

# FINANCIAL PACKET



MARYLAND ALLSTARS

[www.MDallstars.com](http://www.MDallstars.com)

# MARYLAND ALLSTARS

## 2020-2021 FINANCIAL INFORMATION

Competitive cheerleading, while not as costly as many other activities, can still be an expensive sport. Before considering this or any other program, please carefully consider the financial commitment. If there are concerns about cost, please let us know and we can offer suggestions such as fundraising, paying up front, carpooling, sharing hotel rooms, etc. If you have any questions regarding billing, please email [sandy@mdallstars.com](mailto:sandy@mdallstars.com).

### **Payment Policies: When joining the Maryland Allstars program, you agree to the following:**

1. Maryland Allstars requires all accounts to have a valid credit card number on file the entire season. Cards that expire or are replaced during the season must be updated in the Customer Portal.
2. Maryland Allstars offers 2 payment options: 1) auto draft on the credit card on file, OR 2) payments via Paypal, Venmo, or Cash.
  - a. Maryland Allstars will auto draft all monthly tuition payments between the 1<sup>st</sup> and 3<sup>rd</sup> of each month.
  - b. Maryland Allstars will auto draft all expense payments outlined in this packet (option 1 only) on the due date specified.
  - c. For those that opt to pay fees by Paypal, Venmo or Cash: Tuition payments are due the first of each month. If not received by the 5<sup>th</sup> of the month then a \$25 late fee will be applied to your account. Payments will be applied to the late fee first and then the open balance.
3. Payment methods include Mastercard, Visa, American Express, Discover, Paypal, Venmo and Cash. Maryland Allstars does NOT accept checks of any type.
4. Regardless of payment method, all members of Maryland Allstars are required to have a credit card number kept on file and will be charged automatically at the time of service for Pro Shop items, private lessons and classes, camps and open gyms taken.
5. **Any payment that results in a declined or expired card or returned check will incur a \$35 service charge.**
6. Athletes that have open balances may not participate in private lessons or additional classes until their account is current.
7. Maryland Allstars will remove an athlete from the team if the financial commitment is not upheld. Accounts that are past due for more than a month may be sent to a collections agency.
8. We are able to offer a fixed monthly payment plan in lieu of the payment schedule listed above for a limited number of athletes. A financial deposit will be required up front. Email [Sandy@mdallstars.com](mailto:Sandy@mdallstars.com) for details.

Below is a list of fees associated with the full year program. While we try very hard to predict the costs up front, please note these fees are ESTIMATES and may change at any time during the season. All payments are non-refundable.

## **ANNUAL REGISTRATION (APPLIES TO OPTION 1 AND OPTION 2 PROGRAMS)**

This fee is due at the first team practice and covers insurance, financial account set-up/management, etc.

<b>Category</b>	<b>Cost/Discount</b>
New Member Registration	<b>\$130</b>
Completed 1 season with Maryland Allstars	<b>\$120</b>
Completed 2 seasons with Maryland Allstars	<b>\$110</b>
Completed 3 seasons with Maryland Allstars	<b>\$100</b>
Completed 4 or more seasons with Maryland Allstars	<b>\$90</b>
Completed 5 or more seasons with Maryland Allstars	<b>\$80</b>

## **OPTION 2 PROGRAM**

This full year program has an all-inclusive monthly fee (listed below) which includes everything for the season EXCEPT cheer shoes, annual registration fee and a mandatory USASF membership fee of \$30 (as of 2019). Fees for the season include but are not limited to: tuition, competition fees, uniform, in- house choreography, practice wear, competition bow and make up. Note: Uniforms for Novice teams are loaned to the athletes. Uniforms must be returned damage-free (no stains, rips, etc) or a replacement fee of \$225 will be incurred. A warm up suit will be offered for optional purchase. The price for the warm up is TBD.

Novice teams - \$100 per month  
 Prep teams - \$180 per month

## **OPTION 1 PROGRAM**

The remaining fees discussed in this packet pertain to Option 1 ONLY and vary per team level (see applicable charts.)

## **MONTHLY TUITION**

This fee is used for facility rent, licensing, website, equipment, supplies, and staffing costs. This fee must be paid up front in a lump sum payment or automatically drafted on a monthly basis from a checking, savings, or debit/credit card account. Monthly tuition is due the 1<sup>st</sup> of the month. If payment is not received by the 5<sup>th</sup> of the month, a \$25 late fee will be assessed to the athlete's account. **Tuition will not be altered throughout the season for missed or cancelled practices; however, every effort will be made to make up cancelled practices.** May's tuition will be pro-rated based on the number of practices scheduled. There is a 20% sibling discount available on the lower priced team.

<b>Team</b>	<b>Monthly Tuition</b>
Level 1 Mini team	<b>\$125</b>
Level 1 - 2 and Prep teams (4 hours weekly)	<b>\$145</b>
Level 3 - 6 (6 hours weekly)	<b>\$185</b>

## CHOREOGRAPHY/CLINICS

This fee covers the cost of routine choreography. Maryland Allstars uses top- notch choreographers to give our athletes an edge at competitions. Level 1 - 6 teams will also have a mandatory stunt clinic and Level 4 - 6 teams will also have a mandatory skills clinic.

