



2020 Model Year Competitive Assistance Program

Coop Members of CHS Inc

PROCESSING CODE: VBI
FAN: 880312

FAE NAME: Kurt Moats
PHONE: 248-709-2045
EMAIL: kurt.1.moats@gm.com

APPROVED: May 16, 2019
VERSION: 2
DEAL NUMBER: 1748
SUBMITTED BY: Kurt A. Moats

The following 2020 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 CHS Inc. or Coop Members of CHS Inc.

TERMS AND CONDITIONS OF COMPETITIVE ASSISTANCE PROGRAM

End-User FAN	Customer Name
880312	Coop Members of CHS Inc

Allowances and Eligible Vehicles

The following allowances are offered for the 2020 model year vehicles listed below (the “Eligible Vehicles”). Eligible Vehicles exclude models with trim designations 1SL (for GMC models only), 1SM, 1SV, 1VL, or 2SA.

Model	Allowance
Spark	\$1,500
Sonic	\$1,500
Malibu (excluding Hybrid) 1FL/LS	\$4,300
Malibu (excluding Hybrid) LT/Premier	\$4,300
Malibu Hybrid	\$2,600
Bolt	\$2,000
Regal	\$1,500
Camaro	\$1,400
CT5 (New)	\$3,000
Encore	\$3,400
Trax	\$3,100
Equinox 1FL/LS	\$3,600
Equinox LT/2FL/Premier	\$3,600
Terrain	\$3,700
Blazer (New)	\$2,300
Envision	\$4,000
Traverse 1FL/LS	\$4,600
Traverse LT/2FL/RS/Premier/High Country	\$4,600
Enclave	\$5,600



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Model	Allowance
Acadia (New)	\$4,600
Tahoe/Yukon	\$5,400
Suburban/Yukon XL (excluding 3500 HD)	\$5,600
Escalade/Escalade ESV	\$7,600
XT4	\$3,100
XT5	\$5,200
XT6 (New)	\$3,600
Silverado/Sierra 1500 Regular Cab 2WD (1WT/1SA)	\$5,800
Silverado/Sierra 1500 Regular Cab 4WD (1WT/1SA)	\$5,900
Silverado/Sierra 1500 Double Cab 2WD (1WT/1CX/1SA/3SA/3SB)	\$6,500
Silverado/Sierra 1500 Double Cab 4WD (1WT/1CX/2CX/1SA/3SA/3SB)	\$6,700
Silverado/Sierra 1500 Double Cab 2WD (excluding 1WT/1CX/1SA/3SA/3SB)	\$7,000
Silverado/Sierra 1500 Double Cab 4WD (excluding 1WT/1CX/2CX/1SA/3SA/3SB)	\$7,200
Silverado/Sierra 1500 Crew Cab 2WD (1WT/1CX/1SA/3SA/3SB)	\$6,800
Silverado/Sierra 1500 Crew Cab 4WD (1WT/1CX/2CX/1SA/3SA/3SB)	\$7,000
Silverado/Sierra 1500 Crew Cab 2WD (excluding 1WT/1CX/1SA/3SA/3SB)	\$7,300
Silverado/Sierra 1500 Crew Cab 4WD (excluding 1WT/1CX/2CX/1SA/3SA/3SB)	\$7,500
Silverado/Sierra 2500/3500 Regular Cab 2WD (1WT/1CX/1SA/3SA) (New)	\$5,700
Silverado/Sierra 2500/3500 Regular Cab 4WD (1WT/1CX/1SA/3SA) (New)	\$5,900
Silverado/Sierra 2500/3500 Regular Cab 2WD (excluding 1WT/1CX/1SA/3SA) (New)	\$6,000
Silverado/Sierra 2500/3500 Regular Cab 4WD (excluding 1WT/1CX/1SA/3SA) (New)	\$6,200
Silverado/Sierra 2500/3500 Double Cab 2WD (1WT/1CX/1SA/3SA) (New)	\$6,300
Silverado/Sierra 2500/3500 Double Cab 4WD (1WT/1CX/1SA/3SA) (New)	\$6,600
Silverado/Sierra 2500/3500 Double Cab 2WD (excluding 1WT/1CX/1SA/3SA) (New)	\$6,800



