The late fees only apply to Solo & Ensemble entries and only apply if the director intends the entry to be state eligible. Here is the rule from the Solo & Ensemble rules document. 2024 rules document is attached.

2.11 The school represented by state eligible entries wishing to perform at a region contest that were not registered using the online registration system by the published deadline will be assessed a fine of \$50 per late solo entry, and/or \$100 per late ensemble entry. Payment, or a signed agreement to pay must be received by the Wednesday prior to the region event. Non-state eligible entries may be allowed to participate with no additional penalty fee, for comment only, at the discretion of the region contest manager on a space available basis. No entries will be added to the region contest schedule after the Sunday prior to contest day.