2021 Model Year Competitive Assistance Program

SUBMITTED:  August 25, 2020
FOR:  National Golf Course Owners Association
       291 SEVEN FARMS DR
       DANIEL ISLAND, South Carolina 29492-7998
FAN:  457079
DUNS #:  932328982

PREPARED FOR:  Mike Ketterman
Director
National Golf Course Owners Association

GM FLEET AND COMMERCIAL CONTACT:
Steven English
Fleet Account Executive
steven.english@gm.com
Office: 919 280 6136

General Motors Company
August 25, 2020

Mike Ketterman  
National Golf Course Owners Association  
291 SEVEN FARMS DR  
DANIEL ISLAND, South Carolina 29492-7998

Dear Mike,

General Motors LLC, Fleet and Commercial Operations, is pleased to offer National Golf Course Owners Association the attached Competitive Assistance Program. This Agreement version supersedes all prior agreements.

If you agree with the terms and conditions of the Program as set forth in the attached Agreement, please return a signed copy to my attention.

To ensure accurate and timely payment of Competitive Assistance, use of Processing Code KHC and FAN 457079 is required on all order requests and delivery reporting data for vehicles specified as eligible for the Program. It is imperative that you communicate the Processing Code and FAN to your dealer or leasing company prior to placing an order.

On behalf of General Motors LLC, Fleet and Commercial Operations, I would like to thank you for allowing us the opportunity to be your fleet company for the 2021 model year(s).

Very truly yours,

Steven English  
Fleet Account Executive

List of Attachments  
1. 2021 Model Year Competitive Assistance Program Agreement  
2. Vehicle Ordering and Delivery Instructions  
3. Out-of-Stock Purchase Agreement
# 2021 Model Year Competitive Assistance Program

Local Golf Course Owners Association  

**Location:** 291 SEVEN FARMS DR  
DANIEL ISLAND, South Carolina  
29492-7998  

**Approved:** August 25, 2020  
**Version:** 1  
**Deal Number:** C120  
**Submitted By:** Steven English  

The following 2021 Model Year Competitive Assistance Program Agreement ("Agreement") sets forth the terms and conditions of the Competitive Assistance Program (the "Program" or "CAP") between General Motors LLC, Fleet and Commercial Operations ("General Motors" or "GM") and National Golf Course Owners Association.

## TERMS AND CONDITIONS OF COMPETITIVE ASSISTANCE PROGRAM

### Volume Requirement
National Golf Course Owners Association agrees to purchase or lease a minimum of 100 General Motors vehicles for each model year set forth in the Agreement. Any purchases or leases of General Motors vehicles by National Golf Course Owners Association will count toward the volume requirement.

### End-User FAN  
Customer Name  
457079 National Golf Course Owners Association

### Allowances and Eligible Vehicles
The following allowances are offered for the 2021 model year vehicles listed below (the " Eligible Vehicles"). Eligible Vehicles exclude models with trim designations 1SL (for GMC models only), 1SM, 1SV, 1VL, 1L0 or 2SA.

<table>
<thead>
<tr>
<th>Model</th>
<th>Tier</th>
<th>Invoice Credit*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spark</td>
<td></td>
<td>$2,000</td>
</tr>
<tr>
<td>Malibu</td>
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<td>$4,600</td>
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<tr>
<td>Bolt</td>
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<tr>
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<td>$2,700</td>
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<tr>
<td>Encore</td>
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<tr>
<td>Encore GX</td>
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<tr>
<td>Trax</td>
<td></td>
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<tr>
<td>Trailblazer (New)</td>
<td></td>
<td>$1,400</td>
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<tr>
<td>Equinox</td>
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<tr>
<td>Terrain</td>
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<td>Blazer</td>
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<td>Envision (New)</td>
<td></td>
<td>$2,800</td>
</tr>
<tr>
<td>Traverse</td>
<td></td>
<td>$5,100</td>
</tr>
</tbody>
</table>
## 2021 Model Year Competitive Assistance Program

