

TABLE OF CONTENTS

ntroduction	
Team Placements	
Team Practices	
Sample Schedule	
Tuition and fees	9-11
Parent Expectations	

Join Us.

We are a new Cheer and Dance Academy

Our Coach and Gym Owner, however, is not new to coaching.

Tomika Tate aka Coach T has been coaching cheerleading for over 10 years.

I have several championships under my belt for all my previous teams The Conquerors, the Knights and the Titans.

My Squads traveled to many places for competition such as Sandusky, Pennsylvania, Chicago, and Florida.

The Black Diamonds Way...

- My athletes are important to me.
- ❖ I will always put their safety and well-being first.
- Our environment will be a positive one that is conducive to learning.
- I will push them to be the best version of themselves on the mat and off.
- ❖ Although not a part of the program, I will encourage athletes to perform well in academics, as they are students first and athletes second.
- ❖ Hopefully, this mentality will catch and carry through all their young academic careers.

No experience needed

- Athletes will be taught everything they need to be successful.
- Athletes will be initially placed on teams based on ability level at the time of enrollment.
- From there, athletes will be taught everything they need to know to master their current level and move up to the next level.



Category	Score	Level 1	Level 2	Level 3	Lev	el 4	Level 5		Level 6
Standing Tumblin	Minimum	Forward Roll	Back Handspring	Multiple Handsprings	Back	Tuck	Toe Touch Back To	uck	Toe Touch Back Tuck
g	Maximum	Front and Back Walkover Series	Back Handspring Back Walkover Back Handspring	Jump Multiple Handsprings		Touch Back dspring Back	Back Handspring F	ull	Back Handspring Double Full/Standing Full
Running Fumblin	Minimum	Roundoff	Roundoff Backspring	Roundoff Back tuck	Rour	ndoff Back ut	Roundoff Back Handspring Full		Roundoff Back Handspring Full
3	Maximum	Front walkover Cartwheel Back walkover series	Front Handspring Roundoff Back Handspring	Punch Front Roundoff Back Handspring Tuck	Rour	ch Front Indoff Back Ispring Layout	Punch Front Roun Back Handspring I		Punch Front Roundoff Back Handspring Double Full
Stunt	Minimum	Two Leg Thigh Stunts	Two Leg Thigh Extended Stunts	Single Leg Extended Stunts		e Leg nded Stunts	Single Leg Extende Stunts	ed	Single Leg Extended Stunts
Positions	Maximum	Two Leg Prep Stunts + Single Leg Below Prep Stunts	Two Leg Prep Stunts + Single Leg Prep Stunts	Single Leg Extended Stunts w/Strength &Flexibility	Exter w/St	e Leg nded Stunts rength xibility	Single Leg Extende Stunts w/Strength &Flexibility		Single Leg Extended Stunts w/Strength &Flexibility
Stunt Transitions	Minimum	¼ Turns Tick Tocks Ground Level Inversions	½ Turns Tick Tocks Ground Level Inversions to Non- Ground Level	1/1 Turn to Prep, Tick Tocks Below Prep Level Inversions, Down Inversions from Below Prep Level	Turn Dow from Full [ess Ups 1/1 to Extension, n Inversions Prep Level, Down from e Leg, Double n from Two	1/1 Turn to Extend Single Leg Stunt, F Standing Tick Tool Double Downs fro Single Leg Stunt, Downward Invers from Prep Level	ree ks, om	2/1 Turn to Extended Single Leg Stunt, Doub Downs from Single Leg Stunt, Downward Inversion from Extension, Free Standing Tick Tocks
	Maximum	8+ Transitions, Some	Combined, some in Dir	ect Succession of one	e anoth	ner with Creativi	ty, variety, and visua	al appe	al
Pyramids	Minimum	¼ Turns, Tick Tocks, Connected Two Leg Extensions	½ Turns, Tick Tocks, Fake Release Moves	Release Moves, Fake Broad Flips, 1/1 Turn Transitions Flips, Single Braced Release Moves, Full Down from Single Leg, Double Down from Two Legs		Single Braced Flips, Inversions Over Stunts, Double Down from Single Leg, Single Braced Flip, Double Down Dismounts	Inve Dow	le Braced Flips w/Twists rsions Over Stunts, rnward inversions from nsion	
	Maximum	8+ Transitions, Some	Combined, some in Dir	ect Succession of one	e anoth	ner with Creativi	ty, variety, and visua	al appe	al
Tosses	Minimum	Not Permitted	Straight Ride	Toe Touch/Kick		Double Twist	Switch Kick Full	Kick	c Double
	Maximum	Not Permitted	Straight Ride	Full Twist		Kick Full	Kick Double	Swi	tch Kick Double
umps	Maximum	Four Connected Jumps, or three Connected Jumps and one other Jump in the routine							
Dance	Maximum	Dance is Expected to be Innovative, age appropriate, have at least 3 different Formations, Visual Elements, difficult footwork/motions, level changes, and executed well to score high at any age /ability level							
Performance	Maximum	Did the athletes display confidence? Were they fun to watch? Did the routine flow well? Was the choreography difficult, innovative, and entertaining?							

