

2018 - Latitude 45 / Twisted Stone Team Guidelines

For 2018 we will continue the points system established last season. We appreciate everyone's participation. It is really great for the shop and the cycling community to see how much our team accomplishes. Last season we had 58 attendances at Latitude 45 events, 110 Racer Days, 63 hours trail maintenance, and 182 group ride attendances.

How Points Will Be Tracked: You will receive a monthly Google Form via email to enter your points. Points will be compiled in a Google Spreadsheet that you will be able to view. If you have points questions please email latitude45bicycles@gmail.com. Thanks!

Involvement Opportunities:

- Race / Cycling Event = 3 points
- Latitude 45 Event = 4 points
- Team Event = 2 points
- Trail Maintenance Day = 3 points
- Latitude Group Ride = 1 point
- Blog Post = 2 points
- Volunteer at Youth Program = 3 points

Commitments	Benefits
<p><u>Bronze Level - 10 Points</u></p> <ul style="list-style-type: none"> ● Complete a Team Profile for the website ● Wear current team kit at races 	<ul style="list-style-type: none"> ● Team kit at cost ● 5% off bikes ● 10% off parts and accessories
<p><u>Silver Level - 20 Points</u></p> <ul style="list-style-type: none"> ● Complete a Team Profile for the website ● Wear current team kit at races 	<ul style="list-style-type: none"> ● Team kit at cost ● 10% off bikes ● 15% off parts and accessories
<p><u>Gold Level - 30 Points</u></p> <ul style="list-style-type: none"> ● Submit previous season results and projected schedule for upcoming year ● Complete a Team Profile for the website ● Wear current team kit at races 	<ul style="list-style-type: none"> ● Team kit at cost ● 15% off bikes <i>*See additional details</i> ● 20% off parts and accessories ● Opportunity for race fee reimbursement based on performance up to \$100**
<p><u>Platinum Level - 50 Points</u></p> <ul style="list-style-type: none"> ● Submit previous season results and projected schedule for upcoming year ● 15 points must come from racing or cycling events ● Complete a Team Profile for the website ● Wear current team kit at races ● Must attend at least 3 Latitude 45 events ● Attendance at Highlander heavily encouraged 	<ul style="list-style-type: none"> ● Team kit at cost ● 30% off 1st bike 25% off additional bikes annually, assembly fee may apply for certain bikes <i>*see additional details</i> ● 30% off on parts and accessories ● Opportunity for race fee reimbursement based on performance up to \$200**

Notes: A rider may move up levels by earning the required points. Other types of involvement may be accepted for points, please contact the team liaison for approval.

Race Fee Reimbursement Policy

1. Must race expert or higher (this includes the longer race at Ore to Shore)
2. If finishing place is higher than half of your group, half of the race fee is reimbursed
3. If finishing place is higher than 75% of your group, 75% of the race fee is reimbursed
4. If podium (3rd or higher) in your group of at least 5, full race fee is reimbursed
 - a. If there are less than 5 people in your group, 50% of race fee is reimbursed
5. All reimbursement will be in the form of Latitude 45 store credit
6. Must turn in race results to Steve at designated times (May, August, November)

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Additional Notes

Bicycle Orders

- Maximum discount on Santa Cruz is 20% off (this is due to lower margins on Santa Cruz)
- If your team discount reduces a price below dealer cost, bike will be sold at dealer cost.
- For Platinum and Gold level all orders will have a \$100 build fee + shipping cost. Bike must be built by Latitude.
- If paying via credit card +3% (Covers the credit card company fees)
- If financing +5% (Covers financing cost)

Selling Bikes Purchased with Team Discount

- Gold and Platinum team members are required to sell bikes purchased with their team discount outside of the region. This helps Latitude to sell more high end bikes in our "Backyard".
- We consider our region to be Emmet, Charlevoix, Antrim, and Cheboygan county.
- Bikes purchased with team discount must be kept for at least 12 months.
- Websites like Pinkbike and eBay are a great way to sell your bike quickly, easily, and far away.

Which Group Rides Count

- Rides with a minimum of six team members present. Only four are needed in the off-season (November through end of February)
- All Latitude 45 hosted group rides count

Trail Maintenance

- Both solo and group trail maintenance / building will count for 3 points.
 - If you are doing solo work the expectation is that you are spending 2-3 hours.
 - Post about your work on the Northern Michigan Trail Conditions Facebook Page
 - If you are working shorter time periods you can combine them to earn the 3 points.
- All trail maintenance should be conducted with the approval of that trail's managing organization.
- If you are looking for trail maintenance opportunities contact the shop.