

**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, MARCH 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 February 3, 2026 — Regular Called Meeting
- B) Status Report - Revenue and Expenditure report for the month of January 2026
- C) Status Report - Golf Course, Pro Shop and Kitchen Operations
- D) Board Comments

3. ADJOURNMENT:

NOTICE OF ASSISTANCE AT THE PUBLIC MEETING

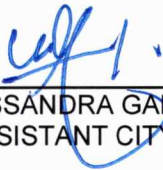
City Hall is wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact the City Clerk's Office at 956-402-4200 Ext 1201 or FAX 956-475-3442 or Email cityclerksoffice@pharr-tx.gov 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 24th day of February 2026 at 3:00 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
March 3, 2026



WITNESS MY HAND AND SEAL, this 24th day of February 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
FEBRUARY 3, 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
Jorge Gonzalez
Carlos Alanis
Jaime Villarreal
Rocky Benavidez

ABSENT MEMBER: Michael Pacheco

STAFF PRESENT: Will Borowski, Golf Course Manager
Maritza Gutierrez, Executive Administrative Assistant

ITEM 1. CALL TO ORDER

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

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

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

ITEM 2. ADMINISTRATIVE

A) APPROVAL OF MINUTES FOR February 3, 2026 - REGULAR CALLED MEETING

Chairman Ricardo Medina introduced the item.

Board Member Jaime Villarreal **moved** to approve of 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 DECEMBER 2025

Chairman Ricardo Medina introduced the item.

Will Borowski, Golf Course Manager, went over the revenue and expenditures report through the month of December 2025, worksheet. He stated that as of December 2025, the revenues were \$103,008.28, the expenditures were \$141,637.33 with a negative variance of -\$38,629.05 for the fiscal year. Commissioner Medina questioned about expenditures. A brief discussion was then held regarding the expenditures on the repair expenses.

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

Chairman Ricardo Medina introduced the item.

Mr. Will Borowski reported that as of January, he has reached 25 years with the Professional Golfers' Association (PGA). He shared a congratulatory letter he received in recognition of this milestone, noting that fellow members also extended their congratulations.

Mr. Borowski then reported the financial report, including rounds played, overall sales, and green fees. He highlighted that club rental revenue had doubled, making it an excellent month.

Mr. Will Borowski also discussed the pond cleaning improvements on Hole #17. A letter was received from a resident expressing appreciation to the crew and the City for the improvements. The letter was accompanied by a slide show of photographs highlighting the complete improvements. Mr. Will Borowski also presented the short-term and long-term plans for the irrigation improvements. He outlined the proposed upgrades, timelines, and projected benefits to the course's overall maintenance and playability. A brief discussion was then held regarding irrigation repairs.

Mr. Will Borowski discussed the second-floor renovations currently underway at the clubhouse. He presented a slideshow highlighting the areas that will be renovated, along with a future view of the planned improvements. Commissioner Medina mentioned that the City Commission approved \$400,000 for the renovations. He also

requested the board members' opinions regarding the possibility of adding a cigar room. A brief discussion was then held.

Board Member, Myla Anderson mentioned the idea of adding cart pass tags to the golf carts to help identify who is authorized to be on the course. Mr. Will Borowski advised that there are currently not enough marshals available to assist with implementing the cart pass system. Board Member Xavier Garcia suggested a plan be in place to formulate and ensure that all revenue generated on the second floor is allocated to the golf course rather than to the City.

D) BOARD COMMENTS

Chairman Ricardo Medina introduced the item. Non comments.

ITEM 3. ADJOURNMENT

There being no other business to come before the board, Board Member Jaime Villarreal **moved** to adjourn. Board Member Rudy Martinez seconded the motion and when put to a vote, it was carried unanimously. Meeting adjourned at 6:14 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 3rd DAY OF FEBRUARY, 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: _____



AGENDA MEMORANDUM



BOARD: TIERRA DEL SOL GOLF
COURSE ADVISORY BOARD

AGENDA ITEM #: 2.B.