Team Placements

Registration

Fill out our tryout registration form & pay your registration fee. The sooner you get to it, the less it costs, and you can start attending. There is also a liability waiver and concussion form that needs to be filled out. Obtain a registration packet from the Coach.

Parent Meetings

Parent meetings which will include an overview of the information in this packet, and a Q & A session with the gym owner. For your convenience, we will have two meetings, it is recommended that you attend one. No need to attend both, the same material will be covered in each.

Evaluations

Our evaluation process is designed to place minimal stress on our athletes, giving them the opportunity to perform their best! Athletes will be evaluated and placed on level teams that correspond with current skillsets. The evaluation forms provide our coaches with an idea of what level the athlete will perform best at and have a successful year while still being challenged. After teams are determined, we will work on skills that will help the team move to the next level in addition to working on team routines.

Finalization of Teams

Teams will be finalized during the first two weeks of practice. We feel we need a few weeks to work with the teams selected to make sure everyone is placed where they need to be. Please note that team placement is never truly final and can change throughout the season at the discretion of the coaching staff due to changes in skill level or needs of the program.

Team Practices

Summer Practice schedule: May 7 Through August 10

Each team will practice at varying times during the summer. Practices will be during the week. There are no weekend practices between May 7 and August 15, as these will be times reserved for team fundraising. Each team will practice 1 to 3 hours at a time, various times during the week depending on level and age. We make every effort to keep our summer practice times on weekday evenings between the hours of 3:30-and 8:30pm.

School Year Practice schedule: August 11 through April 31

Each teams practice times will vary during the week 1 hour to 3 hours at a time, depending on level and age. However, with the growth of the program we may occasionally have practice

on Saturdays and/or Sundays. We make every effort to keep our practice times on weekday evenings between the hours of 5:00pm and 9:00pm.

Post Season Practice schedule: May 1 Through May 30

Each team attending a post season event such as the US Finals or the Summit will practice up to three times per week during post season, 1-3 hours at a time, depending on level and age. Practices will be on weekday evenings as well as weekends. Postseason events are our toughest competitions of the year, and we want to make sure our athletes are prepared to end their season strong and shine on stage. Practice and tumbling class schedules for post season will be posted during March.

Practice is Mandatory

There is no bench in All Star Cheerleading! Every single athlete is important to our program and an integral part of our choreography. Having even one athlete missing from practice can severely impact productivity. Please take this into consideration when asking for your athlete to be excused from practice. Attendance is one of the most important factors in our team's success. During the summer, attendance is required when you are in town. Please contact your athletes' coach if your athlete will be absent. Throughout the school year, the only excused absences will be for a grievance, contagious illness, or school function for a grade. An occasional absence from your athlete is understood, however if at any time an athlete's attendance is hindering the progress and success of the team, our staff will contact you to discuss possible solutions which may include moving to a different team, change in choreography, or removal from the program. PRACTICE DIRECTLY PRECEDING COMPETITION IS ABSOLUTELY MANDATORY, NO EXCEPTIONS!

We have dedicated tumbling time for all athletes included in the tuition. This allows our athletes to progress their tumbling at their own pace regardless of the level of their current team placement. This may change in the future. Tumbling classes are mandatory and dedicated time will be set aside during practice or offered at another time during the week.

Tumbling Class Is Mandatory

Dedicated tumbling time

For the benefit of our teams and our athletes, we require our team members to take one tumbling class. If a tumbling class is missed there is no guarantee that the time can be made up.

