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# Girl Scouts of Eastern South Carolina 2020-2021 Volunteer Cookie Training

PART OF THE  
SUPPORTING  
**GROWTH FOR GIRLS**  
FAMILY



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# Today's Agenda

**2021 Theme & Mascot & Rewards**

**Council & Volunteer Virtual Rally Resources**

**Cookie Booth Resources: Contactless and More**

**Cookies!- Product & Nutrition**

**Volunteer Training Support**

**Social Media Toolkit & Communications**

**2021 eBudde Enhancements**

**WELCOME!**



# Troop Cookie Manager Form

## Girl Scouts of Eastern South Carolina Troop Cookie Product Manager Position Description



### PURPOSE OF POSITION:

To manage and administer Girl Scout Cookie Program to all girls within their troop.

### ACCOUNTABILITY:

One year beginning in November. This position is appointed by Troop Leader.

### QUALIFICATIONS:

- Must be in good standing with Girl Scouts of Eastern South Carolina. No troop delinquency or outstanding financials.
- Be a current registered member of Girl Scouts of America and at least 18 years of age.
- Accept and adhere to the purpose and principles of Girl Scouting, GSUSA and the Council.
- Demonstrate strong organizational skills, problem solving, supervisory skills and effective time management.
- Have a good working knowledge, acceptance, and willingness to promote Council's goals, objectives, policies and procedures.
- Ability and willingness to make decisions, delegate responsibilities and work with adults from diverse backgrounds.
- Have strong computer skills to ensure accurate and consistent data entry.

### RESPONSIBILITIES:

- Attend council training for Girl Scout Cookie Product Program.
- Verify that all girls participating are registered for the current membership year.
- Protect girl and GSESC assets (product, monies and documents) at ALL times.
- Coordinate troop meeting to provide instruction to parents and girl members to include the following:
  - Girl safety
  - Goal setting, individual girl goals as well as a troop goal
  - Promote leadership experience outcomes
  - All deadlines for submission of orders and money
  - Distribution of product and awards and the importance of receipts
  - Money collection and cash management procedures
  - Ordering and distribution of girl awards
  - GSESC collection procedures for delinquencies/NSF
- Enter all required data onto ebudde website: troop contact, girl names, orders, payments, deposits
- Submit troop product, recognition orders and required documents to Product Sales Department by established due date.
- Pick up and distribute product and recognitions promptly and appropriately.
- Issue signed receipts for ALL transactions of awards and money.
- **Keep accurate records and copies of troop documents and all deposit slips.**
- Document and report all girls with delinquent balances by established date.
- Meet with Product Sales Department to submit and verify all final reports, deposit slips, any girl delinquent information, evaluation and other documents, product or recognitions as needed.
- Assume full responsibility for product, money, recognitions and documents while in your possession.
- **If money and/or product is stolen, a police report needs to be filed immediately and the council needs to be notified. Additionally, the loss needs to be reported to your private insurance carrier. Ultimately, the individual who lost the money/product is financially responsible for the loss to the council. Please stress the importance of this information to the girls and their parents/guardians.**
- Failure to turn in all monies and related documents on time may result in charges and prosecution as allowed by law.

SERVICE UNIT: \_\_\_\_\_ TROOP #: \_\_\_\_\_

## Girl Scouts of Eastern South Carolina Troop Cookie Product Manager Position Description

### Circle Troop level(s):

Daisy      Brownie      Junior      Cadette      Senior      Ambassador

**Please print clearly and fill out completely**

Troop #: \_\_\_\_\_ Service Unit Name: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Phone/Cell: (    ) \_\_\_\_\_ Work: (    ) \_\_\_\_\_

Email Address: \_\_\_\_\_

By signing, I affirm that I have read and understand the information above and agree to fulfill the responsibilities for the position.

I fully understand that failure to turn in all monies and related document on time may result in collection procedures up to and including prosecution as allowed by law.

Troop Cookie Manager Signature: \_\_\_\_\_ Date: \_\_\_\_\_

### **New!**

I acknowledge that I will transfer cookies to girls in my troop via ebudde and give them credit for all cookies sold to include Digital Cookie sales, booth sales and Cookies for a Cause sales by March 23, 2021. If I do not complete by this date, I understand that the girls in my troop will not receive credit/recognitions for those sales, and the Council will not be able to order or replace those items after that date.