DATE SUBMITTED: February 24, 2026

MEETING DATE: March 3, 2026

FROM: Maritza Gutierrez, Executive
Administrative Assistant

DEPARTMENT: Golf

DIRECTOR: Will Borowski

Agenda Item: Status Report - Revenue and Expenditure report for the month of
January 2026

Classification: Regular

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

Issue: Staff will be presenting the board with the history summary report through the
month of January.

Fiscal Consideration:

Staff Recommendation: N/A

Alternatives: N/A

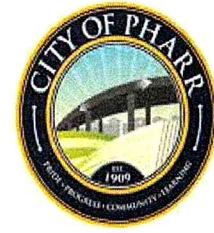
Exclude Material from Public Packet? No

Reason: N/A

ROUTING:

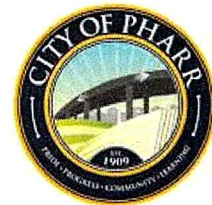
Maritza Gutierrez
Will Borowski

Created/Initiated - 02/24/2026
Final Approval - 02/24/2026



Revenue & 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	\$117,589.08	\$130,068.86	-\$12,479.78	-\$18,873.14
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	\$433,199.65	\$452,072.79	-\$18,873.14	



Revenue & Expenditure History Summary

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



Pharr, TX

Budget Report Account Summary

For Fiscal: FY 25-26 Period Ending: 01/31/2026

		Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 75 - PHARR GOLF COURSE FUND							
Expense							
75-51000-1100-000	SALARIES	694,100.00	694,100.00	50,998.33	210,782.90	483,317.10	69.63 %
75-51000-1104-000	OVERTIME/WORK STUDY	5,000.00	5,000.00	2,986.80	6,287.45	-1,287.45	-25.75 %
75-51000-1105-000	F I C A	53,100.00	53,100.00	4,027.99	16,179.84	36,920.16	69.53 %
75-51000-1106-001	GOLF INSURANCE - UNITED HEALTH	125,500.00	125,500.00	58.08	188.83	125,311.17	99.85 %
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	377.88	556.54	6,043.46	91.57 %
75-51000-1110-000	UNIFORMS	2,700.00	2,700.00	1,489.65	2,281.87	418.13	15.49 %
75-51000-1114-001	FRONTIER	16,400.00	16,400.00	1,459.20	10,570.47	5,829.53	35.55 %
75-51000-1115-000	EMPLOYEES RETIREMENT	69,300.00	69,300.00	5,537.19	23,274.31	46,025.69	66.42 %
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	128.00	409.73	1,190.27	74.39 %
75-51000-2201-000	OFFICE SUPPLIES	1,600.00	1,600.00	0.00	752.08	847.92	53.00 %
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	7,635.08	14,304.99	30,695.01	68.21 %
75-51000-2208-000	OTHER OPERATING SUPPLIES	45,000.00	35,000.00	3,016.67	14,394.14	20,605.86	58.87 %
75-51000-2217-000	BEER FOR RE-SALE	26,500.00	26,500.00	1,156.80	3,709.89	22,790.11	86.00 %
75-51000-2218-000	SNACK BAR SUPPLIES	35,000.00	35,000.00	0.00	5,249.58	29,750.42	85.00 %
75-51000-2219-000	PRO SHOP RE-SALE ITEMS	30,800.00	30,800.00	949.25	21,106.38	9,693.62	31.47 %
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	0.00	10,841.97	9,158.03	45.79 %
75-51000-3302-000	EQUIPMENT MAINTENANCE	24,000.00	24,000.00	3,650.39	7,396.21	16,603.79	69.18 %
75-51000-3305-000	IRRIGATION REPAIRS	22,000.00	32,000.00	43.50	20,009.50	11,990.50	37.47 %
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	1,531.02	4,597.52	-397.52	-9.46 %
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	0.00	5,632.60	367.40	6.12 %
75-51000-5507-000	UTILITIES	10,100.00	10,100.00	1,253.38	2,827.59	7,272.41	72.00 %
75-51000-5507-001	ELECTRICITY	36,100.00	36,100.00	7,445.77	10,880.34	25,219.66	69.86 %
75-51000-5530-000	CONTRACTUAL SERVICES	152,000.00	152,000.00	25,094.02	50,371.11	101,628.89	66.86 %
75-51000-5535-000	BANK SERVICE CHARGES	25,700.00	25,700.00	2,611.17	7,909.30	17,790.70	69.22 %
75-51000-6601-000	GAS & OIL	100.00	9,100.00	0.00	163.22	8,936.78	98.21 %
75-51000-6603-000	CITY GARAGE REPAIRS	14,300.00	5,300.00	1,045.22	4,542.38	757.62	14.29 %
75-51000-7701-000	LEASE PURCHASE - PRINCIPAL	43,400.00	43,400.00	3,526.42	6,306.75	37,093.25	85.47 %
75-51000-7703-000	LEASE PURCHASE - INTEREST	3,400.00	3,400.00	215.57	220.17	3,179.83	93.52 %
75-51000-8804-000	OTHER EQUIPMENT	32,000.00	32,000.00	0.00	16,802.38	15,197.62	47.49 %
75-51000-8805-000	SITE IMPROVEMENTS	0.00	0.00	3,831.48	3,831.48	-3,831.48	0.00 %
	Expense Total:	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %
	Fund: 75 - PHARR GOLF COURSE FUND Total:	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %
	Report Total:	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %

