



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.

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

2. **Name of Prospective Vendor:** Callaway Golf Sales Company
Contact Name: Michael McDaniel
Phone: 760-804-4721
Email: michael.mcdaniel@callawaygolf.com
Estimated Cost: \$30,000.00
Duration (for Services or Professional Services – limited to four years): 2/18/26 – 6/30/26

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

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

Callaway Golf Sales Company is the sole source vendor and the manufacturer of Callaway Golf products. Customers drive the demand for their products. Callaway Golf products can only be purchased directly from the manufacturer as an approved account holder at wholesale pricing.

See attached letter from Jay Allen, Sr. Vice President, Americas, Callaway Golf Sales 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 Callaway Golf 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 and technology at competitive prices to give our customers choices in golf equipment such as golf clubs, golf bags, headwear, gloves, towels 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 include, Dick's Sporting Goods, The Golf Mart, GolfTec, Club Champion and other golf courses. These competitors cannot sell us Callaway Golf 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 \$20,000.00 and \$25,000.00 in Callaway Golf products for a typical year. Callaway Golf holds one of the largest market shares in the categories of golf equipment and accessories. New Mexico Tech Golf Course would lose out on opportunities to partner with companies such as Callaway Golf that manufacture 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. As an approved account holder and a certified PGA club fitter, Callaway Golf provides us with demo clubs to help customers see and experience the latest club prior to purchasing their own.

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)**

Callaway Golf is one of the largest major manufacturers of golf equipment in the industry. We order from a variety of manufacturers based on customer demand and product trends, such as, but not limited to: Ping, Acushnet, 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 sole source vendor and manufacturer of its products.

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 [Callaway Golf Sales Company] is the only source capable of providing the required [Callaway 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 2/18/26

Tristine Hayward, Assoc Director, Auxiliary Services *Tristine H. Hayward*

Review: Purchasing Services (Name, Title): *Lisa Majkowski* 02.19.2026
Lisa Majkowski, Director

Website Posting Date: 02/19/2026

Posting Expiration Date: 03/22/2026

Protested (Yes/No):

Approval: Delilah A. Walsh *Delilah Walsh*
Delilah Walsh (Feb 19, 2026 13:57:26 MST)
Vice President of Administration and Finance