### National Golf Course Owners Association

<table>
<thead>
<tr>
<th>Model</th>
<th>Tier</th>
<th>Invoice Credit*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enclave</td>
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</tr>
<tr>
<td>Acadia</td>
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<tr>
<td>Tahoe/Yukon (New)</td>
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<tr>
<td>Suburban/Yukon XL (excluding 3500 HD) (New)</td>
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</tr>
<tr>
<td>Escalade/EscaLaide ESV (New)</td>
<td>$4,400</td>
<td>$4,400</td>
</tr>
<tr>
<td>XT4</td>
<td>$4,900</td>
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<td>XT5</td>
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</tr>
<tr>
<td>XT6</td>
<td>$5,800</td>
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</tr>
<tr>
<td>Silverado/Sierra 1500 Regular Cab 2WD (1WT/1SA)</td>
<td>$6,200</td>
<td>$6,200</td>
</tr>
<tr>
<td>Silverado/Sierra 1500 Regular Cab 4WD (1WT/1SA)</td>
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<tr>
<td>Silverado/Sierra 1500 Double Cab 2WD (1WT/1CX/1SA/3SA/3SB)</td>
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<tr>
<td>Silverado/Sierra 1500 Crew Cab 2WD (1WT/1CX/1SA/3SA/3SB)</td>
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<td>Silverado/Sierra 1500 Crew Cab 4WD (1WT/1CX/2CX/1SA/3SA/3SB)</td>
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<tr>
<td>Silverado/Sierra 1500 Crew Cab 2WD (excluding 1WT/1CX/1SA/3SA/3SB)</td>
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<tr>
<td>Silverado/Sierra 2500/3500 Regular Cab 2WD (1WT/1CX/1SA/3SA)</td>
<td>$5,800</td>
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<tr>
<td>Silverado/Sierra 2500/3500 Regular Cab 4WD (1WT/1CX/1SA/3SA)</td>
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<td>Silverado/Sierra 2500/3500 Double Cab 4WD (1WT/1CX/1SA/3SA)</td>
<td>$6,600</td>
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</tbody>
</table>
## 2021 Model Year Competitive Assistance Program

### National Golf Course Owners Association

**PROCESSING CODE:** KHC  
**FAN:** 457079  
**LOCATION:** 291 SEVEN FARMS DR  
**ADDRESS:** DANIEL ISLAND, South Carolina 29492-7998  
**CONTACT:** Mike Ketterman  
**PHONE:** 843-408-3369  
**APPROVED:** August 25, 2020  
**DEAL NUMBER:** C120  
**SUBMITTED BY:** Steven English  
**VERSION:** 1

<table>
<thead>
<tr>
<th>Model</th>
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<td>$6,800</td>
</tr>
<tr>
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</tr>
<tr>
<td>Silverado/Sierra 2500/3500 Crew Cab 2WD (1WT/1CX/1SA/3SA)</td>
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<td>$7,100</td>
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<tr>
<td>Silverado/Sierra 2500/3500 Crew Cab 4WD (1WT/1CX/1SA/3SA)</td>
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<tr>
<td>Silverado/Sierra 2500/3500 Crew Cab 2WD (excluding 1WT/1CX/1SA/3SA)</td>
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<td>$7,500</td>
</tr>
<tr>
<td>Silverado/Sierra 2500/3500 Crew Cab 4WD (excluding 1WT/1CX/1SA/3SA)</td>
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<tr>
<td>Medium Duty Low Cab Forward 4500 - Gas</td>
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<tr>
<td>Medium Duty Low Cab Forward 4500 - Diesel</td>
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<tr>
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<tr>
<td>Express/Savana 2500 Cargo</td>
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<tr>
<td>Express/Savana 3500 Cargo</td>
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</tr>
<tr>
<td>Express/Savana Cutaway</td>
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</tr>
<tr>
<td>Colorado/Canyon Crew Cab 4WD</td>
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<td>$4,400</td>
</tr>
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</table>

**Purchase Volume**  
100

*Represents competitive assistance that is included in the tier amounts that will be reflected as an invoice credit.*
2021 Model Year Competitive Assistance Program

Payment by Invoice Credit
Competitive Assistance is payable as an invoice credit at the amounts listed in the table above. Vehicles receiving allowances under the GM Business Choice, Fleet Out-of-Stock, or Retail Alternative Programs are not eligible to receive Competitive Assistance.

