



**TAKE NOTICE THAT A REGULAR MEETING
OF THE GOLF COURSE ADVISORY BOARD
OF THE CITY OF PHARR, TEXAS
WILL BE HELD AT CITY HALL, COMMISSIONERS' ROOM,
118 S. CAGE BLVD., 2ND FLOOR, PHARR, TEXAS
COMMENCING AT 5:30 PM ON
TUESDAY, FEBRUARY 3, 2026**

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

1. CALL TO ORDER:

- A) Roll call and possible action on the excusing of any absent member.

2. ADMINISTRATIVE:

- A) Approval of minutes for January 13, 2026 - Regular Called Meeting
- B) Status Report - Revenue and Expenditure report for the month of December 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 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. This Notice was posted on the 27th day of January 2026 at 3:30 p.m. and will remain posted continuously for at least three (3) business days 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
February 3, 2026



WITNESS MY HAND AND SEAL, this 27th day of January 2026

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
January 13, 2026, 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 Tuesday, January 13, 2026 at 5:30 p.m. and the following is the record of attendance.

MEMBERS PRESENT: Ricardo Medina
Xavier Garcia
Myla Anderson
Rudy Martinez
Michael Pacheco

ABSENT MEMBER: Jorge Gonzalez
Carlos Alanis
Jaime Villarreal
Rocky Benavidez

STAFF PRESENT: Will Borowski, Golf Course Manager
Maritza Gutierrez, Executive Administrative Assistant
Juan Salas, 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 5:35 p.m. Roll call established a quorum.

Board Member Michael Pacheco 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 January 13, 2026 - REGULAR CALLED

Chairman Ricardo Medina introduced the item.

Board Member Michael Pacheco moved to approve the minutes. Board Member

Myla Aderson 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 November 2025

Chairman Ricardo Medina introduced the item.

Will Borowski, Golf Course Manager, went over the revenue and expenditures report through the month of November 2025, worksheet. He stated that as of November 2025, the revenues were at \$107,249.00 and the expenditures were \$121,531.73 with a profit of \$31,856.77 for the fiscal year. 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.

Mr. Will Borowski explained that revenue was lower this period due to rainouts; however, November, was a strong month overall. He also mentioned the purchase of a new zero-turn mower as well as the local schools attending the course. A short slideshow of the new zero-turn mower was presented.

Commissioner Pacheco commented that partnering with schools was a great idea, with the only concern being whether it could negatively affect the greens or paying golfers. Board member Rudy Martinez echoed.

Mr. Will Borowski also mentioned that two AARP staff members were assisting in the kitchen, resulting in payroll savings. Last year, the City saved approximately \$50,000 on payroll. Commissioner Rudy Martinez stated that the greens look excellent and praised the staff for their great work. Mr. Will Borowski specifically recognized Mr. Juan Salas, Assistant Superintendent, for doing an outstanding job maintaining the greens.

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 Michael Pacheco moved to adjourn. Board Member Rudy Martinez seconded the motion and when put to a vote, it was carried unanimously. Meeting adjourned at 5:52.

GOLF COURSE COMMITTEE

Ricardo Medina, Chairman

ATTEST:

Jorge Gonzalez, Vice-Chairman

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

ON THE 13TH DAY OF JANUARY 2026 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 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: _____



venue & Expenditure History Summary

FY 2025-2026	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenditures
October	\$104,794.37	\$58,834.87	\$45,959.50	\$45,959.50
November	\$107,249.00	\$121,531.73	-\$14,282.73	\$31,676.77
December	\$103,567.20	\$141,637.33	-\$38,070.13	-\$6,393.36
January			\$0.00	\$0.00
February			\$0.00	\$0.00
March			\$0.00	\$0.00
April			\$0.00	\$0.00
May			\$0.00	\$0.00
June			\$0.00	\$0.00
July			\$0.00	\$0.00
August			\$0.00	\$0.00
September			\$0.00	\$0.00
Totals	\$315,610.57	\$322,003.93	-\$6,393.36	\$31,856.77



venue & Expenditure History Summary

FY 2026-2027	Revenue	Expenditures	Revenues Less Expenditures Monthly	Progressive Revenues Less Expenditures
October				
November				
December				
January				
February				
March				



