

Universal Sports and Academics ALL-STAR CHEERLEADING CONTRACT

SUBJECT TO CHANGE

2022 – 2023 Season

Lisa Shaw



CEA MARYLAND
BUILDING CHAMPIONS
CHAMPIONS LIVE DIFFERENTLY

CHEERLEADING CONTRACT

Dear Parents and Cheerleaders,

First, I would like to welcome all new cheerleaders to our Cheer Extreme Maryland All-Star Cheerleading program and welcome back all veteran cheerleaders. This Team Contract is a tool that Universal Sports and Academics, Inc. (d/b/a "Unique Sports Academy") has created to establish an agreement between the parents and the gym. We also want to thank you for your patronage and for the commitment you are making to our program.

The facility is owned by my partner, Joe Taglisferi and I. We will continue to offer the same great level of service to our gym family that we always have. My professional relationship with Joe goes back over 15 years working together during our years operating under Maryland SuperStarz All-Star Cheer and Joe working at Elite Gymnastics before joining together and establishing our own facility.

In addition, we have a staff of successful industry certified professionals who have been by my side; some over 15 years. As Cheer Director and owner, I have over 20 years of experience as an all-star gym owner, coach and mentor. Over the last several years our teams have won numerous national competitions and prestigious bid opportunities including The All-Star Games in Las Vegas, full paid Gold bids to US Finals, full paid bids to The Cheerleading Worlds, and bids to The Summit and The ONE Finals in Orlando, Florida. We look forward to continuing to build a successful program with your child!

Please read the following contract and sign the last page verifying that you have completed the following:

1. Read the contract and understand the contents.
2. Understand that this is a season commitment from June 2022 through April 2023. There may be events that extend into May 2023.

It is important that this contract be followed as budgets, schedules and team competitions rely on all participants remaining in good standing.

The entire staff at Unique Sports Academy are incredibly honored that you would entrust your children to our program and allow us to shape them into remarkable athletes, capable of achieving what they never thought was possible.

Lisa Shaw, Director

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TEAM PHILOSOPHY

The two fundamental philosophies of the competitive program are “quality of performance” and “pursuit of excellence.” During workouts and competitions both themes are stressed and reinforced. These two philosophies help cheerleaders develop the mental, emotional, and physical strength needed for the high standards of performance expected of them for competition.

Unique Sports Academy’s All-Star Cheerleading is governed by the United States All Star Federation (“USASF”). All athletes must become members of USASF before being eligible to compete in USASF sanctioned events.

TEAM TEACHING PHILOSOPHY

The coaching staff understands that cheerleading is a team sport. The coach will give the cheerleader appropriate guidance, not only to help the cheerleader to succeed in this sport, but also in life. Self-confidence, positive self-image and critical thinking will be taught to improve the quality of performance. We will respect the balance between working out and taking care of our bodies and each cheerleader is encouraged to strive for quality and excellence at their own pace. In this way, we hope the cheerleader will retain the love for the sport that originally motivated them to become cheerleaders.

BENEFITS OF THE TEAM PROGRAM

- Strength
- Flexibility
- Coordination
- Cardiovascular Fitness
- Weight Control
- Time Management
- Kinesthetic Awareness
- Setting and Achieving Goals
- Managing and Controlling Stress
- Developing Physical, Mental, and Emotional Control

CODE OF CONDUCT

All team members must behave in a professional and mature manner as a representative of Unique Sports Academy, Cheer Extreme All-Stars and your teammates. It is expected that all athletes will:

- Show complete respect to coaches, teammates, competitors, parents, judges, officials and spectators.
- Demonstrate good sportsmanship before, during and after competitions.
- Be modest in victory and gracious in defeat.

