>	<b>1,565,600.00</b>	<b>1,585,600.00</b>	<b>100,822.73</b>	<b>1,178,977.71</b>	<b>406,622.29</b>	<b>25.64 %</b>

## Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance	
					Favorable (Unfavorable)	Percent Remaining
75 - PHARR GOLF COURSE FUND	1,565,600.00	1,585,600.00	100,822.73	1,178,977.71	406,622.29	25.64 %
<b>Report Total:</b>	<b>1,565,600.00</b>	<b>1,585,600.00</b>	<b>100,822.73</b>	<b>1,178,977.71</b>	<b>406,622.29</b>	<b>25.64 %</b>

**Tierra del Sol Golf Course**  
**Daily Sales Detail Report**

Total Club Sales (1)

From: 07/01/2025 - 12:00:00 am To: 07/31/2025 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business	
<b><u>Department: Green Fee</u></b>						
18 Green Fee	553	13,825.00	0.00	13,825.00	100.00	24.08%
18 Junior Fee	14	210.00	0.00	210.00	100.00	0.37%
9 Green Fee	308	4,928.00	0.00	4,928.00	100.00	8.58%
9 Junior Fee	16	160.00	0.00	160.00	100.00	0.28%
Twilight Green Fee	427	6,405.00	0.00	6,405.00	100.00	11.16%
Raincheck GREEN FEE	1	0.00	0.00	0.00	0.00	0.00%
REPLAY 18 HOLES	29	580.00	0.00	580.00	100.00	1.01%
Group Rate Fee	18	630.00	0.00	630.00	100.00	1.10%
Promo Green Fee 9/18	33	0.00	0.00	0.00	0.00	0.00%
PGA COMP RD.	1	0.00	0.00	0.00	0.00	0.00%
ANNUAL RD.	87	0.00	0.00	0.00	0.00	0.00%
TOURNAMENT GREEN FEE	37	725.00	0.00	725.00	100.00	1.26%
VOLUNTEER RD.	4	0.00	0.00	0.00	0.00	0.00%
SUNDOWNER GREEN FEE-NM	48	480.00	0.00	480.00	100.00	0.84%
Summer Golf Camp	67	0.00	0.00	0.00	0.00	0.00%
Youth on course 9 or 18	5	31.00	0.00	31.00	100.00	0.05%
<b>Green Fee Totals:</b>	<b>1648</b>	<b>27,974.00</b>	<b>0.00</b>	<b>27,974.00</b>	<b>100.00</b>	<b>48.72%</b>
<b><u>Department: Cart Fee</u></b>						
18 Hole Shared Cart	585	8,108.10	0.00	8,108.10	100.00	14.12%
9 Hole Shared Cart	333	3,076.92	0.00	3,076.92	100.00	5.36%
ANNUAL SHARED CART	76	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 9 hole	5	46.20	0.00	46.20	100.00	0.08%
Non Playing Rider 18 hole	1	13.86	0.00	13.86	100.00	0.02%
Promo Shared Cart 9/18	30	0.00	0.00	0.00	0.00	0.00%
Twilight Cart Fee	427	4,735.43	0.00	4,735.43	100.00	8.25%
VOLUNTEER SHARED CART	4	0.00	0.00	0.00	0.00	0.00%
<b>Cart Fee Totals:</b>	<b>1461</b>	<b>15,980.51</b>	<b>0.00</b>	<b>15,980.51</b>	<b>100.00</b>	<b>27.83%</b>
<b>Tax:</b>		<b>1,313.59</b>				
<b>Total:</b>		<b>17,294.10</b>				
<b><u>Department: Driving Range</u></b>						
Small Bucket	2	10.00	0.00	10.00	100.00	0.02%
Large Bucket	1	10.00	0.00	10.00	100.00	0.02%
RANGE BUCKET MEMBERSHIP	1	0.00	0.00	0.00	0.00	0.00%
<b>Driving Range Totals:</b>	<b>4</b>	<b>20.00</b>	<b>0.00</b>	<b>20.00</b>	<b>100.00</b>	<b>0.03%</b>
<b><u>Department: Club Rentals</u></b>						
CLUB RENTAL 18 HOLES	15	554.25	0.00	554.25	100.00	0.97%
RANGE/TWILIGHT RENTAL	15	277.20	0.00	277.20	100.00	0.48%
CLUB RENTAL 9 HOLES	13	324.22	0.00	324.22	100.00	0.56%
<b>Club Rentals Totals:</b>	<b>43</b>	<b>1,155.67</b>	<b>0.00</b>	<b>1,155.67</b>	<b>100.00</b>	<b>2.01%</b>
<b>Tax:</b>		<b>95.33</b>				
<b>Total:</b>		<b>1,251.00</b>				
<b><u>Department: Private Carts</u></b>						
18 HOLE PRIVATE CART FEE	9	90.00	0.00	90.00	100.00	0.16%
<b>Private Carts Totals:</b>	<b>9</b>	<b>90.00</b>	<b>0.00</b>	<b>90.00</b>	<b>100.00</b>	<b>0.16%</b>
<b><u>Department: Improvement Fund</u></b>						
IMPROVEMENT FUND	1271	1,271.00	0.00	1,271.00	100.00	2.21%
<b>Improvement Fund Totals:</b>	<b>1271</b>	<b>1,271.00</b>	<b>0.00</b>	<b>1,271.00</b>	<b>100.00</b>	<b>2.21%</b>
<b><u>Department: Tournament Outtings</u></b>						
Sundowner Prize Money	59	708.00	0.00	708.00	100.00	1.23%
<b>Tournament Outtings Totals:</b>	<b>59</b>	<b>708.00</b>	<b>0.00</b>	<b>708.00</b>	<b>100.00</b>	<b>1.23%</b>
<b><u>Department: Snacks</u></b>						
Chips	4	8.00	0.00	8.00	100.00	0.01%