Pharr, TX

Budget Report Account Summary

For Fiscal: FY 25-26 Period Ending: 12/31/2025

Expense	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Expense						
75-51000-1100-000	SALARIES	694,100.00	694,100.00	68,185.63	159,784.57	534,315.43 76.98 %
75-51000-1104-000	OVERTIME/WORK STUDY	5,000.00	5,000.00	1,212.78	3,300.65	1,699.35 33.99 %
75-51000-1105-000	F I C A	53,100.00	53,100.00	5,178.60	12,151.85	40,948.15 77.12 %
75-51000-1106-001	GOLF INSURANCE - UNITED HEALTH	125,500.00	125,500.00	54.45	130.75	125,369.25 99.90 %
75-51000-1107-000	ANNUAL WORK COMP INSURANCE	2,900.00	2,900.00	0.00	0.00	2,900.00 100.00 %
75-51000-1108-000	TEC TAXES	6,600.00	6,600.00	53.88	178.66	6,421.34 97.29 %
75-51000-1110-000	UNIFORMS	2,700.00	2,700.00	138.56	792.22	1,907.78 70.66 %
75-51000-1114-001	FRONTIER	16,400.00	16,400.00	1,045.00	9,111.27	7,288.73 44.44 %
75-51000-1115-000	EMPLOYEES RETIREMENT	69,300.00	69,300.00	7,394.80	17,737.12	51,562.88 74.41 %
75-51000-1122-000	EAP-ASSISTANCE PROGRAM	400.00	400.00	0.00	0.00	400.00 100.00 %
75-51000-1123-000	HEALTHIEST YOU	1,600.00	1,600.00	122.20	281.73	1,318.27 82.39 %
75-51000-2201-000	OFFICE SUPPLIES	1,600.00	1,600.00	0.00	663.73	936.27 58.52 %
75-51000-2202-000	POSTAGE	100.00	100.00	0.00	0.00	100.00 100.00 %
75-51000-2203-000	SMALL TOOLS	800.00	800.00	0.00	0.00	800.00 100.00 %
75-51000-2206-000	JANITORIAL SUPPLIES	6,500.00	6,500.00	0.00	1,861.46	4,638.54 71.36 %
75-51000-2207-000	CHEMICALS	45,000.00	45,000.00	2,460.48	6,669.91	38,330.09 85.18 %
75-51000-2208-000	OTHER OPERATING SUPPLIES	45,000.00	35,000.00	2,939.01	8,882.94	26,117.06 74.62 %
75-51000-2217-000	BEER FOR RE-SALE	26,500.00	26,500.00	618.94	2,553.09	23,946.91 90.37 %
75-51000-2218-000	SNACK BAR SUPPLIES	35,000.00	35,000.00	0.00	2,955.00	32,045.00 91.56 %
75-51000-2219-000	PRO SHOP RE-SALE ITEMS	30,800.00	30,800.00	6,335.64	18,356.13	12,443.87 40.40 %
75-51000-2220-000	NON-CAPITAL EQUIP & SUPPLIES	1,000.00	1,000.00	0.00	0.00	1,000.00 100.00 %
75-51000-3301-000	BUILDING MAINTENANCE	20,000.00	20,000.00	680.19	10,841.97	9,158.03 45.79 %
75-51000-3302-000	EQUIPMENT MAINTENANCE	24,000.00	24,000.00	114.15	3,510.98	20,489.02 85.37 %
75-51000-3305-000	IRRIGATION REPAIRS	22,000.00	32,000.00	9,129.61	19,966.00	12,034.00 37.61 %
75-51000-3310-000	SOFTWARE	900.00	900.00	0.00	58.27	841.73 93.53 %
75-51000-4401-000	OFFICE EQUIPMENT RENTALS	0.00	0.00	0.00	77.69	-77.69 0.00 %
75-51000-4402-000	OTHER EQUIPMENT RENTALS	4,200.00	4,200.00	1,516.02	3,066.50	1,133.50 26.99 %
75-51000-5502-000	ADVERTISING	1,000.00	1,000.00	0.00	0.00	1,000.00 100.00 %
75-51000-5503-000	TRAINING & TRAVEL	1,100.00	1,100.00	0.00	0.00	1,100.00 100.00 %
75-51000-5505-000	DUES & PUBLICATIONS	6,000.00	6,000.00	1,800.00	5,425.40	574.60 9.58 %
75-51000-5507-000	UTILITIES	10,100.00	10,100.00	1,168.80	1,574.21	8,525.79 84.41 %
75-51000-5507-001	ELECTRICITY	36,100.00	36,100.00	0.00	3,434.57	32,665.43 90.49 %
75-51000-5530-000	CONTRACTUAL SERVICES	152,000.00	152,000.00	24,911.09	25,277.09	126,722.91 83.37 %
75-51000-5535-000	BANK SERVICE CHARGES	25,700.00	25,700.00	2,300.68	5,298.13	20,401.87 79.38 %
75-51000-6601-000	GAS & OIL	100.00	100.00	0.00	79.89	20.11 20.11 %
75-51000-6603-000	CITY GARAGE REPAIRS	14,300.00	14,300.00	2,816.06	3,497.16	10,802.84 75.54 %
75-51000-7701-000	LEASE PURCHASE - PRINCIPAL	43,400.00	43,400.00	1,460.76	2,780.33	40,619.67 93.59 %
75-51000-7703-000	LEASE PURCHASE - INTEREST	3,400.00	3,400.00	0.00	4.60	3,395.40 99.86 %
75-51000-8804-000	OTHER EQUIPMENT	32,000.00	32,000.00	0.00	16,802.38	15,197.62 47.49 %
Expense Total:	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %
Expense Total:	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %
Report Total:	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %