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CHEERLEADER EXPECTATIONS

- HAVE A POSITIVE ATTITUDE!!
- Be ON TIME for ALL practices and performances.
- Put away your cell phone during practice. Parents who need to reach an athlete may call the gym.
- Attend all practices as scheduled.
 - If practice is cancelled due to holidays, weather, etc. make-up practices may or may not be added at the discretion of the Director.
 - If you are sick (not contagious) or injured, you should attend practice and watch from the sidelines for any changes that may affect you.
 - If your doctor recommends you refrain from practice due to illness or injury, bring a written note from the doctor. PLEASE NOTIFY YOUR COACHES IMMEDIATELY IF AN INJURY OCCURS.
 - If you are running late to practice, you must call the gym or notify your team representative in Band.
 - If you choose not to attend practice the week before a competition, you may be removed from that competition and replaced.
- Attend competitions, performances, activities, fundraisers, and community events as per the schedule determined by the Coaches/Director(s). Travel competitions may require reporting the day before the competition.
- Wear the required uniform, hairstyle, and makeup on practice and event days.
- Be present to support fellow teammates during their performances at competitions.
- Attend scheduled Choreography camps/practices.
- Promote friendship, support, encourage, and RESPECT all team members.
- Understand fully the commitment of being on the competitive team for the entire year
- Remain unified as a team during events, performances, exhibitions, competitions, etc., home and away, in order to promote spirit, and positively represent the Cheer Extreme-Maryland All-Star Cheer Program.
- Always set an example of good behavior (whether in uniform or not) in class, school, home, and at all functions, whether performing or not. "Champions Live Differently"!
- Treat all athletes from opposing teams with respect.

Unique Sports Academy is committed to promoting a healthy lifestyle for all of its participants. Conduct contrary to this philosophy and/or conduct which poses unacceptable risk and disregard for the health, safety, and welfare of the participants may result in dismissal from the program (e.g. use of illegal drugs, alcohol, abusive language, etc.).

PARENT EXPECTATIONS

Being a parent in Cheer Extreme-Maryland's All-Star Cheer program can be an amazing experience. Help us make your child's experience just as amazing by supporting both your child, and the program, with a positive example for your child to follow. In addition to encouraging our expectations of your child, we also ask that you agree to the following:

- Good sportsmanship is mandatory at all competitions, practices, and gym functions.
- Do not try to get your child's attention on the floor during practice or warmups.
- Parents and coaches are not to discuss any athlete unless it regards that parent's child.

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- Parents are always welcome and encouraged to attend events, but are expected to attend as spectators and not extra coaches or commentators. The coaches or Director will have sole communication with the competition officials. Parents are not permitted to contact officials directly. If you have a concern, please discuss it with your coach or the Director only.
- Help us teach the importance of commitment, follow through, and dedication to your children. Please help your child be organized and time efficient. Missed practices due to oversleeping, procrastination on homework, a job or non-cheer related activity, will not be accepted as an excused absence.
- Show respect for the coaching staff, other teams, and hosting organizations. There should be no drug or alcohol consumption while traveling with the team.
- It is ultimately a parent's responsibility to financially support the activities that they choose to allow their children to participate in. Parents must understand that it is their responsibility to follow through with the financial obligations associated with tuition and other fees. Should you fall behind or fail to make the necessary payments, your child's involvement in the cheer program may be jeopardized or even terminated at the Director's discretion without refunds or reimbursements.
- All transportation to and accommodations at events will be the sole responsibility of each family. We will do our best to get information to you in a timely fashion; however, if for any reason a competition is cancelled or rescheduled, Unique Sports Academy will not be responsible for any travel reimbursements.
- Attend parent meetings.

SOCIAL MEDIA

Social media can be a useful tool to communicate with teammates, fans, friends, coaches, and more. Social media can also be dangerous if you are not careful. Every picture, link, quote, tweet, status, or post that you or your friends put online is forever part of your digital footprint. You never know when that will come back to hurt or help your reputation during the recruiting process, a new job, or other important areas of your life.