Troop Cookie Manager Signature: \_\_\_\_\_ Date: \_\_\_\_\_

# ACH Debit Form



## ACH DEBIT AUTHORIZATION

2020 Fall Product Program

2021 Cookie Program

Complete and return to Council after completion of training. You will NOT be granted access to M2 site or ebudde if form is not turned into Council prior to selling.

Troop #: \_\_\_\_\_ Service Unit Name: \_\_\_\_\_  
(ALL 5 Digits)

*This form is to be used by all GSESC Troops to authorize ACH debit transactions during the 2020-2021 Fall Product and Cookie Programs.*

ATTACH VOIDED TROOP CHECK HERE

My troop does not have checks.

Bank Name \_\_\_\_\_

Routing Number \_\_\_\_\_ Account Number \_\_\_\_\_

### Troop acknowledges and agrees to:

- GSESC will debit the above troop bank account according to the instructions provided during training for the 2020-2021 Cookie and Fall Product Programs.
- Troops are responsible to deposit sufficient funds to cover these debits, and will be responsible for any resulting non-sufficient funds (NSF) charges.
- Refer to training power points for ACH procedures and dates.
- Troop expressly authorizes GSESC to repeat debits that fail for any reason.
- Troop agrees to work closely with GSESC to pay all amounts due to the Council in any manner agreed to by both parties.
- Troops understand that they may not participate in the Cookie Program nor the Fall Product Program until ACH Debit Authorization is received by the Council.

This authorization must be signed by an authorized check signer for the troop.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
Printed Name: \_\_\_\_\_ Position: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Telephone: ( ) \_\_\_\_\_ Email: \_\_\_\_\_

# Money Handling Procedures

## Money Handling Procedures Troop Monies

All troops must turn in a VOIDED troop check and fill out the Automatic Clearing House (ACH) Debit Authorization form to Council in order to receive their troop packet. ACH is a nationwide electronic funds transfer network which enables banks to distribute electronic charges (debits) to bank accounts and to settle such entries.

The Product Sales Department will have a print-out of troops who already have their bank account information on file. An ACH form still needs to be signed agreeing to the dates and terms. In the "VOID" check space, the troop leader can indicate that the council has that current troop account information on file, but must be verified by council. Your troop will not be able to participate in the Fall Program unless these forms have been turned in.

Each troop is required to make their deposits into their troop bank account. NEVER leave money unattended in the car or anywhere else. The troop is financially responsible for all product they receive whether it is sold or not. Returns of unsold product will not be accepted or exchanged.

You will verify the amounts in ebudde under reports, it will state how much your troop sold in total, how much is due to council, and how much is troop profit. All money is to be deposited into your troop bank account for three ACH's that will be conducted by GSESC. Troop Product Manager is required to email the Discrepancy/NSF Report to [aggjereyes@girlscoutseasc.org](mailto:aggjereyes@girlscoutseasc.org), IF there are any discrepancies (delinquent girls or Non-Sufficient Funds (NSF) checks).

If there are any delinquencies and/or NSF checks, you need to indicate that on the Delinquency/NSF Report. If a troop doesn't turn in that form by March 23, 2021, the council will withdraw the entire amount due to council; NSF or Delinquent amounts will not be deducted. **The troop will be responsible for those amounts.**

If your troop receives any NSF checks, troops will forward the original or legal copy to the council within 7 days of return for collections. The council will also collect bank fees up to \$25. A bank statement or report showing how much your troop bank account was charged for the NSF needs to be with the NSF in order to be collected. You will need to turn this information in with Delinquency/NSF Report on March 23, 2021. This is the only way the council can process the NSF and bank fees. Your troop will not be responsible for these amounts as long as the appropriate paperwork is turned into the council and the NSF check is a council approved check.

If you have any delinquencies they MUST be turned in by March 23, 2021 via email to [aggjereyes@girlscoutseasc.org](mailto:aggjereyes@girlscoutseasc.org). You need to submit the girl signed permission slip, signed receipts, and Delinquency/NSF Report. You will list the amounts on the Delinquency/NSF Report in order for the delinquency to not be taken from the troop account.