Budget Report

For Fiscal: FY 25-26 Period Ending: 01/31/2026

Group Summary

Account Typ...	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
Fund: 75 - PHARR GOLF COURSE FUND						
Expense	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %
Fund: 75 - PHARR GOLF COURSE FUND Total:	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %
Report Total:	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Remaining
75 - PHARR GOLF COURSE FUND	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %
Report Total:	1,566,200.00	1,566,200.00	130,068.86	484,378.94	1,081,821.06	69.07 %

Tierra del Sol Golf Course
Daily Sales Detail Report

Total Club Sales (1)

From: 01/01/2026 - 12:00:00 am To: 01/31/2026 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business	
<u>Department: Green Fee</u>						
18 Green Fee	813	20,313.00	0.00	20,313.00	100.00	18.89%
18 Junior Fee	16	240.00	0.00	240.00	100.00	0.22%
9 Green Fee	439	6,976.54	0.00	6,976.54	100.00	6.49%
9 Junior Fee	14	140.00	0.00	140.00	100.00	0.13%
Twilight Green Fee	437	6,555.00	0.00	6,555.00	100.00	6.09%
Raincheck GREEN FEE	3	0.00	0.00	0.00	0.00	0.00%
REPLAY 18 HOLES	5	100.00	0.00	100.00	100.00	0.09%
Group Rate Fee	77	2,695.00	0.00	2,695.00	100.00	2.51%
Promo Green Fee 9/18	38	0.00	0.00	0.00	0.00	0.00%
High School	56	0.00	0.00	0.00	0.00	0.00%
ANNUAL RD.	1061	0.00	0.00	0.00	0.00	0.00%
9 HOLE PUNCH	22	0.00	0.00	0.00	0.00	0.00%
18 HOLE PUNCH	22	0.00	0.00	0.00	0.00	0.00%
Replay 9	10	100.00	0.00	100.00	100.00	0.09%
TOUNAMENT GREEN FEE	182	8,052.02	0.00	8,052.02	100.00	7.49%
VOLUNTEER RD.	25	0.00	0.00	0.00	0.00	0.00%
Youth on course 9 or 18	9	49.00	0.00	49.00	100.00	0.05%
Green Fee Totals:	3229	45,220.56	0.00	45,220.56	100.00	42.04%
<u>Department: Cart Fee</u>						
18 Hole Shared Cart	839	11,628.54	0.00	11,628.54	100.00	10.81%
9 Hole Shared Cart	519	4,795.56	0.00	4,795.56	100.00	4.46%
ANNUAL SHARED CART	999	0.00	0.00	0.00	0.00	0.00%
Non Playing Rider 9 hole	12	110.88	0.00	110.88	100.00	0.10%
Non Playing Rider 18 hole	9	124.74	0.00	124.74	100.00	0.12%
Promo Shared Cart 9/18	9	0.00	0.00	0.00	0.00	0.00%
Twilight Cart Fee	436	4,835.24	0.00	4,835.24	100.00	4.50%
VOLUNTEER SHARED CART	21	0.00	0.00	0.00	0.00	0.00%
Cart Fee Totals:	2844	21,494.96	0.00	21,494.96	100.00	19.98%
Tax:		1,767.06				
Total:		23,262.02				
<u>Department: Driving Range</u>						
Small Bucket	45	225.00	0.00	225.00	100.00	0.21%
Large Bucket	49	490.00	0.00	490.00	100.00	0.46%
RANGE BUCKET MEMBERSHIP	19	0.00	0.00	0.00	0.00	0.00%
Driving Range Totals:	113	715.00	0.00	715.00	100.00	0.66%
<u>Department: Club Rentals</u>						
CLUB RENTAL 18 HOLES	20	739.00	0.00	739.00	100.00	0.69%
RANGE/TWILIGHT RENTAL	31	559.40	0.00	559.40	100.00	0.52%
CLUB RENTAL 9 HOLES	13	324.22	0.00	324.22	100.00	0.30%
Club Rentals Totals:	64	1,622.62	0.00	1,622.62	100.00	1.51%
Tax:		133.79				
Total:		1,756.41				
<u>Department: Private Carts</u>						
18 HOLE PRIVATE CART FEE	47	470.00	0.00	470.00	100.00	0.44%
9 HOLE PRIVATE CART FEE	7	70.00	0.00	70.00	100.00	0.07%
ANNUAL PRIVATE CART ROUND	5	0.00	0.00	0.00	0.00	0.00%
3 Month Private Cart Fee	15	3,000.00	0.00	3,000.00	100.00	2.79%
MONTHLY PRIVATE CART FEE	7	700.00	0.00	700.00	100.00	0.65%
Private Carts Totals:	81	4,240.00	0.00	4,240.00	100.00	3.94%
<u>Department: Handicap Fees</u>						
Handicap Fee	1	33.00	0.00	33.00	100.00	0.03%
Handicap Fees Totals:	1	33.00	0.00	33.00	100.00	0.03%