Parents and Athletes agree as follows:

- I will take responsibility for my/my child's online profile, including posts and any photos, videos or other recordings posted by others in which I/my child appear.
- I will not degrade opponents before, during or after competitions and or events.
- I will post only positive things about my/my child's teammates, coaches, opponents, and other athletes and/or coaches/staff in my gym facility.
- I will use social media to purposefully promote abilities, team, and community social values.
- I will consider "is this the me I want you to see?" before I post anything online.
- I will ignore any negative comments, not retaliate. I can go to my coach or support staff to seek support or help with any issue.
- If I see a teammate post something potentially negative online, I will have a conversation with that teammate. If I do not feel comfortable doing so, I will talk to my coach.
- I am aware that I represent my sport(s), gym, team, family, and community at all times, and will do so in a positive manner.

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ATTENDANCE POLICY

Competitive Cheerleading is a team sport. Attendance at practices is crucial to the success of the team. Athletes are allowed 3 unexcused absences. Additional unexcused absences may be grounds for dismissal from the program. All summer absences due to family vacation/visitations must be submitted in advance to your Team Representative by August 1, 2022. No absences will be tolerated for mandatory camps or events. Athletes are permitted to participate in other sports but cannot miss All-Star cheer practices or events.

Excused absences include, but are not limited to:

- Death in the family
- School related function that reflects a grade
- Contagious illness with a doctor's note

Unexcused absences include, but are not limited to:

- Jobs
- Sickness, cramps
- Social events
- School projects, homework, tests
- High school sports practices or events
- Traffic or long distance

TRAVEL TEAMS

All athletes on travel teams are expected to represent the program with the same respect as at home. In addition:

- Athletes **MUST** stay with a parent, guardian or designated chaperone.
- Parents are responsible for the athlete's transportation to/from the event. Travel itineraries must be given to the Team Representative prior to departure.
- The use of drugs, tobacco, alcohol and abusive language is prohibited. This behavior will result in immediate dismissal from the program.
- All athletes are required to arrive at away competitions no later than 3:00pm on Fridays.
- Hotel Block information will be provided for parents.
- Some national competitions have implemented a Stay to Play Policy which requires all athletes, coaches and spectators to make room reservations through Connections Housing. Teams and/or individuals that don't abide by this policy will be ineligible to participate. Families and coaches will be **REQUIRED** to book hotel reservations in this manner. We will let you know which events this applies to.

UNIFORMS AND PRACTICE WEAR

Uniforms and practice wear are required for all athletes at an additional cost, to be determined. Uniform and practice wear payment in full will be due at the time of fitting. Fittings will be scheduled over the summer. **Payments and/or deposits for uniforms and practice wear are non-refundable.**

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CONFIDENTIALITY

Unique Sports Academy aims to provide the best and most unique choreography in the area. By joining the All-Star program all members and parents agree to keep all Unique Sports Academy and Cheer Extreme-Maryland related material (written or intangible) confidential. In addition to our fees, this agreement is an integral part of the consideration received in exchange for our services and includes but is not necessarily limited to dance routines, stunts or pyramid sequences, tumbling passes, and similar maneuvers. This is our artistry, and it is subject to the same legal protections as other forms of art. As you know, no one can legally copy a movie, painting, or CD without the artist's permission. Likewise, no one can copy our work without our permission. Please do not teach or share choreography, stunts, dance routines, or other material of any kind with your school cheer team or friends. This requirement is critical to our success in a very competitive field. Any violation can result in immediate dismissal from our program without refund or reimbursement.

TUITION AND FEE GUIDELINES

Tuition – All Team parents and/or adult Team athletes are responsible to pay Universal Sports and Academics tuition on the **first day of each month**. All monthly tuition paid to CEA Maryland for all-star cheerleading will be done electronically on the 1st day of every month through a bank draft or credit card. The gym also offers a sibling discount of 5% off tuition for each additional child. If tuition payment is not received by the 5th of the month, a **\$35** late fee will be assessed. If tuition is still not received by the 15th day of the month, you will be notified that your account will be put on a warning period. If after 30 days you still have an outstanding balance, your child(ren) will not be allowed to participate in any Unique Sports Academy activity until all financial obligations are current.