**Tierra del Sol Golf Course**  
**Daily Sales Detail Report**

Total Club Sales (1)

From: 07/01/2025 - 12:00:00 am To: 07/31/2025 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business	
<b><u>Department: Snacks</u></b>						
Candy	1	3.00	0.00	3.00	100.00	0.01%
.50 Snacks	1	1.85	0.00	1.85	100.00	0.00%
<b>Snacks Totals:</b>	<b>6</b>	<b>12.85</b>	<b>0.00</b>	<b>12.85</b>	<b>100.00</b>	<b>0.02%</b>
Tax:		1.08				
<b>Total:</b>		<b>13.93</b>				
<b><u>Department: Mexican Food</u></b>						
Burritos	10	27.70	0.00	27.70	100.00	0.05%
<b>Mexican Food Totals:</b>	<b>10</b>	<b>27.70</b>	<b>0.00</b>	<b>27.70</b>	<b>100.00</b>	<b>0.05%</b>
Tax:		2.30				
<b>Total:</b>		<b>30.00</b>				
<b><u>Department: Sandwiches</u></b>						
Hamburger Basket	8	65.50	0.00	65.50	100.00	0.11%
Cheeseburger Basket	7	59.50	0.00	59.50	100.00	0.10%
Patty Melt Basket	1	9.24	0.00	9.24	100.00	0.02%
Cold Sandwiches	14	49.00	15.12	33.88	69.14	0.06%
Monterrey Sandwich	8	64.00	0.00	64.00	100.00	0.11%
Sundowner Plate	59	326.86	0.00	326.86	100.00	0.57%
Club Sandwich Basket	1	6.50	0.00	6.50	100.00	0.01%
Inmate Sandwiches	140	140.00	0.00	140.00	100.00	0.24%
<b>Sandwiches Totals:</b>	<b>238</b>	<b>720.60</b>	<b>15.12</b>	<b>705.48</b>	<b>97.90</b>	<b>1.23%</b>
Tax:		34.05				
<b>Total:</b>		<b>754.65</b>				
<b><u>Department: Breakfast</u></b>						
Breakfast Taco	13	36.01	8.58	27.43	76.17	0.05%
<b>Breakfast Totals:</b>	<b>13</b>	<b>36.01</b>	<b>8.58</b>	<b>27.43</b>	<b>76.17</b>	<b>0.05%</b>
Tax:		2.99				
<b>Total:</b>		<b>39.00</b>				
<b><u>Department: Beverages</u></b>						
MT DEW	2	4.00	0.00	4.00	100.00	0.01%
Gatorade	27	74.79	16.74	58.05	77.62	0.10%
Bottled Water	113	209.05	9.04	200.01	95.68	0.35%
<b>Beverages Totals:</b>	<b>142</b>	<b>287.84</b>	<b>25.78</b>	<b>262.06</b>	<b>91.04</b>	<b>0.46%</b>
Tax:		23.69				
<b>Total:</b>		<b>311.53</b>				
<b><u>Department: Beer &amp; Wine</u></b>						
Beer	2	5.54	0.00	5.54	100.00	0.01%
Fire Ball !	5	19.22	5.00	14.22	73.99	0.02%
Flight	12	27.72	0.00	27.72	100.00	0.05%
<b>Beer &amp; Wine Totals:</b>	<b>19</b>	<b>52.48</b>	<b>5.00</b>	<b>47.48</b>	<b>90.47</b>	<b>0.08%</b>
Tax:		18.60				
<b>Total:</b>		<b>71.08</b>				
<b><u>Department: Other</u></b>						
Token Large Bucket	151	1,510.00	0.00	1,510.00	100.00	2.63%
Token Small Bucket	122	610.00	0.00	610.00	100.00	1.06%
<b>Other Totals:</b>	<b>273</b>	<b>2,120.00</b>	<b>0.00</b>	<b>2,120.00</b>	<b>100.00</b>	<b>3.69%</b>
<b><u>Department: Merchandise</u></b>						
BAG COVERS	2	36.96	12.40	24.56	66.45	0.04%
CAPS, MENS	5	105.92	79.76	26.16	24.70	0.05%
GLOVES	36	503.22	293.57	209.65	41.66	0.37%
GOLF BALLS	214	2,896.32	2,162.53	733.79	25.34	1.28%