Daily Sales Detail Report

Total Club Sales (1)

From: 01/01/2026 - 12:00:00 am To: 01/31/2026 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business	
<u>Department: Credit Book Setup</u>						
Wed Men's League	2	422.00	0.00	422.00	100.00	0.39%
Credit Book Setup Totals:	2	422.00	0.00	422.00	100.00	0.39%
<u>Department: Improvement Fund</u>						
IMPROVEMENT FUND	1689	1,689.00	0.00	1,689.00	100.00	1.57%
Improvement Fund Totals:	1689	1,689.00	0.00	1,689.00	100.00	1.57%
<u>Department: Memberships</u>						
3 MONTH SINGLE	13	7,800.00	0.00	7,800.00	100.00	7.25%
3 MONTH COUPLE	5	5,000.00	0.00	5,000.00	100.00	4.65%
9 Hole Punch Card (25)	3	1,125.00	0.00	1,125.00	100.00	1.05%
18 Hole Punch Card (25)	2	1,200.00	0.00	1,200.00	100.00	1.12%
3MO COUPLE ADD MONTH	3	800.00	0.00	800.00	100.00	0.74%
18 Punch Card (10 Rounds)	1	240.00	0.00	240.00	100.00	0.22%
Memberships Totals:	27	16,165.00	0.00	16,165.00	100.00	15.03%
<u>Department: Snacks</u>						
Chips	1	2.00	0.00	2.00	100.00	0.00%
Muffins	1	1.29	0.00	1.29	100.00	0.00%
French Fries (Small)	5	13.85	0.00	13.85	100.00	0.01%
Snacks Totals:	7	17.14	0.00	17.14	100.00	0.02%
Tax:		1.43				
Total:		18.57				
<u>Department: Mexican Food</u>						
Burritos	10	27.70	0.00	27.70	100.00	0.03%
Mexican Food Totals:	10	27.70	0.00	27.70	100.00	0.03%
Tax:		2.30				
Total:		30.00				
<u>Department: Sandwiches</u>						
Cheeseburger Basket	1	9.24	0.00	9.24	100.00	0.01%
Patty Melt Basket	1	10.00	0.00	10.00	100.00	0.01%
August Hot Dog Special	10	46.20	0.00	46.20	100.00	0.04%
Hot Dog with Chips	6	27.72	0.00	27.72	100.00	0.03%
Cold Sandwiches	24	110.88	25.92	84.96	76.62	0.08%
Cheeseburger	1	9.24	0.00	9.24	100.00	0.01%
Cheese Burger Combo	2	18.48	0.00	18.48	100.00	0.02%
Inmate Sandwiches	140	140.00	35.00	105.00	75.00	0.10%
Sandwiches Totals:	185	371.76	60.92	310.84	83.61	0.29%
Tax:		19.07				
Total:		390.83				
<u>Department: Breakfast</u>						
Breakfast Taco	179	578.17	118.14	460.03	79.57	0.43%
Breakfast Plate	1	7.39	0.00	7.39	100.00	0.01%
Tacos after 11 AM	6	11.10	3.96	7.14	64.32	0.01%
Breakfast Totals:	186	596.66	122.10	474.56	79.54	0.44%
Tax:		49.84				
Total:		646.50				
<u>Department: Beverages</u>						
MT DEW	6	11.40	0.00	11.40	100.00	0.01%
Gatorade	28	77.56	17.36	60.20	77.62	0.06%
Bottled Water	95	176.08	7.60	168.48	95.68	0.16%
16 oz. Coffee	45	83.25	0.00	83.25	100.00	0.08%
12 oz. Coffee	11	20.35	0.00	20.35	100.00	0.02%