Choreography

Black Diamonds will have clean, appropriate, and innovative choreography. I take pride in my athletes and everything I do. I will take necessary steps to put difficult and visual routines together. We will start with routines from our athletes and coaching staff. If necessary, we may hire choreography professionals. We will then alter what we must fit our athlete's strengths and weaknesses. The choreography is in constant motion - as the season progresses, we update our routine to reflect our athlete's ability, constantly challenging them with ways to improve scoring. Safety is the number one priority, and we will not compromise the health and well-being of our athletes for any reason.

Choreography IS MANDATORY

If we choose an outside vendor for choreography, there will be no replacing the time we have with them. Please schedule all vacations and other activities around choreography time blocks. If an event has already been scheduled that absolutely cannot be worked around, please let us know. The time of the choreographer is valuable, and they cannot give us their best creative work with athletes missing. If you do not attend a choreography session and did not let us know of a conflict, the athlete will not be allowed to perform that routine. THE ONLY EXCUSED ABSENCE FROM CHOREOGRAPHY WILL BE EMERGENCY OUT OF TOWN PLANS OR CONTAGIOUS ILLNESS. ANY ATHLETE MISSING CHOREOGRAPHY WITHOUT APPROVAL FROM THE GYM DIRECTOR WILL BE EXCLUDED FROM THAT ROUTINE FOR THE DURATION OF ITS USE.

Competitions

Competition philosophy

First place is not everything. Teachable moments arise from winning and losing and everything in between. At Black Diamonds, we aim to teach our athletes how to win and lose gracefully. We plan to teach our athletes good sportsmanship and camaraderie. We want our athletes to have fun. We will work to build 1st place qualities that will carry over into their everyday lives. It is our attitude that if we are committed, persevering, and developing, we have already won without stepping foot onto the performance floor. We will have a disciplined program - we intend to attract families and athletes who value dedication, preparedness, hard work and commitment. All athletes are expected to attend competitions on time and will stay for their awards ceremony. From team meeting time through end of awards ceremony, athletes can expect to be at competitions approximately three to seven hours per team. Please leave the entire day open for competitions, we will publish our program's schedule a few days prior to the event.

Competitions are mandatory

There are no excused absences for competition (unless there is an instance of Covid-19 or anything similar). If an event has already been scheduled that absolutely cannot be worked

around, please let us know well in advance so that necessary arrangements can be made to replace your athlete in the routine. If you do not attend a competition and did not let us know of a conflict, we will do what we can to work out the situation, but please know that this may involve choreographing your athlete out of the routine for more than one competition, if not the remainder of the season. No refunds will be given for athletes choreographed out of the routine for competition absences for any reason.

Local Teams and Travel teams

Traditionally, our younger lower-level teams travel less, and our older higher-level teams travel more. Please note that there is absolutely no difference in the quality of training or performance expectations. Both Local and Travel teams will utilize the same choreography team, and we will select all our teams to be highly competitive. The only difference is how much the team will travel.

Sample competition schedule

Below is a sample competition schedule, please note that competition dates and bid events have not been finalized. Athletes are required to spend the night prior to a competition that is more than 2 hours driving distance from the gym (Detroit, Louisville, Toronto, Orlando) within 30 minutes of the competition venue. Athletes are recommended but not required to spend the night prior to a competition that is approximately two hours from the gym (Columbus, Erie, Sandusky). The schedule below WILL change - It will be finalized and distributed upon completion.

Date	Competition	Location	Туре	Local Teams	Travel Teams
November 18 2021	Champion Cheer Central	Cleveland, Oh	Regional	Х	х
December 12,2021	All Star Championships	Detroit, Mi	National		х
January 21, 2022	Double Down	Sandusky, Oh	National	Х	
March 13, 2022	JamFest	Ypsilanti, Mi	Regional		Х
April 29-May 3 2022	The Summit	Orlando, FL	National		Must qualify

Cheer Tuition and Fees

Although not as expensive as other youth sports, All Star Cheer can require a significant investment. Our season runs for 11 months, and we make it easy for you to budget most of the cost by dividing it into monthly payments. From the months of May through April, tuition includes team practice, tumbling, uniforms, music, makeup, choreography, and team parties and activities. However, we will offer fundraising opportunities to assist with the payment

of these fees and activities.