**DO NOT TAKE MONEY FROM TROOP PROFIT TO PAY FOR A GIRL'S DELINQUENCY. COUNCIL WILL NOT BE ABLE TO HELP COLLECT DEBTS PAID IN THIS MANNER.**

# Discrepancy Report



## Discrepancy Report

2020 Fall Product Program  
2021 Cookie Program

**Circle one:**

- A) NSF Checks: Form **must** be filled out completely with copy of \_\_\_\_\_
- B) Delinquencies: Form **must** be filled out completely and include Parent Permission form and receipts.
- C) Counterfeit Money: Form **must** be filled out completely and include report from bank which must be requested at time of transaction.

Information concerning debtor:

Name: \_\_\_\_\_ Registered GS Adult: Yes  No

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

This person is a:  Parent/Guardian  Other: \_\_\_\_\_

Girl Scout Name: \_\_\_\_\_

		Due to Council	Due to Troop
Total \$ Due		Fall 85% NSF Full amount	Fall 15% NSF-No amount
Paid \$ to Date:		Cookies (core) \$3.15 Cookies (premium) \$4.65	Cookies \$ .85
Balance \$ Due:			

Explanation of Delinquency/NSF/Counterfeit money \_\_\_\_\_

Actions take to date: \_\_\_\_\_

Date: \_\_\_\_\_ Service Unit: \_\_\_\_\_ Troop#: \_\_\_\_\_

Troop Leader: \_\_\_\_\_ Phone#: \_\_\_\_\_

I understand that if the above mentioned debtor pays the outstanding balance to the troops, I will notify the council immediately

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Email to [agglereyes@girlscoutseasc.org](mailto:agglereyes@girlscoutseasc.org)

# Parent Permission



## Girl Scouts of Eastern South Carolina 2021 Cookie Program Parent/Guardian Permission & Responsibility Form

My Girl Scout, \_\_\_\_\_, a member of Troop \_\_\_\_\_, has my permission to participate in council sponsored 2021 Cookie Product Program.

**My signature below acknowledges that:**

- I understand that my daughter must be a registered as a Girl Scout for the October 1, 2020 through September 30, 2021 membership year.
- I understand that I am financially responsible for any orders submitted by me to the troop leader.
- I understand that any product ordered or unsold cannot be returned to or exchanged at the council or by the leader.
- I understand that my daughter cannot sell prior to the sale dates, and I understand that my daughter may be penalized for early orders and may not receive credit for orders received before specified sale dates.
- I accept responsibility to meet all troop deadlines outlined by my daughter's troop leader.
- I understand that all products are promptly delivered to customers and monies owed by me are paid on a weekly basis to the troop leaders. Total monies will be paid in full no later than the established deadline.
- I understand that if all money due by me is not paid by the due date, my daughter will not be entitled to receive recognitions.
- I understand that outstanding accounts will be turned over to a collection agency by the council at the conclusion of the sale and any collection cost will be added to the amount owed.
- I understand that all monetary proceeds belong to the council and troop and are not to be retained by individual girls as their property.
- I understand that due to the rising cost of recovering money from "Non-Sufficient Funds" checks, I will not accept personal checks over the amount of \$75.00.
- I understand that my daughter will only accept preprinted checks with the issuer's address. It is required that girls record the telephone number and driver's license number of the issuer on the face of the check. Council cautions against accepting out-of-state checks.
- I understand that in order for my daughter to participate in the fall product program, I cannot have any outstanding debts with the council.
- I agree to accept financial responsibility, including prompt payment for all products and money my daughter receives and will also see that she has adult guidance at all times.

**Girl Choices:**

Shirt Size: \_\_\_\_\_  
 800+ Cooking Class with Chef Dana OR Sky Night Projector \_\_\_\_\_  
 1100+ 1 week resident camp Sandy Ridge OR Basketball Arcade game & Hydroflask \_\_\_\_\_  
 2000+ Guitar OR Karaoke Machine \_\_\_\_\_  
 2500+ Carowinds Season Pass OR Wild Water & Wheels Season Pass w/Myrtle Waves Water Park OR Airpods \_\_\_\_\_  
 3000+ Carnival Cruise to Bahamas OR Cannon Deluxe Starter Kit \_\_\_\_\_  
 \*I understand that I will verify that my troop leader has given my daughter credit for all cookies sold by my daughter to include Digital Cookie sales, hooth sales and Cookies for a Cause sales by March 23, 2021. If this is not complete by this date, I understand that my daughter will not receive credit/recognitions for those sales, and the Council will not be able to order or replace those items after that date.