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

Total Club Sales (1)

From: 01/01/2026 - 12:00:00 am To: 01/31/2026 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business	
<u>Department: Beverages</u>						
Beverages Totals:	185	368.64	24.96	343.68	93.23	0.32%
Tax:		30.16				
Total:		398.80				
<u>Department: Beer & Wine</u>						
Bud Clamato	3	13.86	0.00	13.86	100.00	0.01%
Twisted Tea	3	11.07	3.00	8.07	72.90	0.01%
Fire Ball !	5	23.10	5.00	18.10	78.35	0.02%
Beer & Wine Totals:	11	48.03	8.00	40.03	83.34	0.04%
Tax:		3.94				
Total:		51.97				
<u>Department: Other</u>						
Token Large Bucket	249	2,490.00	0.00	2,490.00	100.00	2.32%
Token Small Bucket	159	795.04	0.00	795.04	100.00	0.74%
Other Totals:	408	3,285.04	0.00	3,285.04	100.00	3.05%
<u>Department: Merchandise</u>						
BAG COVERS	8	193.78	112.68	81.10	41.85	0.08%
CAPS, MENS	32	590.64	466.49	124.15	21.02	0.12%
GLOVES	10	138.60	80.36	58.24	42.02	0.05%
GOLF BALLS	229	2,136.27	1,525.50	610.77	28.59	0.57%
MEN'S VEST	5	23.10	0.05	23.05	99.78	0.02%
MISCELLANEOUS	1	6.47	1.15	5.32	82.23	0.00%
SHIRTS, MENS	10	354.08	226.57	127.51	36.01	0.12%
SHOES, LADIES	1	49.00	48.75	0.25	0.51	0.00%
SHOES, MENS	1	69.52	63.00	6.52	9.38	0.01%
SKIRTS, LADIES	6	117.40	87.60	29.80	25.38	0.03%
SOCKS	2	173.86	129.29	44.57	25.64	0.04%
SUNGLASSES	1	13.86	10.00	3.86	27.85	0.00%
TEES	32	88.65	13.12	75.53	85.20	0.07%
Merchandise Totals:	338	3,955.23	2,764.56	1,190.67	30.10	1.11%
Tax:		263.49				
Total:		4,218.72				
<u>Department: Food and Beverage</u>						
Beer & Wine	1831	6,320.19	2,174.56	4,145.63	65.59	3.85%
Food and Beverage Totals:	1831	6,320.19	2,174.56	4,145.63	65.59	3.85%
Tax:		524.82				
Total:		6,845.01				
<u>Department: Food and Beverage</u>						
Beverages	910	1,964.52	514.19	1,450.33	73.83	1.35%
Food and Beverage Totals:	910	1,964.52	514.19	1,450.33	73.83	1.35%
Tax:		160.60				
Total:		2,125.12				
<u>Department: Food and Beverage</u>						
Breakfast	406	1,152.34	359.08	793.26	68.84	0.74%
Food and Beverage Totals:	406	1,152.34	359.08	793.26	68.84	0.74%
Tax:		95.66				
Total:		1,248.00				
<u>Department: Food and Beverage</u>						
Mexican Food	125	352.72	63.14	289.58	82.10	0.27%