Group Summary

Account Type	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Expense						
Expense	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %
Expense Total:	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %
Report Total:	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %

Fund Summary

Fund	Original	Current	Period	Fiscal	Variance	Percent
	Total Budget	Total Budget			Activity	
75 - PHARR GOLF COURSE FUND	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %
Report Total:	1,566,200.00	1,566,200.00	141,637.33	347,106.25	1,219,093.75	77.84 %

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

Total Club Sales (1)

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

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % of Business	
<u>Department: Green Fee</u>						
18 Green Fee	826	20,646.00	0.00	20,646.00	100.00	22.40%
18 Junior Fee	15	225.00	0.00	225.00	100.00	0.24%
9 Green Fee	338	5,408.00	0.00	5,408.00	100.00	5.87%
9 Junior Fee	8	80.00	0.00	80.00	100.00	0.09%
Twilight Green Fee	423	6,330.53	0.00	6,330.53	100.00	6.87%
Raincheck GREEN FEE	2	0.00	0.00	0.00	0.00	0.00%
REPLAY 18 HOLES	2	40.00	0.00	40.00	100.00	0.04%
Group Rate Fee	20	700.00	0.00	700.00	100.00	0.76%
Promo Green Fee 9/18	36	0.00	0.00	0.00	0.00	0.00%
High School	45	0.00	0.00	0.00	0.00	0.00%
ANNUAL RD.	623	0.00	0.00	0.00	0.00	0.00%
9 HOLE PUNCH	5	0.00	0.00	0.00	0.00	0.00%
18 HOLE PUNCH	57	0.00	0.00	0.00	0.00	0.00%
18 W/CART PUNCH	41	0.00	0.00	0.00	0.00	0.00%
TOURNAMENT GREEN FEE	114	4,735.00	0.00	4,735.00	100.00	5.14%
VOLUNTEER RD.	18	0.00	0.00	0.00	0.00	0.00%
Youth on course 9 or 18	3	19.00	0.00	19.00	100.00	0.02%
Green Fee Totals:	2576	38,183.53	0.00	38,183.53	100.00	41.43%
<u>Department: Cart Fee</u>						
18 Hole Shared Cart	858	11,891.88	0.00	11,891.88	100.00	12.90%
9 Hole Shared Cart	381	3,520.44	0.00	3,520.44	100.00	3.82%
ANNUAL SHARED CART	603	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 9 hole	12	110.88	0.00	110.88	100.00	0.12%
Non Playing Rider 18 hole	5	69.30	0.00	69.30	100.00	0.08%
Promo Shared Cart 9/18	14	0.00	0.00	0.00	0.00	0.00%
Twilight Cart Fee	422	4,679.98	0.00	4,679.98	100.00	5.08%
VOLUNTEER SHARED CART	12	0.00	0.00	0.00	0.00	0.00%
Cart Fee Totals:	2307	20,272.48	0.00	20,272.48	100.00	21.99%
Tax:		1,666.52				
Total:		21,939.00				
<u>Department: Driving Range</u>						
Small Bucket	27	135.00	0.00	135.00	100.00	0.15%
Large Bucket	34	340.00	0.00	340.00	100.00	0.37%
RANGE BUCKET MEMBERSHIP	10	0.00	0.00	0.00	0.00	0.00%
ANNUAL RANGE MAX 1 BKT	3	750.00	0.00	750.00	100.00	0.81%
Driving Range Totals:	74	1,225.00	0.00	1,225.00	100.00	1.33%
<u>Department: Club Rentals</u>						
CLUB RENTAL 18 HOLES	37	1,367.15	0.00	1,367.15	100.00	1.48%
RANGE/TWILIGHT RENTAL	17	314.16	0.00	314.16	100.00	0.34%
CLUB RENTAL 9 HOLES	11	274.34	0.00	274.34	100.00	0.30%
Club Rentals Totals:	65	1,955.65	0.00	1,955.65	100.00	2.12%
Tax:		161.35				
Total:		2,117.00				
<u>Department: Private Carts</u>						
18 HOLE PRIVATE CART FEE	47	470.00	0.00	470.00	100.00	0.51%
9 HOLE PRIVATE CART FEE	6	60.00	0.00	60.00	100.00	0.07%
3 Month Private Cart Fee	9	1,800.00	0.00	1,800.00	100.00	1.95%
MONTHLY PRIVATE CART FEE	1	100.00	0.00	100.00	100.00	0.11%
Private Carts Totals:	63	2,430.00	0.00	2,430.00	100.00	2.64%
<u>Department: Handicap Fees</u>						
Handicap Fee	5	165.00	0.00	165.00	100.00	0.18%
Handicap Fees Totals:	5	165.00	0.00	165.00	100.00	0.18%