Crossovers

There are some athletes that may want to participate on a cheer team and a dance team and that is fine. Their status would be called crossover. There will only be an additional fee of \$50 monthly to participate on a crossover team, however uniform costs and fees will be in addition to the other fees.

*This is a year-round program. Monthly tuition will be due 11 months of the year with 1 month off. If paid for in full there will be a 5% discount. All payments due on the 15th of the month.

Breakdown of fees

Tiny Novice 4-7 years old

Item	Due Date	Amount	Description
Tuition	15th of every month	\$200	Monthly
Annual gym registration		\$50/Athlete & \$75/family	Due upon enrollment and annually January 1 st of every year
Uniform (includes shoes/bow)	At time of order	\$300-\$450/Athlete	Shell, skirt, briefs, socks, shoes, bow Included in tuition
makeup	At time of order	\$35/Family	Coach will provide order info
Music/choreography	N/A	\$35/Family	Included in tuition
Crossover	15th of every month	\$50/Athlete	Participating on more than one team
USASF membership	Before first competition	\$50/Athlete	Mandatory and it is required that each parent be responsible for their own account
Warmups	Before first competition	\$150-\$250	Jacket, pants, and bag

Limited travel 8+

Item	Due Date	Amount	Description
Tuition	15th of every month	\$285	Monthly
Annual gym registration		\$50/Athlete & \$75/family	Due upon enrollment and annually January 1 st of every year
Uniform (includes shoes/bow)	At time of order	\$300-\$450/Athlete	Shell, skirt, briefs, socks, shoes, bow Included in tuition
makeup	At time of order	\$35/Family	Coach will provide order info
Music/choreography	N/A	\$35/Family	Included in tuition
Crossover	15th of every month	\$50/Athlete	Participating on more than one team
USASF membership	Before first competition	\$50/Athlete	Mandatory and it is required that each parent be responsible for their own account
Warmups	Before first competition	\$150-\$250	Jacket, pants, and bag

Travel 8+

Item	Due Date	Amount	Description
Tuition	15th of every month	\$285	Monthly
Annual gym registration		\$50/Athlete & \$75/family	Due upon enrollment and annually January 1 st of every year
Uniform (includes shoes/bow)	At time of order	\$350-\$450/Athlete	Shell, skirt, briefs, socks, shoes, bow Included in tuition
makeup	At time of order	\$35/Family	Coach will provide order info
Music/choreography	October 1st	\$35/Family	Included in tuition
Crossover	1 st of every month	\$50/Athlete	Participating on more than one team
USASF membership	Before first competition	\$50/Athlete	Mandatory and it is required that each parent be responsible for their own account
Warmups	Before first competition	\$150-\$250	Jacket, pants, and bag

Majorette

Item	Due Date	Amount	Description
Tuition	15th of every month	\$285	Monthly
Annual gym registration		\$50/Athlete & \$75/family	Due upon enrollment and annually January 1 st of every year
Uniform (includes shoes/bow)	At time of order	\$350-\$450/Athlete	Leotard or body suit, briefs, stockings, shoes and other costumes/props Included in tuition
makeup	At time of order	\$35/Family	Coach will provide order info
Music/choreography	October 1st	\$35/Family	Included in tuition
Crossover	1 st of every month	\$50/Athlete	Participating on more than one team
USASF membership	Before first competition	\$50/Athlete	Mandatory and it is required that each parent be responsible for their own account
Warmups	Before first competition	\$150-\$250	Jacket, pants, and bag

^{*} Competition expenses for athletes are included in the tuition. Competition expenses for the rest of the family (parents, siblings not enrolled, etc.) will be in addition to what you see listed above. Please do not let these prices deter you from enrolling your athlete. There will be an opportunity to fundraise to offset the prices you see listed. The prices are to give you a full view and to avoid any surprises. We will work with you.

Sibling discounts

We are family friendly! Each immediate family member (brothers/sisters only) receives a 25% discount off monthly tuition. Proof of custody is required. **Please note the discount applies to tuition fees only.**

Athlete Policies

Attendance

Attendance is mandatory and crucial to team success. All absences must be approved by the Team's coach. No-call/no show to a practice is grounds for immediate dismiss.