**Tierra del Sol Golf Course**  
**Daily Sales Detail Report**

Total Club Sales (1)

From: 07/01/2025 - 12:00:00 am To: 07/31/2025 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<b>Department: Merchandise</b>						
HATS, MENS - Numeric	2	46.18	36.36	9.82	21.26	0.02%
MEN'S VEST	1	36.00	35.00	1.00	2.78	0.00%
MISCELLANEOUS	3	26.80	7.27	19.53	72.87	0.03%
SHIRTS, MENS	3	97.00	94.25	2.75	2.84	0.00%
SHOES, LADIES	2	120.00	115.02	4.98	4.15	0.01%
SHOES, MENS	2	110.86	87.90	22.96	20.71	0.04%
SKIRTS, LADIES	2	55.42	29.20	26.22	47.31	0.05%
SOCKS	2	23.10	19.88	3.22	13.94	0.01%
SUNGLASSES	1	13.86	10.00	3.86	27.85	0.01%
TEES	26	38.48	26.00	12.48	32.43	0.02%
WINDBREAKERS, MENS	2	68.00	66.83	1.17	1.72	0.00%
<b>Merchandise Totals:</b>	<b>303</b>	<b>4,178.12</b>	<b>3,075.97</b>	<b>1,102.15</b>	<b>26.38</b>	<b>1.92%</b>
Tax:		325.96				
<b>Total:</b>		<b>4,504.08</b>				
<b>Department: Food and Beverage</b>						
Beer & Wine	1078	3,070.02	1,209.32	1,860.70	60.61	3.24%
<b>Food and Beverage Totals:</b>	<b>1078</b>	<b>3,070.02</b>	<b>1,209.32</b>	<b>1,860.70</b>	<b>60.61</b>	<b>3.24%</b>
Tax:		238.81				
<b>Total:</b>		<b>3,308.83</b>				
<b>Department: Food and Beverage</b>						
Beverages	734	1,639.41	379.60	1,259.81	76.85	2.19%
<b>Food and Beverage Totals:</b>	<b>734</b>	<b>1,639.41</b>	<b>379.60</b>	<b>1,259.81</b>	<b>76.85</b>	<b>2.19%</b>
Tax:		134.60				
<b>Total:</b>		<b>1,774.01</b>				
<b>Department: Food and Beverage</b>						
Breakfast	380	988.82	338.12	650.70	65.81	1.13%
<b>Food and Beverage Totals:</b>	<b>380</b>	<b>988.82</b>	<b>338.12</b>	<b>650.70</b>	<b>65.81</b>	<b>1.13%</b>
Tax:		81.93				
<b>Total:</b>		<b>1,070.75</b>				
<b>Department: Food and Beverage</b>						
Mexican Food	39	120.97	33.62	87.35	72.21	0.15%
<b>Food and Beverage Totals:</b>	<b>39</b>	<b>120.97</b>	<b>33.62</b>	<b>87.35</b>	<b>72.21</b>	<b>0.15%</b>
Tax:		10.03				
<b>Total:</b>		<b>131.00</b>				
<b>Department: Food and Beverage</b>						
Sandwiches	135	721.09	164.52	556.57	77.18	0.97%
<b>Food and Beverage Totals:</b>	<b>135</b>	<b>721.09</b>	<b>164.52</b>	<b>556.57</b>	<b>77.18</b>	<b>0.97%</b>
Tax:		59.39				
<b>Total:</b>		<b>780.48</b>				
<b>Department: Food and Beverage</b>						
Snacks	138	318.78	74.76	244.02	76.55	0.43%
<b>Food and Beverage Totals:</b>	<b>138</b>	<b>318.78</b>	<b>74.76</b>	<b>244.02</b>	<b>76.55</b>	<b>0.43%</b>
Tax:		26.22				
<b>Total:</b>		<b>345.00</b>				
<b>Department: Credit Card Surcharge</b>						
Credit Card Surcharge	1718	1,249.19	0.00	1,249.19	100.00	2.18%
<b>Credit Card Surcharge Totals:</b>	<b>1718</b>	<b>1,249.19</b>	<b>0.00</b>	<b>1,249.19</b>	<b>100.00</b>	<b>2.18%</b>
<b>Report Totals:</b>		<b>62,743.06</b>	<b>5,330.39</b>	<b>57,412.67</b>	<b>91.50</b>	<b>100.00%</b>
Tax:		2,368.57				

Tierra del Sol Golf Course  
Daily Sales Detail Report

Total Club Sales (1)

From: 07/01/2025 - 12:00:00 am To: 07/31/2025 - 11:59:59 pm.