Competition Assessment Fees – “Competition assessment fees” include competition fees, stunt clinics, choreography clinics and music fees. Competition fees are divided into 6 payments as outlined on the fee schedule and are drafted on the 15th of the month beginning July 15th.

Every family must have a credit card/debit card on file for automatic payments as outlined above.

Prorating due to severe injury or illness is up to the discretion of the Director and must be applied for in writing accompanied by a doctor's note. Prorating due to vacation or excessive absences is not permitted, **no exceptions**.

In the event of a NSF/returned transaction, a **\$35** fee added to your account. Checks will no longer be accepted after a second returned check.

Tuition, registration, choreography, music, competition and other fees and due dates will be outlined in the CEA Maryland 2022 – 2023 payment schedule.


Competition Fees - These fees cover athlete entry fees, coaches' fees and coaches' travel expenses. They do not cover athlete travel or lodging expenses.

Invitational Events, such as U.S. Finals, The Summit, The ONE Finals, Worlds, etc. are not included in the standard Competition Fees and will be an additional charge. Deposits toward these invitational events may be included in the payment schedule, subject to adjustment depending on bids earned. Please be aware that if your

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child(ren) team does receive a bid to an invitational event in which we choose to attend your account will be charged and you are obligated to pay those fees regardless of whether your athlete attends or not.

Final Regular Season Competition fees to be determined by July 31, 2022. All competition fees are **NON-REFUNDABLE**.

 <div style="display: inline-block; vertical-align: middle; margin-left: 20px;"> Cheer Extreme Maryland 2022-2023 Price Schedule </div>					
	Tiny	Mini	Non-Travel Teams	Travel Teams	Worlds Teams
Annual Registration (Due at Try Outs)					
<i>\$10 discount if paid by 5/19/2022</i>	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00
Tuition (Monthly)	\$ 90.00	\$ 95.00	\$ 170.00	\$ 180.00	\$ 200.00
Crossover Fees (Monthly)	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00
Choreography/Music/Stunt Clinic	\$ 330.00	\$ 335.00	\$ 420.00	\$ 450.00	\$ 600.00
Estimated Competition Fees*	\$ 750.00	\$ 800.00	\$ 1,100.00	\$ 1,400.00	\$ 1,500.00
2022 - 2023 Total Estimated Fees	\$ 2,130.00	\$ 2,240.00	\$ 3,450.00	\$ 3,890.00	\$ 4,360.00
2022 - 2023 Total Estimated Fees Payment Plan 1					
	\$ 1,980.00	\$ 2,085.00	\$ 3,220.00	\$ 3,650.00	\$ 4,100.00
<i>Pay in full no later than July 31, 2022. Receive April tuition free.</i>					
Additional comp fees may be incurred for teams earning a bid to year end national competitions (Worlds, Summit, The One).					
2022 - 2023 Total Estimated Fees Payment Plan 2					
Monthly tuition due on the 1st.					
(June 1, 2022 - April 1, 2022)	\$ 90.00	\$ 95.00	\$ 170.00	\$ 180.00	\$ 200.00
Comp/Choreography/Music/ Stunt Fees					
(5 payments July - November, 2022 due on the 15th)	\$ 180.00	\$ 190.00	\$ 255.00	\$ 310.00	\$ 350.00
Comp/Choreography/Music/ Stunt Fees					
(Final payment December, 2022 due on the 15th)	\$ 180.00	\$ 185.00	\$ 245.00	\$ 300.00	\$ 350.00
Signed Contracts due June 30, 2022. Financial questions? Email: payments@uniquesportsacademy.com All other questions email: CEA-MD@uniquesportsacademy.com					
*Uniforms, practice wear, practice bows and competition bows are not included. ** Additional comp fees may be incurred for teams earning a bid to year end national competitions (Worlds, Summit, The One). *** \$35 Late fee will be charged on fees not paid within 5 days after the due date **** Each athlete is responsible for registering with USASF (\$30)					
Competition Fees are estimated and may increase or decrease, but we hope to have more concrete pricing by July 31, 2022.					