Excused Absences

(Still notify coach for approval) Serious or Contagious Illness, Family Emergencies, School Functions for a Grade, Vacation During Summer/School Cheer Practice School Dance

Unexcused Absences

Traffic, do not Have a Ride, Punishment for Behavior at Home, Too Much Homework/Studying, Feeling Tired/Taking a Break Today, etc. Education is important; however, practice is as well. We have limited time during the week to meet. Please manage time accordingly.

Tardies

Please do not be late. We will be as punctual as possible. We realize and respect that your time is precious but please realize that ours is as well.

Vacations

Vacations are discouraged during the competition season unless the gym is closed, or the athlete has already cleared it with their team coach. Please see your coaches with vacations at any time.

Injuries

If an injury should occur, it is the responsibility of the parent to seek professional help. Each athlete must have his or her own medical insurance. After seeing a physician, please provide Black Diamonds with an evaluation of the athlete's injury/status. A release from a doctor is required if a serious injury should occur.

Team placements

Age, ability, experience, and attitude can all factor into placement. Please understand that athletes may be repositioned or moved anytime at the discretion of the coaching staff. Any changes made are to benefit the team.

Positive Attitude

Attitudes are contagious. Please have a positive attitude coming into Black Diamonds as we want to spread positivity not negativity. A positive attitude is paramount in reaching the level of success we are striving towards. Please leave the negativity at the door and you can pick it up on your way out.

Travel/Competitions

During the competition season, cheerleaders will be asked to travel. Some athletes will travel to national events out of state. Transportation to competitions, hotel stay if required, and all meals, snacks, and other expenses associated with traveling is the responsibility of each team member and his or her family. All team members will wear uniforms, warm-ups, or designated Black Diamonds clothing to each event. Fundraising will be available to assist with fees.

Uniforms and attire

Please keep all Black Diamonds clothing, warmups, and uniforms in good condition. Please report any lost or damaged uniform items to your coach. The cost of replacement will be the responsibility of the athlete. **Jewelry is a safety hazard and should not be worn to practice or any athletic events.** If athletes have expensive jewelry ex: apple watches, please have them leave it at home as Black Diamonds staff will not be responsible for lost or stolen items at practice or competitions. Black Diamonds will assume **NO** responsibility for lost or stolen jewelry or other valuable items. Uniforms belong to the athletes and athletes will take them home. Any other costumes or props (poms, creative show costuming), belong to Black Diamonds and need to be returned immediately after the performance.

Uniform Care

Athletes are required to purchase warmups, make-up, shoes, briefs, crop top, skirt, shell, socks, and bows (practice attire is optional). Any other costumes or props will be provided through fundraising activities for each athlete. Each athlete is held responsible for the care of their uniform. You will be responsible for replacing any part of the uniform that is lost or stolen. Must be replaced prior to a performance or the athlete will not participate. It is necessary to always look uniform as team. A complete uniform check will be held prior to the activity or performance, this includes hair and makeup. The athlete must be presentable in a clean uniform and clean shoes. If the athlete is not presentable, they will not participate. Be aware of eating while wearing uniforms. You cannot drink or eat anything red because it stains the uniform. NO jewelry is to be worn of any kind during practices or performances. Undergarments must be appropriate for your uniform. Be aware of straps on sports bras; they must be black or white. Hairstyles for competition will be the coach's choice. Hair should be pulled away from face. It does not matter if the athlete has braids, if the hairstyle is aligned with the coach's choice it will be acceptable.

Social Media

All athletes and family must promote good sportsmanship and a positive attitude towards staff and our athletes, as well as our competitors' gyms and other athletes at all times. This extends to cheer competition companies, the USASF as well as other cheer related organizations and activities.

Discipline

If any of Black Diamonds rules, policies or values are compromised, the following will occur:

1st Violation: Meeting with the athlete defining the problem.

2nd Violation: Meeting with the athlete and the parent(s).

3rd Violation: Written notice of possible dismissal.

4th Violation: Athlete removal from the team or program.

Please note that depending on the severity of the issue, we may go straight to the disciplinary actions of the 2nd, 3rd, or 4th violation. No refunds or credit will be provided for athletes dismissed due to disciplinary issues.

Academic Eligibility

Athletes are strongly encouraged to maintain at least a 2.0 GPA in school. Although not required, it will be stressed to athletes that academics are extremely important.