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

Total Club Sales (1)

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

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % of Business	
<u>Department: Gift Certificate</u>						
Gift Certificate	14	800.00	0.00	800.00	100.00	0.87%
Gift Certificate (Liability)	-14	(800.00)	0.00	(800.00)	100.00	(0.87)%
Gift Certificate Totals:	0	0.00	0.00	0.00	0.00	0.00%
<u>Department: Credit Book Setup</u>						
Wed Men's League	5	634.00	0.00	634.00	100.00	0.69%
Credit Book Setup Totals:	5	634.00	0.00	634.00	100.00	0.69%
<u>Department: Improvement Fund</u>						
IMPROVEMENT FUND	1579	1,579.00	0.00	1,579.00	100.00	1.71%
Improvement Fund Totals:	1579	1,579.00	0.00	1,579.00	100.00	1.71%
<u>Department: Memberships</u>						
3 MONTH SINGLE	7	4,200.00	0.00	4,200.00	100.00	4.56%
3 MONTH COUPLE	5	5,000.00	0.00	5,000.00	100.00	5.42%
9 Hole Punch Card (25)	2	750.00	0.00	750.00	100.00	0.81%
18 Punch Card (10 Rounds)	3	720.00	0.00	720.00	100.00	0.78%
Memberships Totals:	17	10,670.00	0.00	10,670.00	100.00	11.58%
<u>Department: Snacks</u>						
Crackers	1	2.00	0.00	2.00	100.00	0.00%
Chips	2	4.00	0.00	4.00	100.00	0.00%
Gum	1	0.75	0.00	0.75	100.00	0.00%
French Fries Large	1	4.62	0.00	4.62	100.00	0.01%
Snacks Totals:	5	11.37	0.00	11.37	100.00	0.01%
Tax:		0.95				
Total:		12.32				
<u>Department: Mexican Food</u>						
Burritos	18	47.12	0.00	47.12	100.00	0.05%
Fajito Tacos	2	4.62	0.00	4.62	100.00	0.01%
Mexican Food Totals:	20	51.74	0.00	51.74	100.00	0.06%
Tax:		4.29				
Total:		56.03				
<u>Department: Sandwiches</u>						
Hamburger Basket	2	20.48	0.00	20.48	100.00	0.02%
Cheeseburger Basket	2	18.48	0.00	18.48	100.00	0.02%
August Hot Dog Special	12	55.44	0.00	55.44	100.00	0.06%
Hot Dog with Chips	4	18.48	0.00	18.48	100.00	0.02%
Cold Sandwiches	15	69.30	16.20	53.10	76.62	0.06%
Wing Basket	2	14.94	0.00	14.94	100.00	0.02%
BLT Sandwich	1	7.39	0.00	7.39	100.00	0.01%
Small Fries	1	2.77	0.00	2.77	100.00	0.00%
Inmate Sandwiches	140	140.00	35.00	105.00	75.00	0.11%
Sandwiches Totals:	179	347.28	51.20	296.08	85.26	0.32%
Tax:		17.07				
Total:		364.35				
<u>Department: Breakfast</u>						
Breakfast Taco	167	539.41	110.22	429.19	79.57	0.47%
Add Bacon/Ham	1	2.77	0.00	2.77	100.00	0.00%
Tacos after 11 AM	6	11.10	3.96	7.14	64.32	0.01%
Breakfast Totals:	174	553.28	114.18	439.10	79.36	0.48%
Tax:		46.19				
Total:		599.47				
<u>Department: Beverages</u>						