Parent/Guardian Name (print): _____
Mailing Address: _____
Phone/Cell: ( ) _____ Work: ( ) _____
Email Address: _____
Parent/Guardian Signature: _____ Date: _____

# Cookies for a Cause

# Order Card & Money Envelope



## Cookies for a Cause

*If you can't eat them*  
**Treat them!**

**DONATE COOKIES TO SUPPORT OUR TROOPS!**

*Thanks for supporting our troops by supporting our troop!*

For many years, Girl Scouts across the country have used Girl Scout cookies to show their appreciation for men and women in uniform. For various reasons, some customers do not want to buy cookies for themselves, or they only have a limited need. With the Cookies for a Cause program, they have a chance to give to others while supporting Girl Scouting at the same time. Cookies for a Cause is a wonderful way to show our troops we are thinking of them. Girl Scout cookies are not only tasty, but a great American tradition!

2020-2021 Girl Scouts of Eastern South Carolina  
**GIRL REWARDS**  
 MY PERSONAL GOAL: PKGS

Items include: Patch Rockers, We've Got This! Theme Patch, Samosas Plush Slinger, No Show Horse Socks, Journal with Pouch, Glow in the Dark Costume, Initial Order Troop PGA Rewards, Digital Cookie Rewards, Gift of Caring Reward, 2020 Top Cookie Seller, Karaoke Machine, Carwash, Carwashed OR Wild Water, Carnival Crazier in the Bahamas, and more.

**GIRL SCOUT MONEY ENVELOPE**  
 MAKE CHECKS PAYABLE TO: 0511 1912

NAME: \_\_\_\_\_

TROOP #/EL: \_\_\_\_\_

AMOUNT DOLLARS: \_\_\_\_\_

AMOUNT DOLLARS: \_\_\_\_\_

ITEMS	
1 Package: 2	1 Package: 2
1 Package: 4	1 Package: 2
1 Package: 2	1 Package: 2
1 Package: 2	1 Package: 2
1 Package: 2	1 Package: 2

# NEW! Important Dates

- Make sure all girls are registered by 12/7/20
- Girls can begin to sell online only 12/11/20





# Important Dates

- Make sure all girls are registered by 11/16/20
- Girls can begin to sell online 12/11/20
- Troop initial order due 12/15/20 troops locked out at midnight
- SU initial order due 12/17/20 SU locked out at midnight
- Cookie sale starts 1/16/21
- Cookie deliveries week of January 11th
- Booth sales start 1/23/21 – 3/14/21
- Bling my Booth weekend 2/26-2/28
- 1<sup>st</sup> ACH 2/5/21
- 2<sup>nd</sup> ACH 2/19/21
- Cookie sale ends 3/14/21
- All girl money due to troop 3/21/21
- Final rewards order due 3/23/21
- Final ACH 4/2/21





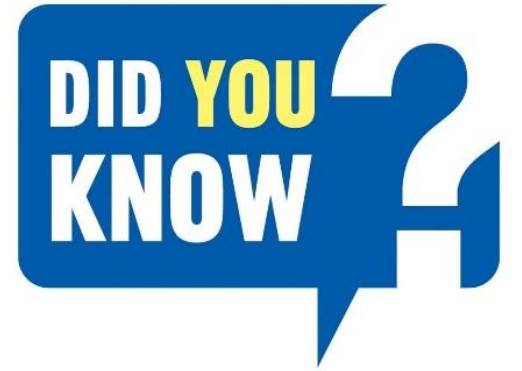
sisterHOOD  
**SPiRit**

She can do anything—especially with her Girl Scout sisters by her side!