Out of Stock Purchase/Leases
Eligible Vehicles purchased or leased from a General Motors dealer's retail inventory (out-of-stock) will qualify for Competitive Assistance (unless otherwise specified) only once the attached "CAP Out of Stock Purchase Agreement" form is completed by the applicable dealer and National Golf Course Owners Association (or its authorized Fleet Management Company).

National Golf Course Owners Association's purchases/leases of out-of-stock General Motors vehicles using retail or other fleet incentives will not be eligible for Competitive Assistance, but such purchases/leases of those out-of-stock General Motors vehicles will still count toward attainment of the volume requirement provided that National Golf Course Owners Association complies with all other terms of the Agreement. Such purchases/leases must be reported as fleet deliveries even if retail incentives are claimed. Eligible Vehicles ordered with processing code KHC cannot be converted to out-of-stock purchases/leases and are not eligible for retail or other fleet incentives.

Price Protection
General Motors will provide National Golf Course Owners Association with price protection for 2021 model year Eligible Vehicles at introductory prices. Price protection pertains to ordered and dealer stock units. The price protection offered by General Motors applies to price increases based on economics and destination and freight charges. The price protection offered by General Motors excludes vehicle price increases made necessary due to equipment adjustments, government-mandated equipment and emission changes, optional equipment made standard, mid-cycle enhancements, and vehicle design changes, all as defined and valued by General Motors.

Vehicle Pricing
If the dealer invoice price of a comparably equipped Eligible Vehicle is reduced during the term of this Agreement, General Motors reserves the right to reduce Competitive Assistance allowances by the amount of the dealer invoice price reduction.
2021 Model Year Competitive Assistance Program

National Golf Course Owners Association

LOCATION: 291 SEVEN FARMS DR
DANIEL ISLAND, South Carolina
29492-7998

APPROVED: August 25, 2020
VERSION: 1
DEAL NUMBER: C120

PROCESSING CODE: KHC
FAN: 457079

CONTACT: Mike Ketterman
PHONE: 843-408-3369
SUBMITTED BY: Steven English

Powertrain Warranty

Chevrolet/GMC vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 5 years or 100,000 miles, whichever comes first.

Buick vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 5 years or 60,000 miles, whichever comes first.

Cadillac vehicles purchased under this Agreement with Delivery Types: 014 Fleet Leasing Company Purchase or 035 Business Organization Fleet Purchase are covered by a Limited Powertrain Warranty of 6 years or 70,000 miles, whichever comes first.

Please refer to the vehicle Warranty Booklet or contact your GM Fleet Account Executive for important details and limitations.

Ownership Requirements

All vehicles under this Program must be titled, licensed, and registered in the name of National Golf Course Owners Association or its Fleet Management Company and retained by National Golf Course Owners Association for business use principally in the United States for a minimum of 6 months from the date of delivery. National Golf Course Owners Association will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time.

Compliance Requirements

In performing its obligations under this Agreement, each party warrants and agrees to comply fully with, and to cause its directors, officers, employees, and agents to comply fully with, all applicable laws and regulations of all appropriate jurisdictions, including without limitation: the U.S. Foreign Corrupt Practices Act; all applicable anti-corruption laws and U.S. federal, state and local laws, regulations and guidelines, including without limitation campaign finance laws, ethics laws, pay to play rules, and any applicable lobbying registration and disclosure laws; export control laws and regulations of the United States and other applicable countries; and U.S. sanctions, embargoes, and prohibitions on transactions with restricted parties, countries, and regions. General Motors has the right to review the vehicle registration records of National Golf Course Owners Association to ensure compliance with this Agreement. National Golf Course Owners Association’s failure to comply with this Agreement may result in General Motors immediately terminating this Agreement and/or passing to National Golf Course Owners Association penalties imposed on General Motors by certain countries for unauthorized export/import of General Motors vehicles.

