

FINANCIAL PACKET



MARYLAND ALLSTARS

www.MDallstars.com

MARYLAND ALLSTARS

2018-2019 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.

A schedule of payments is provided in this packet. It is your responsibility to abide by the payment schedule. It is NOT Maryland Allstars responsibility to remind you when payments are due. Any payment received after a due date will result in a \$25 late fee. The payment will first be applied to the late fee then to the balance being paid. Regardless of payment method, all members of Maryland Allstars, must have a credit card number kept on file. Athletes with outstanding balances will no longer be able to participate in the program. Any payment that results in a declined or expired card or returned check will incur a \$35 service charge.

Payments received to an athlete's account will first go to open balances before an athlete may purchase any retail items. Athletes that have open balances may not participate in private lessons or additional classes until their account is current. 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.

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

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

| Category | Cost/Discount |
|--|---------------|
| New Member Registration | \$100 |
| Completed 1 season with Maryland Allstars | \$90 |
| Completed 2 seasons with Maryland Allstars | \$80 |
| Completed 3 seasons with Maryland Allstars | \$70 |
| Completed 4 or more seasons with Maryland Allstars | \$60 |
| Completed 5 or more seasons with Maryland Allstars | \$50 |

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 1st of the month. If payment is not received by the 5th 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. There is a 5% discount for paying up front for the entire season by June 1.

| Team | Monthly Tuition |
|--|-----------------|
| Tiny Teams (1 hour weekly) | \$45 |
| Level 1, 2 and all level prep teams (4 hours weekly) | \$145 |
| Level 3 - 5 (6 hours weekly) | \$185 |

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 2-5 teams will also have a mandatory stunt clinic and level 5 teams will also have a mandatory skills clinic.

| Team | Cost |
|---|-------|
| Tiny Teams | \$90 |
| Mini teams | \$195 |
| Level 1-2 and all prep teams | \$300 |
| Level 3-5 | \$300 |
| Mandatory Stunt Clinic – Levels 2 through 5 | \$90 |
| Mandatory Skills Clinic – Level 5 only | \$90 |

Uniform, Accessories and Miscellaneous Fees– All items MANDATORY

All of these items are essential for team uniformity. If an athlete loses components of the uniform or accessories, their account will be billed and new items must be purchased at that individual's expense. We recommend labeling all merchandise with the athlete's name.

| | | | |
|---|---|----------------------|--------|
| Maryland Allstars Uniform | \$355- Level 1-4 \$375- SR Level 5 \$225- Prep Teams \$125- Tiny/Mini Rental Fee | Make-up | \$50 |
| Practice Wear | \$150 (Tiny Teams \$35) | Competition Hair Bow | \$45 |
| 2 nd Practice Wear (Level 3-5) | \$75 | Music | \$125 |
| USASF Membership | \$30 | Cheer Shoes**** | varies |

**Sales tax will be added to all uniform fees. Uniform for Tiny and Mini teams are loaned to cheerleaders and the rental fee applies. The fee for damaged or lost uniforms rented uniforms is \$225. Tiny and mini cheerleaders have the option to purchase their uniform for \$225.

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

****All cheerleaders are required to purchase the cheer shoes selected by Maryland Allstars. You will be provided a link to order and pay directly to the vendor.

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 2018-2019 competition schedule in August, 2018.

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

| Team | Cost |
|------------------------------|-------------|
| Tiny Teams (4 competitions) | \$380 |
| Level 1 & 2 (5 competitions) | \$550 |
| Levels 3-5 (6 competitions) | \$650-\$750 |

** All fees related to UCA, D2 Summit, Summit, Worlds, and/or any other Bid competition are NOT included in the above fees - including competition fees.

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, for levels 2-5, 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 fee is \$175.

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 US Finals, Summit, D2 Summit, Worlds, etc. It is Maryland's Allstar's policy that any bid to D2 Summit, Summit and Worlds will be automatically accepted. Any team being awarded a bid to these competitions will automatically attend the event. For any other bids that may be awarded, the parents will vote whether not to attend and the majority vote will determine the outcome. 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 paid bids as well.

PAYMENT DUE DATES

- Registration- First Team Practice ****Registration fee for levels 3-5 due at tryouts!!!
- Tuition- First of each month
- Practice Wear- First Team Practice
- Choreography 50% Deposit- June 15
- Mandatory Stunt Clinic (team Levels 2-5 only)- June 1
- Mandatory Skills Clinic (Level 5 only) - June 1
- Music Fee- July 1
- Choreography Final Payment- July 20
- Uniform Fee- August 1
- Competition Registration 50% Deposit- September 1; remainder due January 1
- Warm Up Suit- September 15
- Hair Bow and Make-up- October 1

NOTE: 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 for details.