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REFERRAL PROGRAM

If you refer a new athlete to our program, you will receive a \$10 credit on tuition for the season. The credit will be applied in bulk in September 2022. The person must put you on their contract as "Referred By"

LEVEL 6 SCHOLARSHIP PROGRAM

Level 6 athletes have the ability to receive a discount on tuition for specific skills met. The approval of the credit will come from the team coaches and the director.

\$25 Credit Level (per month)

2 Standing Tumbling and 1 Running Tumbling Pass

\$20 Credit Level (per month)

1 Standing Tumbling 1 Running Tumbling Pass

\$15 Credit Level (per month)

1 Standing Tumbling Pass

FUNDRAISERS

Optional - Fundraisers are available to Unique Sports Academy members who wish to participate but are not required to maintain status as a member.

- Sales Fundraisers (product sales)
- In general, 10% of profit goes to Universal Sports and Academics, and 90% is split among the fundraising participants.
- All fundraising distributions will be at the discretion of Universal Sports & Academics in order to maintain its exempt status.
- Fundraising funds are applied to competition fees first, then tuition and other fees.

Yes, you can fundraise, and funds will be credited to your account, but under IRS law, in order for Universal Sports and Academics to retain its 501(c)(3) non-profit, tax exempt status, parents are not allowed to fundraise solely for their own athlete. It is important to remember that donations to Universal Sports and Academics cannot benefit individual athletes. This is why a member fundraises on behalf of Universal Sports and Academics and not for themselves or any particular athlete. When an athlete or parent fundraises, the earnings belong to Universal Sports and Academics and are distributed to Unique Sports Academy members in accordance with the federal laws with respect to non-profit, charitable organizations (including Internal Revenue Code Section 501). Fundraiser earnings may not be paid directly to any participant.

PRIVATE LESSONS

Private lessons may be scheduled directly with any Unique Sports Academy coach for at a rate of \$70 per hour or \$40 per half hour. Private lessons will only be held during normal operating hours. At all times the normally scheduled classes and events in the gym take priority over any private lessons.

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PARENT MEETINGS

Parents are strongly encouraged to attend these meetings to ensure a clear understanding of gym events, processes, and news. If possible, these meetings will normally be held at multiple times for your convenience. Adequate notice will be provided through Team Representative.

COMMUNICATION

- If you would like to speak with the Director about a concern, please call ahead of time to arrange a meeting with them before or after a practice. Talking to a coach during practice time is unfair to the athletes.
- Email is the most effective way to communicate between the coaches, management and gymnast families. Information like account invoices, meet schedules and other gym activities will be emailed. Please inform us immediately of any changes to your email address.
- Team Representatives will be assigned to each team. These are volunteer liaisons between the gym owner, coaches and the parents. They are responsible for sending and collecting information.

TEAM LOGOS AND NAMES

Cheer Extreme All Stars, Cheer Extreme Maryland and Cheer Extreme Maryland team names are proprietary. No individual, company or group is authorized to create apparel or gear bearing a Cheer Extreme All Stars, Cheer Extreme Maryland logo or team name without prior approval from Lisa Shaw. All apparel and gear must be purchased through the Cheer Extreme Maryland/Unique Sports Academy Pro Shop.