Parent Expectations

Communication

Text messaging, Team App, email, handouts, and Facebook are just some of the ways that we communicate in our gym. Coaches will communicate with parents and athletes on a regular basis. We will provide notification of important information as soon as we receive it pertaining to practices, competitions, and team events. Band App will be utilized as a method to communicate needed information for practices, competitions, and team events. Everyone will have access to the gym owner's cell phone number.

Tuition, Fees, and payment

For your convenience, each athlete is required to have a credit or debit card on file. For monthly tuition, accounts will be billed automatically on the 15th of every month. Accounts not paid by the 30th of the month will be charged a 10% late fee, and the athlete will sit out of practice until the amount due is paid. In addition to monthly tuition, there are additional fees that are associated with being a part of the program that are outlined on page 10-11 of this handbook. When an account becomes 30 days overdue for any reason, the athlete will be removed from the team. Tuition and other fees that have already been paid are nonrefundable.

PLEASE NOTE THERE WILL BE A 3% SERVICE FEE ON ALL CREDIT AND DEBIT CARD TRANSACTIONS. If paying by Cashapp there is an additional \$2.00 surcharge per transaction.

Booster Club-Fundraising

Black Diamonds will establish a Booster Club which will offer many fundraising opportunities throughout the year to help pay for tuition, uniforms, team fees, etc. There is **one** mandatory

fundraiser per year **which is TBD**. Those that would like to opt out of that fundraiser may pay \$100 due in October in addition to regular fees. This money will be used for the end of year banquet, team rooms at competitions, and other activities throughout the year. If you are interested in being a part of the Booster Club, please contact Ms. Tate.

Family Involvement

Parents play an essential role in the success of the Black Diamonds. Parents are welcome to volunteer for our Booster Club. The Booster Club will take the lead on fundraisers, treat bags and banquet planning. Parents will also lead the effort to increase fan support at competitions and performances. Memos are sent out on a regular basis to keep parents informed. Memos can be sent out in emails, on our Band app, or on our FaceBook page. Please keep us updated with current and correct information. Inform a Coach immediately if you are not receiving our updates. All parents are expected to take an active role in supporting their athlete. This will make your athletes' experience and your experience as a part of a sports team more enjoyable.

Social Media

All athletes and families must promote good sportsmanship and a positive attitude towards staff and our athletes, as well as our competitors' gyms and athletes always. This extends to competition companies, the USASF as well as other related organizations and activities. Be sure to join our FaceBook page https://www.facebook.com/groups/1413774115548786.

Also check out our Team Stores for Black Diamonds Merchandise.

https://www.spiritshop.com/my-shop/black-diamonds

https://www.flycheergear.com/black-diamonds?page=2

Practices

Unfortunately, there will not be a designated area for parents and siblings to watch us practice in the beginning. However, we will be growing and making changes continuously, please be patient. Parents, and family, are asked to stay in their vehicles as we have limited space. We want your athlete to get the most out of every practice, so that means we need to minimize the number of disruptions and distractions during practice times. If a parent or anyone is observed speaking negatively about a team, coach, parent, or athlete, they are asked to leave. If this kind of behavior continues to be an issue, the athlete will be removed from the team. We will not tolerate negativity of any kind. If a parent verbally assaults or threatens an athlete, coach or another parent, the family will be immediately dismissed.

Travel/Competitions

During the competition season, athletes may be asked to travel. Some athletes will travel to

national events out of state. Transportation to and from competitions, hotel stay if required, and all meals, snacks, and other expenses associated with traveling is the responsibility of each team member and their family. We will make every effort to provide information in a timely manner. However, if a competition is cancelled or rescheduled, Black Diamonds will not be responsible for reimbursement for any reason.

Positivity

Please be positive and realize that this is a new venture. There will be hiccups and mishaps along the way, please be patient. If you have questions or concerns, please contact Ms. Tate to discuss them in a professional manner. We will be happy to provide further explanation of any misunderstandings or address any issues that may arise.

Miscellaneous

We encourage all parents to sit together and support Black Diamonds. Parents are also encouraged to show support by wearing Black Diamonds clothing to competitions. Showing respect for the coaching staff, other teams and hosting organization is expected. Please remember you are representing Black Diamonds, and we want to always uphold our reputation of good sportsmanship and professionalism. No one can produce, reproduce, sell, or have anything made in the likeness of Black Diamonds, its logo or its teams, as the team will raise money throughout the season and reproducing our products will take money away from the gym.

