



- Pricing will be updated as warranted by market conditions. Pricing based on the discount off Club Car’s US Suggested List Price (MSRP) for the base vehicle per the discount structure below.
- Any new vehicles added to the Club Car lineup will automatically be added to the contract/program and discounting will follow established discount structure listed below based on the type/category of the vehicle:

<u>Product</u>	<u>Discount off US Suggested List Price (MSRP)</u>
Fleet Golf Cars: <ul style="list-style-type: none"> • Tempo 2 Passenger, Precedent i2 & Tempo 2 Passenger Lithium Ion 	35%
Utility Vehicles (2wd Small Bed): <ul style="list-style-type: none"> • Carryall 100 	15%
Utility Vehicles (2wd Med & Large Bed): <ul style="list-style-type: none"> • Carryall 300, Carryall 500, Carryall 500 HP, CA500 Li-Ion, Carryall 502, CA502 Li-Ion, Carryall 550, CA550 Li-Ion, Carryall 700, Carryall 700 HP, CA700 Li-Ion & Carryall 900 	20%
Utility Vehicles (4x4/AWD): <ul style="list-style-type: none"> • Carryall 1500 2WD, Carryall 1500 AWD & Carryall 1700 AWD 	15%
Transportation Vehicles (Villager & Transporter): <ul style="list-style-type: none"> • Transporter, Transporter HP, Transporter XL & Transporter XLC, • Tempo 2 (P.O.V.), Tempo 2 Lithium (P.O.V.), Tempo 2 + 2 & Tempo 2 + 2 Lithium Ion • Villager 2, Precedent i2 Villager 4, Villager 6, Villager 6 HP, Villager 8 & Villager 8 HP 	20%
Hospitality Vehicles: <ul style="list-style-type: none"> • Café Express & Café Express Li-Ion 	20%
Low Speed Vehicles (LSVs): <ul style="list-style-type: none"> • Carryall 510 LSV, Carryall 710 LSV 	13%
Accessories/Options/Custom Solutions/SVP – <ul style="list-style-type: none"> • Fleet GC, Utility, Transportation, Hospitality & LSV only (Factory & Field) - Discounted separately from top level vehicle. *Excludes Truckster & Consumer* 	15%
Truckster LSV & Non LSV: <ul style="list-style-type: none"> • Club Car Urban XR & Urban LSV • Truckster only (Factory & Field) - Accessories/Options/Custom Solutions/SVP Parts - Discounted separately from top level vehicle. 	6% 10%
Consumer - Premium Luxury Cars (PLC): <ul style="list-style-type: none"> • Garia LSV / PTV – Via 2, Via 2 OFF-X, Via 2+2, Via 2+2 OFF-X, Via 4, Via 4 OFF-X, Via 4+2 & Via 4+2 OFF-X • Accessories/Options/Custom Solutions/SVP - Discounted separately from top level vehicle. 	3% 5%
Consumer - Neighborhood Electric Vehicle (NEV): <ul style="list-style-type: none"> • CRU & Accessories 	MSRP – no discount
Consumer - Personal Transportation Vehicles (PTV): <ul style="list-style-type: none"> • Onward 2P NL, Onward 2P NL HP FLA, Onward Lithium Ion 2P, Onward 4P NL, Onward Lithium Ion 4P, Onward 4P NL HP FLA, Onward 6P NL, Onward 4P L, Onward 4P L HP FLA, Onward 4P L LI, Onward 6P Lifted, Onward 4P NL LSV, Onward Lithium Ion 4P LSV, Onward 4P forward NL, Onward 4P forward & Accessories. 	MSRP – no discount
Service Parts	20%



