NEW MEXICO TECH
SCIENCE • ENGINEERING • RESEARCH UNIVERSITY

Sole Source Application and Determination Form

A sole source determination is not effective until the sole source application for determination has been posted on the Purchasing website for thirty (30) calendar days without protest and is subsequently approved in writing by the Vice President of Administration and Finance.

nm 6.3.26

1. **Name of Department:** Golf Shop
   Contact Name: Sabino Grijalva
   Phone: 575-835-5335
   Email: sabino.grijalva@nmt.edu

2. **Name of Prospective Vendor:** Acushnet Company
   Contact Name: Shawn Strange
   Phone: 508-264-7542
   Email: Shawn_Strange@acushnetgolf.com
   Estimated Cost: $125,000.00
   Duration (for Services or Professional Services – limited to four years): 7/1/26 – 6/30/27

3. **Purpose/need for purchase and detailed list of items of tangible property, services, or professional services:** Titleist and FootJoy products are demanded by our customers. They provide products such as golf balls, golf equipment, apparel, shoes and accessories for resale at wholesale prices.

4. **Detailed explanation of criteria developed for this purchase:**

   Acushnet Company is the exclusive manufacturer of Titleist, FootJoy and Pinnacle golf products. The Acushnet Company is the exclusive manufacturer of Titleist, FootJoy and Pinnacle golf products. Customers drive the demand for their products. The Acushnet Company sells directly to retailers without the assistance of any distributors. The Acushnet Company's direct accounts are not authorized to sell the Acushnet Company's products to other points-of-sale. Therefore, the Acushnet Company is the sole source of the products at wholesale prices.

   See attached letter from Shawn Strange, Sales Administration Lead, Acushnet Company.

5. **Provide a detailed, sufficient explanation of the reasons, qualifications or unique capabilities of the prospective vendor that make that prospective vendor the one source for providing the items of tangible property, services, or professional services:**

   We purchase Acushnet products directly at wholesale prices and resale those items in our golf shop at competitive retail prices for profit. We try to provide quality products at competitive prices to give our customers choices in golf equipment such as golf balls, clubs, golf bags, headwear and accessories. We cannot purchase their products from any other vendor at wholesale prices. Examples of our competitors are other golf courses in the state of New Mexico, Dick's Sporting Goods, The Golf Mart, GolfTec, Club Champion. These competitors cannot sell us Acushnet products at wholesale prices.

6. **Provide a detailed, sufficient explanation of how the items of tangible property, services, or professional services is/are unique and how this uniqueness is substantially related to the intended purpose of the department/grant:**

   We sell approximately between $90,000.00 and $115,000.00 in Acushnet products for a typical year. The Acushnet Company holds one of the largest market shares in the categories of golf apparel and equipment. New Mexico Tech Golf Course would lose out on opportunities to partner with companies such as The Acushnet Company that provide products our customers demand. We would also lose out on the revenue and our profit margins from these products being sold at the pro shop.

7. **Please provide a narrative description department's due diligence in determining a basis for the procurement. Include:**
   a. **method used to research and review other available sources (i.e. list of potential vendors from Purchasing, internet, state pricing agreements, purchasing cooperatives)**
      The Acushnet Company is one of the largest major manufacturer of golf products in the industry. We order from a variety of manufacturers based on customer demand and product trends, such as, but not limited to: Callaway, Ping, Srixon/Cleveland, TaylorMade, Cobra, etc.

   b. **list of vendors contacted, the date and method of contact (i.e. email, phone call)**
      There are no other vendors that we can purchase these products through. We can only purchase their products directly through them as they are the manufacturer.

   c. **documentation explaining why:**
      i. **those vendors cannot provide the required items of tangible property, services, or professional services**
         The company's direct account holders are not authorized to resale the company's products to other vendors or retailers.

ii. **other similar items of tangible property, services, or professional services cannot meet the intended purpose of department/grant:**
When our customers request a particular name brand of a club or piece of equipment, they are very specific due to the manufacturer's benefits and features of their product.

I certify I have performed thorough and diligent research and analysis to determine that [Acushnet Company] is the only source capable of providing the required [Titleist/FootJoy/Pinnacle golf products]. I understand that violations of the New Mexico Procurement Code (Chapter 13, Article 1 NMSA 1978) can carry severe penalties. I affirm that the information provided in this Sole Source Determination is true and accurate to the best of my knowledge and belief.

Name, Title: Sabino Grijalva, Director of Golf Date 5/27/26

Review: Purchasing Services (Name, Title): Meradeth Montoya Associate Director AdobeSign/Date 6.3.26

Website Posting Date: 06/05/2026

Posting Expiration Date: 07/05/2026

Protested (Yes/No):

Approval: Delilah A. Walsh
Vice President of Administration and Finance AdobeSign/Date 05-Jun-2026

Version: July 2025

Sole Source Application - Acushnet Company

Final Audit Report 2026-06-05

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