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

Total Club Sales (1)

From: 01/01/2026 - 12:00:00 am To: 01/31/2026 - 11:59:59 pm

Category:	Quantity	Gross Rev.	Total Cost	Net Rev.	Profit % % of Business	
<u>Department: Food and Beverage</u>						
Food and Beverage Totals:	125	352.72	63.14	289.58	82.10	0.27%
Tax:		29.28				
Total:		382.00				
<u>Department: Food and Beverage</u>						
Sandwiches	343	1,873.69	481.50	1,392.19	74.30	1.29%
Food and Beverage Totals:	343	1,873.69	481.50	1,392.19	74.30	1.29%
Tax:		154.15				
Total:		2,027.84				
<u>Department: Food and Beverage</u>						
Snacks	175	389.99	104.82	285.17	73.12	0.27%
Food and Beverage Totals:	175	389.99	104.82	285.17	73.12	0.27%
Tax:		32.03				
Total:		422.02				
<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	2195	1,900.67	0.00	1,900.67	100.00	1.77%
Credit Card Surcharge Totals:	2195	1,900.67	0.00	1,900.67	100.00	1.77%
Report Totals:		114,233.85	6,677.83	107,556.02	94.15	100.00%
Tax:		3,268.23				
Total:		117,502.08				

Cash	24,436.36	Amer Express	6,127.03
Check	8,407.00	Discover	2,673.89
Credit Book	4,652.08	Master Card	18,959.36
Gift Certificate	1,595.57	Visa	50,650.79
Credit Card	78,411.07		
Total:	117,502.08		78,411.07



AGENDA MEMORANDUM



BOARD: TIERRA DEL SOL GOLF
COURSE ADVISORY BOARD

AGENDA ITEM #: 2.C.

DATE SUBMITTED: February 24, 2026

MEETING DATE: March 3, 2026

FROM: Maritza Gutierrez, Executive
Administrative Assistant

DEPARTMENT: Golf

DIRECTOR: Will Borowski

Agenda Item: Status Report - Golf Course, Pro Shop and Kitchen Operations

Classification: Regular

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

Issue: Staff will be updating the board on the golf course as a whole.

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 - 02/24/2026
Final Approval - 02/24/2026

Golf Report

Course:

1. Irrigation repairs ongoing.
2. Using Ropes to improve bare areas.
3. Started Aerification and Fertilization.

Golf Shop:

Jan 2025 \$94,100 Rounds 2,270

Jan 2026 \$117,589 Rounds 3,229 (959 more than 2025 +142%)

- \$23,489 Improvement Jan 2026 vs Jan 2025. Avg 31 more rds.per day.
- 125% Increase overall sales.
- Closed On Jan. 25th 2026 due to 35 degree temps.
- \$15,000 more in Green Fees.
- \$5,500 more in Cart Fees.
- \$1,000 more club rentals (64 vs 27)
- \$2,000 more in Beer sales.

Jan Revenue

2024: \$95,771

2025: \$94,100

2026: \$117,589



AGENDA MEMORANDUM



BOARD: TIERRA DEL SOL GOLF
COURSE ADVISORY BOARD

AGENDA ITEM #: 2.D.

DATE SUBMITTED: February 24, 2026

MEETING DATE: March 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 - 02/24/2026
Final Approval - 02/24/2026