VEHICLE ORDERING REQUIREMENTS

PROCESSING CODE: KHC
FAN: 457079

For all brands listed in the agreement that are eligible to receive competitive assistance allowances:

- It is mandatory that the Processing Code and FAN appear on every order request placed via GM Order Workbench.
- The FAN is required on all delivery reporting entries via GM Order Workbench.
2021 Model Year Competitive Assistance Program

General Golf Course Owners Association

| PROCESSING CODE: KHC | LOCATION: 291 SEVEN FARMS DR  |
| FAN: 457079        | DANIEL ISLAND, South Carolina |

Contact: Mike Ketterman
Phone: 843-408-3369

Submitted by: Steven English

General Provisions

The following general provisions apply:

Agreement
This Agreement (i) contains the entire understanding of the parties relating to the subjects hereto, (ii) supersedes all prior statements, representations, and agreements, and (iii) cannot be amended except by written instrument signed by both parties. The parties represent and agree that, in entering into this Agreement, they have not relied upon any oral or written agreements, representations, statements, or promises, express or implied, not specifically set forth or otherwise referenced in this Agreement. The parties expressly waive application of any law, statute, or judicial decision allowing oral modifications, amendments, or additions to this Agreement notwithstanding this express written provision requiring a writing signed by the parties.

Confidentiality
This Agreement and the terms hereof are intended solely for the use of General Motors and National Golf Course Owners Association. This Agreement is to be disclosed on a "need to know" basis solely within National Golf Course Owners Association or to the dealer/fleet management company chosen by National Golf Course Owners Association to quote the purchase/lease of Eligible Vehicles, not to other dealers or General Motors competitors.

Choice of Law
This Agreement shall be governed by and construed in accordance with the laws of the State of Michigan as if entirely performed therein, without regard to the conflicts of law and principles thereof.

Signatures
This Competitive Assistance offer is valid for 60 days from the date approved and will expire on October 24, 2020 unless accepted in writing by National Golf Course Owners Association and returned prior to the expiration date.

General Motors and National Golf Course Owners Association have caused this 2021 Model Year Competitive Assistance Program Agreement to be executed by their duly authorized representatives as of the last date appearing below:

Signature of Commercial Account Representative

Title
Date

Signature of GM FAE, Steven English

Fleet Account Executive
Title
Date

August 25, 2020

PLEASE RETURN TO Steven English, YOUR FLEET ACCOUNT EXECUTIVE
VEHICLE ORDERING AND DELIVERY INSTRUCTIONS

To ensure the accurate tracking of orders and timely payment of Competitive Assistance Program (CAP) allowances, use of the assigned CAP Processing Code and the GM Fleet Account Number (FAN) is required on all vehicle order requests and delivery reporting data for models specified in the agreement as eligible for Competitive Assistance.

It is imperative that you communicate the Processing Code and FAN to your dealer and/or leasing company.

CUSTOMER NAME: National Golf Course Owners Association

PROCESSING CODE: KHC

FAN: 457079

ORDERING CAP UNITS

Requirements for Standard Vehicle Order

- The assigned CAP Processing Code identified above must be included on the order.
- Do not use the CAP Processing Code on units that are taken out of stock that will receive the retail alternative. These units will still require a fleet delivery type.
- One of the fleet order types listed below must be included in the order.

Order Types

<table>
<thead>
<tr>
<th>FLEET ORDER TYPE:</th>
<th>Customer Name</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>FLS - Fleet Lease</td>
<td>Requires Primary Leasing Company FAN and End-User FAN</td>
<td></td>
</tr>
<tr>
<td>FNR - Fleet Commercial</td>
<td>Requires End-User FAN</td>
<td></td>
</tr>
</tbody>
</table>

End-User FAN | Customer Name
--- | ---
457079 | National Golf Course Owners Association
DELIVERY REPORTING OF CAP UNITS

Ordered and Out-of-Stock CAP Units
All deliveries to customers with a valid General Motors Fleet Account Number (FAN), which includes all CAP customers, must be reported as fleet deliveries regardless of order type.

Deliveries to FAN holders using retail delivery type "018 Business Organization" or any other retail delivery type are not allowed and any incentives paid will be subject to a charge back.