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Model	Allowance
Silverado/Sierra 2500/3500 Double Cab 4WD (excluding 1WT/1CX/1SA/3SA) (New)	\$7,000
Silverado/Sierra 2500/3500 Crew Cab 2WD (1WT/1CX/1SA/3SA) (New)	\$6,900
Silverado/Sierra 2500/3500 Crew Cab 4WD (1WT/1CX/1SA/3SA) (New)	\$7,100
Silverado/Sierra 2500/3500 Crew Cab 2WD (excluding 1WT/1CX/1SA/3SA) (New)	\$7,400
Silverado/Sierra 2500/3500 Crew Cab 4WD (excluding 1WT/1CX/1SA/3SA) (New)	\$7,700
Medium Duty Low Cab Forward 3500	\$2,900
Medium Duty Low Cab Forward 4500 - Gas	\$3,800
Medium Duty Low Cab Forward 4500 - Diesel	\$5,300
Medium Duty Low Cab Forward 5500 - Diesel	\$5,100
Medium Duty Low Cab Forward 6500 - Diesel	\$5,300
Silverado Medium Duty 4500	\$4,750
Silverado Medium Duty 5500	\$6,250
Silverado Medium Duty 6500	\$6,750
Colorado/Canyon Extended Cab 2WD WT/Base	\$3,600
Colorado/Canyon Extended Cab 2WD LT/Z71/SLE/SLT/Denali	\$3,600
Colorado/Canyon Extended Cab 4WD WT/Base	\$4,000
Colorado/Canyon Extended Cab 4WD LT/Z71/SLE/All-Terrain/SLT/Denali	\$4,000
Colorado/Canyon Crew Cab 2WD WT/Base	\$3,800
Colorado/Canyon Crew Cab 2WD LT/Z71/SLE/SLT/Denali	\$3,800
Colorado/Canyon Crew Cab 4WD WT/Base	\$4,200
Colorado/Canyon Crew Cab 4WD LT/Z71/SLE/All-Terrain/SLT/Denali	\$4,200
Express/Savana 2500 Cargo	\$7,900
Express/Savana 3500 Cargo	\$8,700
Express/Savana Cutaway	\$7,300
Express/Savana Passenger	\$7,400



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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 CHS Inc. or Coop Members of CHS Inc (or its authorized Fleet Management Company).

CHS Inc. or Coop Members of CHS Inc'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 CHS Inc. or Coop Members of CHS Inc 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 VBI 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 CHS Inc. or Coop Members of CHS Inc with price protection for 2020 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.



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Eligible Subsidiaries

CHS Inc. or Coop Members of CHS Inc and the following subsidiaries of CHS Inc. or Coop Members of CHS Inc are eligible for the Competitive Assistance in this Agreement.

Ownership Requirements

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

CHS Member Eligibility and Documentation Requirements

Qualifying members must be direct member owners who have completed the specific documentation required by CHS, qualifying them as CHS member owners. **The dealership deal jacket MUST have a proof of CHS membership to include a CHS Statement of Equities and/or Patron Activity Summary, which can be obtained by contacting Kate Hodges of CHS at: kathryn.hodges1@chsinc.com**

To qualify, a member must provide business and relationship documentation to the selling dealer/Fleet Management company. The dealer/Fleet Management company must maintain a copy of substantiating documentation in the deal jacket for audit purposes.

Required Business Documentation: (One Required)

- Proof of CHS Membership (Statement of Equities and / or Patron Activity Summary)
- Commercial business tax ID #
- Prior year Schedule F (Farmers only non-incorporated)
- **ALL PURCHASES NOT SUPPORTED WITH A SCHEDULE F MUST BE TITLED IN A BUSINESS NAME, NO EXCEPTIONS.**



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Additional CHS Member Ownership Requirements:

- Title must match the name on the supporting Business Documentation (required above)
- Vehicle must be licensed and titled in CHS member name for a minimum of 6 months

Dealerships must have a Fleet Invoice with BV1 before submitting the unit as sold in the GM system

Powertrain Warranty

All Chevrolet and 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. Vehicles purchased by Daily Rental companies, Delivery Type 020, are covered by the standard Limited Powertrain Warranty of 5 years or 60,000 miles, whichever comes first. Please refer to the Chevrolet or GMC Warranty booklet or contact your GM Fleet Account Executive for details.

VEHICLE ORDERING REQUIREMENTS

PROCESSING CODE: VBI

FAN: 880312

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.

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.



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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: Coop Members of CHS Inc

PROCESSING CODE: VBI

FAN: 880312

**THIS DOCUMENT MUST BE
PRESENTED TO YOUR DEALER
AND/OR LEASING COMPANY**

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

FLEET ORDER TYPE: FLS - Fleet Lease

Requires Primary Leasing Company FAN and End-User FAN

FLEET ORDER TYPE: FNR - Fleet Commercial

Requires End-User FAN

End-User FAN

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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.*

DELIVERY TYPE: 014 - Leasing Company	Requires Primary Leasing Company FAN and End-User FAN
DELIVERY TYPE: 035 - Business Organization	Requires End-User FAN

**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

End-User FAN

Customer Name

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CAP Out-Of-Stock Purchase Agreement

THIS FORM MUST BE COMPLETED FOR ALL OUT-OF-STOCK TRANSACTIONS WITH CAP CUSTOMERS

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.

Coop Members of CHS Inc _____ 880312 _____ VBI _____
Customer Name Customer FAN CAP Code Fleet Management Company, if applicable

Part 2 (to be completed by dealer)

Dealer Code _____ Dealership Name _____ City, State _____

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 --

Extended Service

VIN	OnStar RPO	XM RPO	Dealer Trade	Transaction Completed
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

Print Name of Authorized Dealer Representative _____

Phone Number _____

Signature of Authorized Dealer Representative _____

Date _____

Dealer Note: This document is required as supporting documentation for all CAP out-of-stock purchase transactions and must be available in the Deal File.

* Always check program guidelines for compatibility.

**Please contact 1-800-FleetOP (1-800-353-3867) with any questions.
FAX to FleetOP at 586-986-1402 or 586-9861401 to have the invoice adjusted and CAP code added.**