Tierra del Sol Golf Course
Daily Sales Detail Report

Total Club Sales (1)

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

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % of Business	
<u>Department: Beverages</u>						
MT DEW	7	14.00	0.00	14.00	100.00	0.02%
Energy Drink	2	5.54	2.84	2.70	48.74	0.00%
Gatorade	10	27.70	6.20	21.50	77.62	0.02%
Bottled Water	90	165.03	7.20	157.83	95.64	0.17%
Coffee Refill	2	3.70	1.38	2.32	62.70	0.00%
16 oz. Coffee	26	48.10	0.00	48.10	100.00	0.05%
12 oz. Coffee	8	14.80	0.00	14.80	100.00	0.02%
Can Sodas	1	1.85	0.30	1.55	83.78	0.00%
Beverages Totals:	146	280.72	17.92	262.80	93.62	0.29%
Tax:		22.18				
Total:		302.90				
<u>Department: Beer & Wine</u>						
Bud Clamato	2	9.24	0.00	9.24	100.00	0.01%
Fire Ball !	4	18.48	4.00	14.48	78.35	0.02%
Corona Beer	2	7.40	0.00	7.40	100.00	0.01%
Ultra N/A	21	67.83	27.93	39.90	58.82	0.04%
Beer & Wine Totals:	29	102.95	31.93	71.02	68.98	0.08%
Tax:		8.49				
Total:		111.44				
<u>Department: Banquets</u>						
Tournament Foods	1	750.00	0.00	750.00	100.00	0.81%
Banquets Totals:	1	750.00	0.00	750.00	100.00	0.81%
<u>Department: Other</u>						
Token Large Bucket	192	1,920.02	0.00	1,920.02	100.00	2.08%
Token Small Bucket	148	740.00	0.00	740.00	100.00	0.80%
Other Totals:	340	2,660.02	0.00	2,660.02	100.00	2.89%
<u>Department: Merchandise</u>						
BAG COVERS	31	582.84	395.86	186.98	32.08	0.20%
BAGS	1	210.00	201.50	8.50	4.05	0.01%
CAPS, MENS	3	60.05	42.60	17.45	29.06	0.02%
GLOVES	37	512.82	304.05	208.77	40.71	0.23%
GOLF BALLS	153	1,998.57	1,399.23	599.34	29.99	0.65%
HATS, MENS - Numeric	3	69.27	54.54	14.73	21.26	0.02%
MEN'S VEST	1	4.62	0.01	4.61	99.78	0.01%
MISCELLANEOUS	2	12.94	2.30	10.64	82.23	0.01%
SHIRTS, LADIES - Alpha	2	60.00	52.20	7.80	13.00	0.01%
SHIRTS, MENS	37	1,210.29	947.57	262.72	21.71	0.29%
SHOES, MENS	11	757.49	637.17	120.32	15.88	0.13%
SKIRTS, LADIES	14	258.72	204.40	54.32	21.00	0.06%
SOCKS	1	13.86	9.29	4.57	32.97	0.00%
TEES	25	69.25	10.25	59.00	85.20	0.06%
WINDBREAKERS, MENS	1	36.95	8.23	28.72	77.73	0.03%
Merchandise Totals:	322	5,857.67	4,269.20	1,588.47	27.12	1.72%
Tax:		449.52				
Total:		6,307.19				
<u>Department: Food and Beverage</u>						
Beer & Wine	1491	5,301.44	1,813.00	3,488.44	65.80	3.78%
Food and Beverage Totals:	1491	5,301.44	1,813.00	3,488.44	65.80	3.78%
Tax:		439.35				
Total:		5,740.79				
<u>Department: Food and Beverage</u>						

