



# BONUS PROGRAM

## Location Management

WHITEWATER EXPRESS CAR WASH  
 (346) 367-2500  
 106 VINTAGE PARK BLVD, #100  
 HOUSTON, TX 77070  
[WWW.WHITEWATERCW.COM](http://WWW.WHITEWATERCW.COM)

### Introduction

WhiteWater Express prides itself on the quality of its leadership and aims to reward leaders with incentive compensation over and above their base salaries. Our leaders help WhiteWater succeed through forward-looking decision-making, disciplined oversight of operations, and consistency. Our incentives are designed to reward our leaders who exemplify those traits. This program will reward our leaders biweekly and monthly with additional compensation as they work towards, meet, and exceed operational goals.

### Part 1: Storewide Membership Bonus

Each month, the store will receive a monetary bonus based on the number of active members at the store when the year begins and for each additional member added throughout the year.

The base bonus begins at \$500 once the store reaches 500 members. From there, the bonus increases at 1,000 members to \$750. After 1,000 members, the base bonus increases at 500-member intervals. So, for every 500 members added and retained each year, the base bonus amount will increase starting in the following year. In addition to the base bonus, stores also receive a growth bonus of \$1.50 for every incremental member added during the calendar month.

BOY Members	\$ Base	\$ Growth	Position	Splits
0	\$0.00	\$1.50 per plan	Area Director	15%
500	\$500.00		General Manager	35%
1000	\$750.00		Store Manager	20%
1500	\$1,000.00		SL/TL (by hours worked)	30%
2000	\$1,250.00			
2500	\$1,625.00			
3000	\$2,000.00			
3500	\$2,250.00			
4000	\$2,500.00			
4500	\$3,000.00			
5000	\$3,500.00			
5500	\$3,750.00			
6000	\$4,000.00			
6500	\$4,250.00			
7000	\$4,500.00			
7500	\$4,750.00			
8000	\$5,000.00			

**Example:** A store has 3,000 members at the beginning of the year and adds 100 members per month. The store would receive a bonus of \$2,150 in Month 1, increasing to \$2,300 in Month 2 and \$2,450 in Month 3.

	Month 0	Month 1	Month 2	Month 3
Members	3,000	3,100	3,200	3,300
Base Bonus		\$2,000	\$2,000	\$2,000
Members Added		100	200	300
x \$1.50				
Growth Bonus		\$150	\$300	\$450
Total Bonus		\$2,150	\$2,300	\$2,450

### Storewide Membership Bonus Payment

The storewide membership bonus will be split between the Area Director/Multi-Site Director, General Manager, Store Manager, and each Team and Shift Leader on staff. The SM and GM positions receive 35 percent and 20 percent of the total bonus earned by the store, respectively.

2648	Beginning of Year Memberships
3500	End of Month Memberships
<b>Bonus</b>	
Base	\$1,625.00
Growth	\$1,278.00
<b>Total</b>	<b>\$2,903.00</b>
<b>AD</b>	15% \$435.45
<b>GM</b>	35% \$1,016.05
<b>SM</b>	20% \$580.60
<b>SL/TL</b>	30% \$870.90

### Storewide Membership Bonus Effective Date

The bonus program will be effective beginning on 01/01/2024. The beginning membership number will be calculated as of 12/31/2023, and all memberships added in January 2024 will apply to the first bonus.



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### Part 2: Labor Management Bonus

The Labor Management Bonus will be calculated biweekly based on the location's total wash volume and total labor hours for that period, or Cars Per Labor Hour (CPLH). To calculate CPLH, divide the total volume by the total labor hours for the biweekly period. Bonuses will be paid per car based on volume and CPLH, as outlined below.

	Cars per Biweekly Pay Period								
	0-5000			5001-7500			>7500		
	GM	SM	Total	GM	SM	Total	GM	SM	Total
<11									
11-11.99									
12-12.99	\$0.024	\$0.016	\$0.040						
13-13.99	\$0.024	\$0.016	\$0.040						
14-14.99	\$0.024	\$0.016	\$0.040	\$0.024	\$0.016	\$0.040			
15-15.99	\$0.033	\$0.022	\$0.055	\$0.033	\$0.022	\$0.055			
16-16.99	\$0.033	\$0.022	\$0.055	\$0.033	\$0.022	\$0.055	\$0.027	\$0.018	\$0.045
17-17.99	\$0.033	\$0.022	\$0.055	\$0.033	\$0.022	\$0.055	\$0.027	\$0.018	\$0.045
18-18.99	\$0.045	\$0.030	\$0.075	\$0.045	\$0.030	\$0.075	\$0.036	\$0.024	\$0.060
19-19.99	\$0.045	\$0.030	\$0.075	\$0.045	\$0.030	\$0.075	\$0.036	\$0.024	\$0.060
20-20.99	\$0.045	\$0.030	\$0.075	\$0.045	\$0.030	\$0.075	\$0.036	\$0.024	\$0.060
21-21.99	\$0.045	\$0.030	\$0.075	\$0.045	\$0.030	\$0.075	\$0.045	\$0.030	\$0.075
22-22.99	\$0.060	\$0.040	\$0.100	\$0.060	\$0.040	\$0.100	\$0.060	\$0.040	\$0.100
23+	\$0.060	\$0.040	\$0.100	\$0.060	\$0.040	\$0.100	\$0.060	\$0.040	\$0.100

**Example:** A location washes 6,000 cars in a biweekly period and has 400 labor hours, resulting in a CPLH of 15.

<b>6000</b>	<b>Total Cars Washed (Biweekly)</b>
<b>400</b>	<b>Total Hours (Biweekly) (from Labor Statistics Report)</b>
<b>15.00</b>	<b>CPMH</b>

### Labor Management Bonus Payment

The labor bonus amount for the Store and General Manager will be split between the SM and GM based on the bracket the location falls in based on the above table.

Biweekly Volume 6,000  
 Team Lead CPMH 15

GM Bonus per car	\$0.033	SM Bonus per car	\$0.022
x Number of Cars	6,000	x Number of Cars	6,000
Biweekly Bonus	\$198	Biweekly Bonus	\$132
Annual Bonus	\$5,148	Annual Bonus	\$3,432

### Eligibility

All Store Managers (SM) and General Managers (GM) employed by WhiteWater Express who started their employment prior to the start of the first pay period in each month, employed at the time the bonus is earned, and are employed at the time of the relevant bonus payroll date are eligible for this bonus program. The SM and GM positions are eligible for biweekly bonuses starting with the first full biweekly period in which they hold the position. If the promotion occurs after the first payroll of a month, they will receive their previous location bonus until that time.

### Payment Dates

The membership bonus will be paid in the first pay period of the following month, the labor bonus will be paid in the last pay period of the following month, and the labor-management bonus will be paid biweekly. The first pay period for this bonus ends 02/07/2024 and will be paid on 02/15/2024. See the calendar below:

Bonus Month	Pay Period End	Paycheck Date
January	02/07/2024	02/15/2024
February	03/06/2024	03/14/2024
March	04/03/2024	04/11/2024
April	05/01/2024	05/09/2024
May	06/12/2024	06/20/2024
June	07/10/2024	07/18/2024
July	08/07/2024	08/15/2024
August	09/04/2024	09/12/2024
September	10/01/2024	10/10/2024
October	11/13/2024	11/21/2024
November	12/11/2024	12/19/2024
December	01/08/2025	01/16/2025