Vehicles delivered incorrectly (i.e. retail) will not be eligible for payment of any Competitive Assistance.

Fleet Delivery Types
The delivery type or types for this customer is listed below.*

<table>
<thead>
<tr>
<th>DELIVERY TYPE</th>
<th>Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>014 - Leasing Company</td>
<td>Requires Primary Leasing Company FAN and End-User FAN</td>
</tr>
<tr>
<td>035 - Business Organization</td>
<td>Requires End-User FAN</td>
</tr>
</tbody>
</table>

*020 Daily Rental is not applicable to CAP accounts (National Rental Accounts only)

ADDITIONAL TERMS AND CONDITIONS

Commercial Upfit Programs
Allowances offered in the GM Business Choice Program are not compatible with brands covered by this agreement as eligible to receive Competitive Assistance.

Fleet Out-of-Stock and Retail Incentives
Allowances offered under Fleet Out-of-Stock and Retail Alternative Programs are not compatible with brands covered by this agreement as eligible to receive Competitive Assistance.

End-User FAN | Customer Name
---------------|-----------------|
457079         | National Golf Course Owners Association
Ownership Requirements
All vehicles under this Program must be titled, licensed, and registered in the name of National Golf Course Owners Association or its Fleet Management Company and retained by National Golf Course Owners Association for business use principally in the United States for a minimum of 6 months from the date of delivery. National Golf Course Owners Association will not knowingly sell, export, sell for export, or principally use the Eligible Vehicles outside of the United States at any time.

FAE Acknowledgement
This document has been presented to CAP customer.

Signature of Steven English
2021 Model Year Competitive Assistance Program

National Golf Course Owners Association

LOCATION: 291 SEVEN FARMS DR
DANIEL ISLAND, South Carolina 29492-7998

APPROVED: August 25, 2020

VERSION: 1

DEAL NUMBER: C120

Customer Name: National Golf Course Owners Association
Customer FAN: 457079
CAP Code: KHC
Fleet Management Company, if applicable

Print Name of Authorized Dealer Representative: Mike Ketterman
Phone Number: 843-408-3369

CAP Out-Of-Stock Purchase Agreement

Part 1

The intent of this agreement and process is to provide the selling dealer an invoice credit to their open account for the CAP amount. Adjustment invoice credits will be posted to the dealer open account statement and settled based on current process.

National Golf Course Owners Association
Customer Name: National Golf Course Owners Association
Customer FAN: 457079
CAP Code: KHC
Fleet Management Company, if applicable

Part 2 (TO BE COMPLETED BY DEALER ONLINE)

Dealership Name: National Golf Course Owners Association
City, State: 291 SEVEN FARMS DR
DANIEL ISLAND, South Carolina 29492-7998

The named dealer agrees to sell the above referenced customer the VIN(s) below and will comply with this agreement. The ultimate consumer/end user acknowledges receipt of a private offer from General Motors. The consumer and dealer understand that this private offer is NOT compatible* with any additional retail or dealer incentives/rebates (i.e. business choice, dealer cash, pull boards, etc.). By signing this agreement, the above-mentioned dealership is releasing General Motors from any future claim or obligation for incentive(s) on units purchased with CAP incentives. In addition, the above-mentioned dealership is authorizing GM to debit his/her open account for any incentive monies that have been erroneously paid to his/her dealership in reference to this transaction.

List units included in this transaction below. Please indicate by VIN if a dealer trade is involved and if the dealer trade transaction has been completed by the original dealer in Order Workbench, Deliver Vehicle tab. Attach a spreadsheet for additional VINs.

-- VINs must be delivered Fleet in Order Workbench, Deliver Vehicle tab --

VIN | OnStar RPO | Dealer Trade | Transaction Completed
--- | --- | --- | ---

Extended Service

Print Name of Authorized Dealer Representative: Mike Ketterman
Phone Number: 843-408-3369

Signature of Authorized Dealer Representative: Mike Ketterman
Date: August 25, 2020

* Always check program guidelines for compatibility.

Please contact 1-800-FleetOP (1-800-353-3867) with any questions. Complete the online application located on gmfleet.com to have the invoice adjusted and CAP code added.