GOODFELLOW BROS.

ACCELERATED PAYMENT PROGRAM

Faster payments and enhanced cash flow for subcontractors

Goodfellow Bros. would like to introduce the Goodfellow Bros. Accelerated Payment Program (GAPP). This program enables subcontractors to receive faster payments, enhancing their cash flow and fortifying their financial position. Goodfellow Bros. will provide the funding necessary for the program's operation.

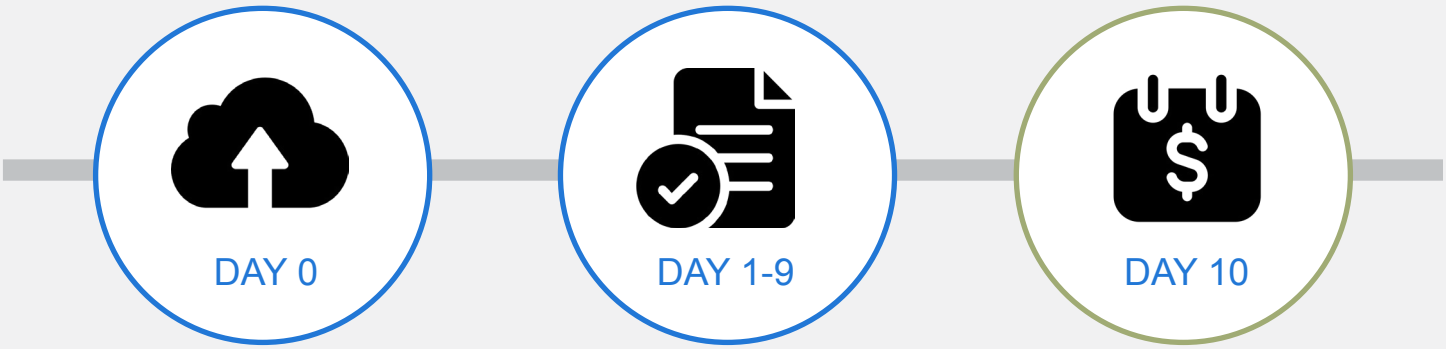
ENROLL NOW

For more information or to enroll visit goodfellowbros.com/GAPP

PROGRAM BENEFITS

- ✓ **Faster payment processing**
- ✓ **Predictable payment timing**
- ✓ **Improved cash flow**
- ✓ **Strengthened balance sheet**
- ✓ **More borrowing capacity**
- ✓ **User-friendly and convenient experience**

GET PAID FASTER!



Submit Invoice
Subcontractor submits an invoice

Approval
Goodfellow Bros. approves the invoice

Get Paid Early
Get paid immediately following invoice approval

HOW IT WORKS

- You can voluntarily join the program for Goodfellow Bros. projects upon approval
- Upon Goodfellow Bros. invoice approval, we will provide accelerated payment to subcontractor before owner funding
- Retainage or agreed amounts may be deducted
- No fees will be charged for enrollment in GAPP, only the discount terms agreed upon
- Discount terms cover interest, operational costs and payment delay risks

For GAPP questions or inquiries, please email **GAPP@goodfellowbros.com** or call **(509) 885-9369**

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Frequently Asked Questions

Q: Why are we offering this program?
A: The program expands our range of services and enhances the financial strength of our subcontractors. Subcontractors can utilize accelerated payments to fund ongoing work and optimize their working capital for business growth.

Q: How quickly will I receive payment?
A: If enrolled in GAPP with 'Pay When Paid' pay terms, subcontractors will receive payment within (10) days of the approval of invoice.

Q: What fees will I incur for receiving accelerated payments?
A: No fees will be charged, just the discount term you agree to.

Q: How is the discount determined, and can it change during the project?
A: The discount is determined by factors such as market borrowing costs, repayment risk, and the number of days between client payment and subcontractor payment. The discount may be subject to change based on factors like fluctuating base rates, shifts in credit risk perception, or adjustments to the discount calculation based on client payment behavior. If the discount for a project needs revision, subcontractors will be notified by the GAPP department.

Q: Why might the discount differ between projects?
A: Each project has its unique discount structure, which can vary based on market factors and the scenarios mentioned earlier.

Q: Will lien waivers, releases, etc. be managed differently when using the program?
A: No change, lien waivers and releases are required before payment, as per current procedures. Failure to fulfill these conditions prior to invoice approval will result in non-accelerated payment and no discount for the accelerated payment program will be charged.

Q: Will the discount be charged to enrolled subcontractors, regardless of meeting all requirements for accelerated payment?
A: No, the discount will only be applied if an accelerated payment is made.

Q: Can I choose not to use the program after enrolling?
A: By enrolling in this program, you agree to the GAPP terms, including the automatic application of the discount rate to all future invoices throughout the project. To opt out of the program, email a request to **GAPP@goodfellowbros.com** to suspend the discount rate for a specific invoice or situation.

Q: Is an agreement with a financial institution required?
A: No, you only need to accept the terms and conditions.

Q: How does the program affect existing asset-backed loans or other debt facilities?
A: The accelerated payment received is in exchange for a discount that is not considered a loan or debt.

Q: How will I be notified of accelerated payments?
A: You will receive notifications from Corpay when payment has been made.

Q: Where can I find more information?
A: For additional information, please contact Tonya Curby at **GAPP@goodfellowbros.com**