Team	Cost
Mini teams and Prep teams (in-house choreography)	<b>\$195</b>
Level 1 - 2 (outsourced choreography)	<b>\$300</b>
Level 3 - 6 (outsourced choreography)	<b>\$325</b>
Mandatory Stunt Clinic - Level 1 - 6 (Excludes Tiny, Mini, and Prep teams)	<b>\$95</b>
Mandatory Stunt Skills Clinic - Level 4 - 6 only	<b>\$95</b>

## UNIFORM, ACCESSORIES, & MISCELLANEOUS FEES– All items MANDATORY

All of these items are essential for team uniformity. The cost of the uniform varies based on team placement. Only one uniform fee below will apply per cheerleader. If an athlete loses components of the uniform or accessories, new items must be purchased at that individual's expense. We recommend labeling all merchandise with the athlete's name.

Maryland Allstars Uniform (all uniforms are owned) – <b>these fees are ESTIMATES</b>	<b>\$365 Program Uniform</b> <b>\$400 Crop Top Uniform</b> <b>\$215 Mini Uniform</b>	Make-up	<b>\$45</b>
Practice Wear	<b>\$130</b>	Competition Hair Bow	<b>\$50</b>
2 <sup>nd</sup> Practice Wear (Level 3 - 6)	<b>\$110</b>	Music	<b>\$125</b>
USASF Membership	<b>\$30 (as of 2019)</b>	Cheer Shoes****	Varies

\*\* Sales tax may be added to all fees when applicable.

\*\*\* USASF membership fee is paid directly to the USASF.

\*\*\*\*All cheerleaders are required to purchase the cheer shoes selected by Maryland Allstars.

## COMPETITION FEES– PER CHEERLEADER, PER SEASON– MANDATORY

Please note the fees below are **ESTIMATES** and may change, only if necessary. The final fee will be determined upon completion of the 2020 - 2021 competition schedule.

Competition fees are based on the events we select and what they cost for teams to enter including coaches fees and travel expenses.

Team	Cost
Level 1 - 2 and Prep teams (5 competitions)	\$575
Levels 3 - 6 (5 competitions)	\$800-\$850
Showcase Fee - per cheerleader (all cheerleaders)	\$30

\*\* Fees for competitions that require a bid to attend (The Finale, US Finals, D2 Summit, Summit, Worlds, etc.) are NOT included in the above fees. If a bid to compete is obtained, additional fees may include competition fees, fees for coaches travel, etc. (see *Additional Expenses and Optional Expenses* section below for more details.)

## CROSS-OVERS

Any athlete who chooses to compete on two teams will be required to pay a \$100 crossover fee plus the actual cross over fees charged by each competition attended. In addition, the full choreography fee for both teams will apply. Athletes on multiple teams will not be charged extra monthly tuition, however, the primary team will be considered the team at the higher rate and the applicable monthly tuition will be charged. The purchase of 2 separate uniforms may be required.

## ADDITIONAL EXPENSES AND OPTIONAL EXPENSES

Maryland Allstars will design a warm up suit for athletes. The purchase of this item will be **optional** for all cheerleaders. The warm-up fee is TBD.

Some teams may travel to far away in-state or out of state competitions. Any fees related to travel including but not limited to hotel, tickets, food, transportation, etc are EXTRA expenses and not included in Maryland Allstar fees. Some of the competitions are "Stay to Play" events which means athletes are required to stay in a specific hotel provided by the event producer. Failure to stay in the assigned hotel will result in the team being disqualified from the competition. There will be notification when an event is "Stay to Play."

During the course of the season, teams may win bids to end of the season events such as The Finale, US Finals, D2 Summit, Summit, Worlds, etc. It is Maryland Allstar's policy that any bids awarded to Option 1 teams for these events will be automatically accepted, therefore, any team being awarded a bid will automatically attend the event. If multiple bids are awarded the program will decide which event(s) will be attended based on several factors. All expenses related to bid competitions (including but not limited to travel, hotel accommodations, food, competition fees, etc) are add-on expenses to the season and not included in the season's fees outlined in this financial packet. All fees related to bid competitions (registration fees, coaches fees, etc) are the sole responsibility of each cheerleader/family. Please note that there are expenses related to bid competitions even when promoted as a "paid" bid by the event producer.

If a member decides to leave the program for any reason all fees incurred up to the time of the member's departure must be paid to avoid collection activities. If members quit a team AFTER any choreography is completed, there will be a \$250 membership cancelation fee assessed to accounts and due immediately. This fee covers the expense of any choreography changes that must be made due to the member's departure.

## **PAYMENT DUE DATES**

- Registration- First Team Practice \*\*\*\***Registration Fee for Levels 3-6 due at tryouts!!!**
- Tuition- First of each month
- Practice Wear- First Team Practice
- Choreography 50% Deposit- June 1
- Mandatory Stunt Clinic (Levels 1-6 only)- June 1
- Mandatory Skills Clinic (Level 5-6 only)- June 1
- Music Fee- July 1
- Choreography Final Payment- July 10
- Uniform Fee- July 1
- Competition Registration 50% Deposit- September 1
- Warm Up Suit- September 15 (Optional)
- Hair Bow and Make-up- October 1
- Competition Registration Final Payment- January 1