<ul style="list-style-type: none"> • Trade-ins of golf, transportation and utility vehicles are accepted for both Club Car products and competitive products. • Leasing is available and encourage under the program: <ul style="list-style-type: none"> ○ Operating Leases and Conditional Sales Contracts are available through Club Car’s 3rd party preferred lenders with terms up to 60 months. Leasing may also be provided by Club Car Dealer’s (selling agent) 3rd party leasing provider. • Preventive Maintenance Plans are available through Club Car Direct Branch Locations. • Used, Refurbished or Reconditioned vehicles are not available under the program. 												
<ul style="list-style-type: none"> • Shipping Details and Rates see attachments for details: <ul style="list-style-type: none"> ○ Freight rate for Truckster vehicles - Club Car Urban XR & Urban LSV: \$1,911/car 												
<ul style="list-style-type: none"> • Prepping, PDI/Set-Up Fees, Club Car will implement the following prepping/PDI fees for the basic vehicle configurations. <ul style="list-style-type: none"> ○ For Truckster Vehicles - Club Car Urban XR & Urban LSV: <ul style="list-style-type: none"> ▪ \$1,100 prepping fee ○ For all remaining Commercial Utility Vehicles (2wd & 4x4), Transportation, Low Speed Vehicles, PLC, NEV & PTV: <ul style="list-style-type: none"> ▪ \$1,200 prepping fee for basic vehicles to include canopy top & windshield installation. ▪ \$1,550 prepping fee for vehicles with the standard basic cab assembly ▪ \$1,150 prepping fee for vehicles with the standard van box to be added in addition to the standard fees listed above if combined with a cab or canopy top/windshield. ○ Vehicles that have a higher level of complexity for final assembly charges will be determined by the local Club Car Authorized Dealer (selling agent). ○ Dealers (selling agents) are all independent businesses. Club Car cannot dictate to them what to charge beyond the base charge to install canopy tops, windshields, basic cabs, and basic van boxes. 												
<ul style="list-style-type: none"> • Dealer Delivery Fee Schedule, Local Delivery Fees for all vehicles including Truckster: <ul style="list-style-type: none"> ○ The following Dealer delivery fees are to be included in every quote and are on a per vehicle basis: <table border="1" style="margin-left: 20px;"> <thead> <tr> <th style="text-align: left;"><u>Distance from Dealer to Final Destination</u></th> <th style="text-align: left;"><u>Fee Schedule</u></th> </tr> </thead> <tbody> <tr> <td>▪ 0-25 round trip miles</td> <td>\$175</td> </tr> <tr> <td>▪ 26-50 round trip miles</td> <td>\$350</td> </tr> <tr> <td>▪ 51-75 round trip miles</td> <td>\$525</td> </tr> <tr> <td>▪ 76-100 round trip miles</td> <td>\$700</td> </tr> <tr> <td>▪ 101 < miles</td> <td>\$7.00/mile round trip</td> </tr> </tbody> </table> 	<u>Distance from Dealer to Final Destination</u>	<u>Fee Schedule</u>	▪ 0-25 round trip miles	\$175	▪ 26-50 round trip miles	\$350	▪ 51-75 round trip miles	\$525	▪ 76-100 round trip miles	\$700	▪ 101 < miles	\$7.00/mile round trip
<u>Distance from Dealer to Final Destination</u>	<u>Fee Schedule</u>											
▪ 0-25 round trip miles	\$175											
▪ 26-50 round trip miles	\$350											
▪ 51-75 round trip miles	\$525											
▪ 76-100 round trip miles	\$700											
▪ 101 < miles	\$7.00/mile round trip											
<ul style="list-style-type: none"> • Purchase Orders <ul style="list-style-type: none"> ○ The contract allows participating public agencies to issue purchase orders to Club Car Authorized Dealers/Distributors (resellers). • Commodity/Fuel Surcharge <ul style="list-style-type: none"> ○ A commodity/fuel surcharge can be added as market conditions warrant. • Final Pricing <ul style="list-style-type: none"> ○ Club Car Dealer/Distributor (reseller) will determine final pricing at the time of invoicing based on the most currently approved KC/OMNIA Partners Contract pricing at that point in time. • Any vehicles not listed in the product summary may also be available under the contract but at full MSRP plus PDI, Dealer delivery and CC Freight. • All vehicles must be purchased via a Club Car Authorized Commercial Dealer listed in “Club Car Authorized Commercial US Dealers.pdf”. Consumer only Dealers are excluded from this contract. 												