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

Total Club Sales (1)

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

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit %	% of Business
<u>Department: Food and Beverage</u>						
Beverages	851	1,835.21	463.53	1,371.68	74.74	1.49%
Food and Beverage Totals:	851	1,835.21	463.53	1,371.68	74.74	1.49%
Tax:		150.09				
Total:		1,985.30				
<u>Department: Food and Beverage</u>						
Breakfast	357	1,021.08	311.77	709.31	69.47	0.77%
Food and Beverage Totals:	357	1,021.08	311.77	709.31	69.47	0.77%
Tax:		84.92				
Total:		1,106.00				
<u>Department: Food and Beverage</u>						
Mexican Food	90	249.30	44.00	205.30	82.35	0.22%
Food and Beverage Totals:	90	249.30	44.00	205.30	82.35	0.22%
Tax:		20.70				
Total:		270.00				
<u>Department: Food and Beverage</u>						
Sandwiches	296	1,556.89	402.82	1,154.07	74.13	1.25%
Food and Beverage Totals:	296	1,556.89	402.82	1,154.07	74.13	1.25%
Tax:		128.07				
Total:		1,684.96				
<u>Department: Food and Beverage</u>						
Snacks	149	324.35	88.39	235.96	72.75	0.26%
Food and Beverage Totals:	149	324.35	88.39	235.96	72.75	0.26%
Tax:		26.67				
Total:		351.02				
<u>Department: Food and Beverage</u>						
Soups & Salad	1	7.39	0.00	7.39	100.00	0.01%
Food and Beverage Totals:	1	7.39	0.00	7.39	100.00	0.01%
Tax:		0.61				
Total:		8.00				
<u>Department: Credit Card Surcharge</u>						
Credit Card Surcharge	2016	1,755.96	0.00	1,755.96	100.00	1.91%
Credit Card Surcharge Totals:	2016	1,755.96	0.00	1,755.96	100.00	1.91%
Report Totals:		99,781.31	7,607.94	92,173.37	92.38	100.00%
Tax:		3,226.97				
Total:		103,008.28				

Cash	20,767.60	Amer Express	3,614.85
Check	6,129.00	Discover	1,764.17
Credit Book	1,452.80	Master Card	18,104.05
Gift Certificate	(85.02)	Visa	51,260.83
Credit Card	74,743.90		
Total:	103,008.28		74,743.90

Golf Report

Course:

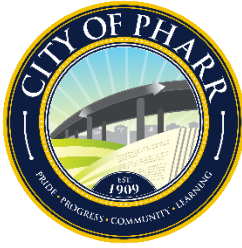
1. Irrigation repairs are ongoing.
2. Using Ropes to improve bare areas.

Golf Shop:

Dec 2024 \$89,016.66 Rounds 2,514

Dec 2025 \$103,567.20 · Rounds 2,576 (62 more than 2024 +102%)

- \$14,550.54 Improvement Dec 2025 vs Dec 2024
- 116% Increase overall sales.
- \$8,000 more in Green Fees
- \$4,000 more in Cart Fees
- \$1,000 more club rentals (65 vs 36)
- \$2,000 more in Retail Merchandise



AGENDA MEMORANDUM



BOARD: TIERRA DEL SOL GOLF
COURSE ADVISORY BOARD

AGENDA ITEM #: 2.D.

DATE SUBMITTED: January 26, 2026

MEETING DATE: February 3, 2026

FROM: Maritza Gutierrez, Executive
Administrative Assistant

DEPARTMENT: Golf

DIRECTOR: Will Borowski

Agenda Item: Board Comments

Classification: Regular

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

Issue: Board comments.

Fiscal Consideration:

Staff Recommendation: N/A

Alternatives: N/A

Exclude Material from Public Packet? No

Reason: N/A

ROUTING:

Maritza Gutierrez
Will Borowski

Created/Initiated - 01/26/2026
Final Approval - 01/27/2026