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business
<b>Total:</b>		65,111.63			
Cash	11,096.74	Amer Express		2,925.32	
Check	826.00	Discover		1,202.32	
Credit Book	716.77	Master Card		13,356.96	
Gift Certificate	859.15	Visa		34,171.42	
Credit Card	51,656.02				
<b>Total:</b>	<b>65,154.68</b>			<b>51,656.02</b>	

# Golf Report

## Course:

1. Possible resod of fairways. Holes 4,5,7 and others as needed.
2. Extra Watering on Mondays.
3. 1 grounds keeper job opening
4. Punching Fairways and Fertilizing as needed.

## Golf Shop:

Rounds: July 2024 vs 2025. 1,325 vs 1,648.  
+124% +323 More rounds in July 2025.

July Sales 2024 vs 2025 \$50,292.07 vs \$65,154.68 (+130% increase)

Differences:

- \$ 4,821 Green Fees
- \$ 4,083 Cart Fees
- \$ 822 Club Rentals
- \$ 1,800 Beer (1078 vs 621) +173%
- \$ 504 Burgers
- \$ 1,000 Range Balls (273 vs 149) +183%
- \$ 2,000 Merchandise (303 vs 164) (214 vs 101 balls)
- \$ 500 Soft Drinks Water, Gatorade, Soda

# Tierra del sol golf course

**DATE:** August 26, 2025

**TO:** Maritza Gutierrez

**FROM:** Arturo Lopez

<b>SUBJECT: Golf Course Update</b>
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1: Verti cut greens: this process helps to remove thatch, promote healthy growth and improve playing surface

2: top dress green with sand

3: continue fixing leaks

4: will be doing in September aeration greens this will help promote healthy turf also incorporate the amendments like gypsum and granular fertilizer (18-3-18) nutrients, as well sand to fill up holes

5: city guys came and install humps on hall acres road to slow down the speed of cars

6: spraying green every two weeks with foliar nutrients to keep them healthy

frequency of aeration were not as important in organic matter management so long as sufficient topdressing is applied (Gaussoin et al., 2014). To improve efficiency and ensure sand moves deeper into the soil, topdress the surface first followed by solid-tine aeration to force it down. I have found this to be the best way to eliminate layering and improve efficiency.



Topdressing before solid-tine aeration improves efficiency and ensures that sand moves deeper into the soil profile.

*Reduced Costs:* Solid-tine aeration is a cost-effective way to maintain the health of putting greens. Compared to using hollow tines, solid-tine aeration is less expensive and can be done more frequently without being as disruptive. The time and labor savings that comes with not having to clean up cores is significant. This allows for more consistent maintenance of the putting greens, which can improve playability and lower maintenance costs.

*Less Time:* Unlike hollow-tine aeration, solid-tine aeration does not remove any material. This means it can be done quickly and easily and maintenance can resume right after the treatment. All the greens on a course can usually be aerated, topdressed and brushed in less than a day when using solid-tines. Compare that to hollow-tine aeration, which can take several days depending on the equipment and labor available for the cleanup process.

*The Question of Compaction:* Some would argue that solid-tine aeration contributes to soil compaction at the bottom and edges of the hole. While this could be a plausible argument in a clay or silt soil, there is little evidence to support the idea that compaction is increased in a sand-based green. In general, the dilution of thatch and organic matter at the surface provides enough benefit to turf health and playing conditions to outweigh any risk of soil compaction, however small (Gross, 2019). If you are concerned about creating a compacted



## AGENDA MEMORANDUM



**BOARD:** TIERRA DEL SOL GOLF  
COURSE ADVISORY BOARD

**AGENDA ITEM #:** 2.D.

**DATE SUBMITTED:** August 26, 2025

**MEETING DATE:** September 2, 2025

**FROM:** Maritza Gutierrez, Executive  
Administrative Assistant

**DEPARTMENT:** Parks

**DIRECTOR:** Sergio Alanis

**Agenda Item:** Board Comments

**Classification:** Regular

(\* If closed session, City Attorney must review and approve.)

**Issue:** Board Comments if any.

**Fiscal Consideration:**

**Staff Recommendation:** N/A

**Alternatives:** N/A

**Exclude Material from Public Packet?** No

**Reason:** N/A

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**ROUTING:**

Maritza Gutierrez  
Sergio Alanis

Created/Initiated - 08/26/2025  
Final Approval - 08/26/2025