PAYMENT POLICIES

1. Tuition is due on the 1st of the month and will be automatically charged to the credit/debit card on file.
2. If tuition is not paid, a late fee of \$35 will be applied on the 6th of the month.
3. If tuition is not paid by the 15th of the month, you will be notified that your account will be put on a warning period.
4. If after 30 days you still have an outstanding balance, your child(ren) will not be allowed to participate in any Unique Sports Academy activity until all financial obligations are current.
5. Statements and phone calls are sent as a courtesy. Payment schedules are supplied at the beginning of the season, and it is your responsibility to make your payments on time and in full.
6. If splitting tuition (1st & 15th), payment must start the previous month on the 15th. If a different payment date is set up, partial payment must start the previous month.
7. Competition fees are due on the schedule chosen from payment plan options. If a competition fee is not paid on time, a late fee will be applied.
8. If a payment plan is approved but not adhered to, the entire balance will be due immediately.
9. If account is 60 days past due, it will be sent to our collection agency/attorney.
10. Auto-pay is run on the 1st of the month for tuition. Competition Fees will be run on the 15th of the month. Any other charges that you would like to have charged with auto-pay, must be submitted in writing.
11. Payment Plans must be requested in writing to our Finance Department. Email requests to payments@uniquesportsacademy.com. Any payment plan is not valid until the payment plan documentation has been completed and signed.

In the event of non-payment of any account that is thirty (30) days or older, and the account is referred to an attorney for collection, the parent(s)/guardian(s) agree to pay twenty percent (20%) of said overdue balance as a contribution for attorney's fees, in addition to the overdue balance and court costs if suit is filed.

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UNIQUE SPORTS ACADEMY ALL-STAR CHEERLEADING 2022 - 2023 CONTRACT ACKNOWLEDGEMENT

I have received and read the Universal Sports and Academics All-Star Cheerleading Contract. I fully understand this document is a binding contract between the parties, the conditions and agreements are enforceable in the proper courts and all monetary terms are collectable when due. I acknowledge that I will adhere to all of Unique Sports Academy's rules and regulations as stated in the Unique Sports Academy All-Star Cheerleading Contract. I also fully understand that if any of the rules are violated by any of my family members, the result could lead to my child's immediate removal from the program.

PERMISSION STATEMENT & MODEL RELEASE My child has permission to participate at Unique Sports Academy. I confirm my child is in good health. I am also fully aware of and appreciate the risk of participating in any activity on the premises of Unique Sports Academy including personal damages and losses; accidental injuries, minor or serious, including head and neck injury; and loss of life. I hereby give my permission for Unique Sports Academy officials to call a doctor and/or paramedics for treatment in the event of an emergency. I further agree not to hold any Unique Sports Academy official or staff member responsible for any possible illness, accident or injury which may occur in training, class or on Unique Sports Academy premises.

I do hereby verify that I fully understand and accept the above statements and the guidelines set forth in this contract. Upon signing, I give my permission to Unique Sports Academy for photographs or videos to be taken for the purpose of, and use in, publications, promotions, and/or for other reasons that could expose a recognizable member of my family to the public.

Athlete Name _____

Parent/Guardian 1 Name _____

Parent/Guardian 1 Signature _____ Date _____

Parent/Guardian 2 Name _____

Parent/Guardian 2 Signature _____ Date _____

Referred By _____

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Participant's Name: _____ Parent/Guardian: _____

Initial beside every statement to clarify that you are in understanding of the following agreements for Cheer Extreme Maryland 2022-2023.

_____ I understand that my athlete and I fully understand the Athlete, Parent and Social Media guidelines as they have been stated in the cheerleading contract.

_____ I understand that all vacations must be provided to the Team Rep by August 1, 2022.

_____ I understand that my athlete is committed to every competition including invitational events such as, The Summit, Worlds, The One, and US Finals.

_____ I understand that I am responsible for any fees that may arise based on any additional events.

_____ I understand that I am responsible for all payment obligations and failure to make a payment by the 30th day of the month my child will not be able to participate with any event.

_____ I understand that uniforms and practice wear is provided by Varsity and understand that Varsity will provide garments to Cheer Extreme Maryland based on payments and delivery they put in place.

Parent/Guardian Signature

Date