## 2021 Cookie Season Theme Reveal



# GSESC Numbers



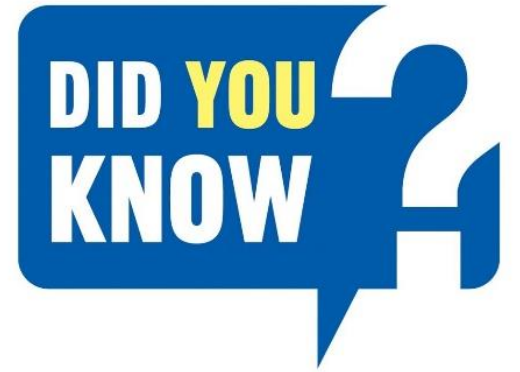
2019 # of girls that sold 3,129

2020 # of girls that sold 2,865

2019 # of troops that sold 253

2020 # of troops that sold 234

# GSESC Numbers



2019 GSESC PGA 275

2020 GSESC PGA 360

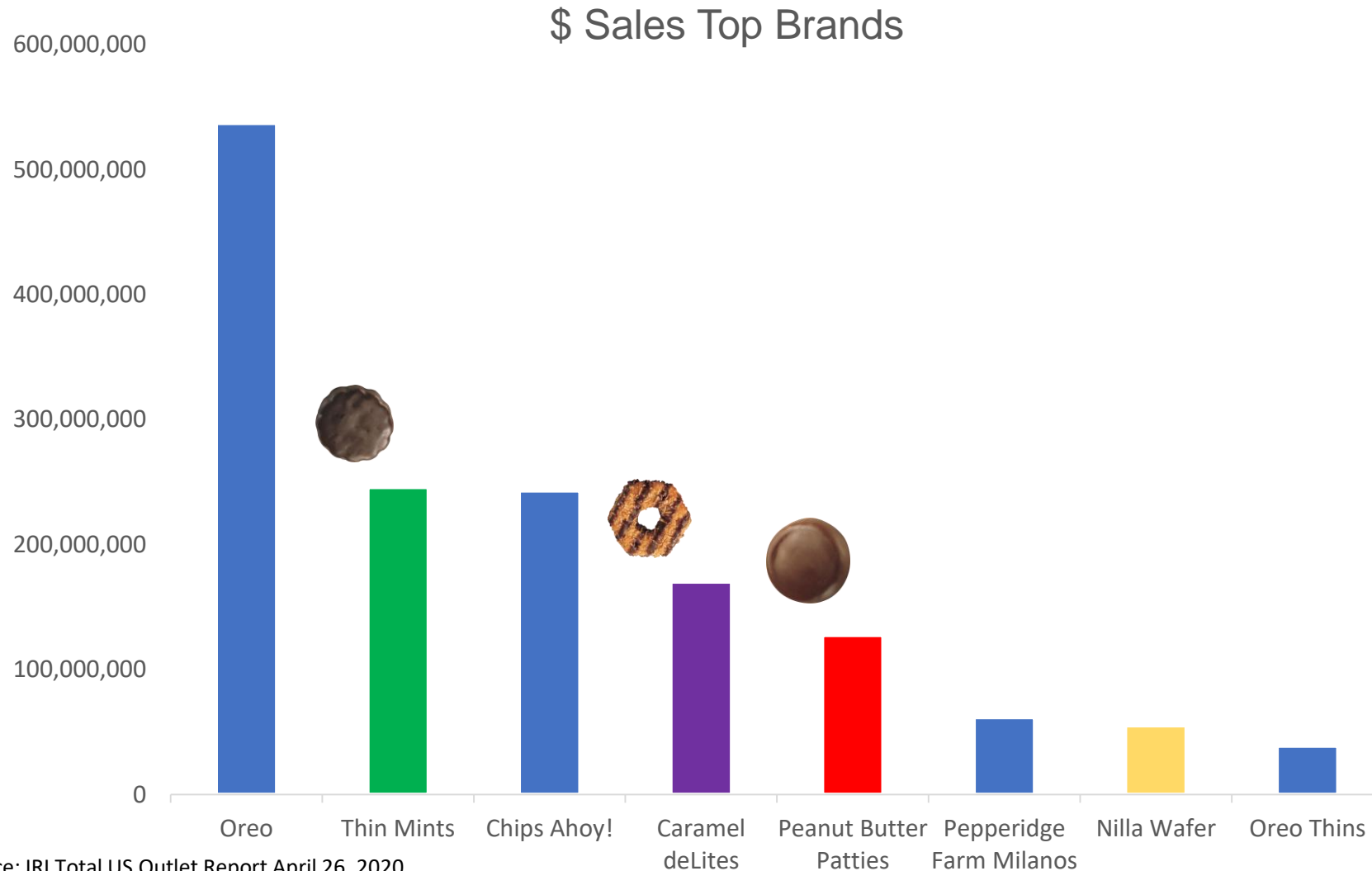
+85 AMAZING!

2019 # of cases sold 72,186  
or 866,232 packages

2020 # of cases sold 86,175  
or 1,034,105 packages

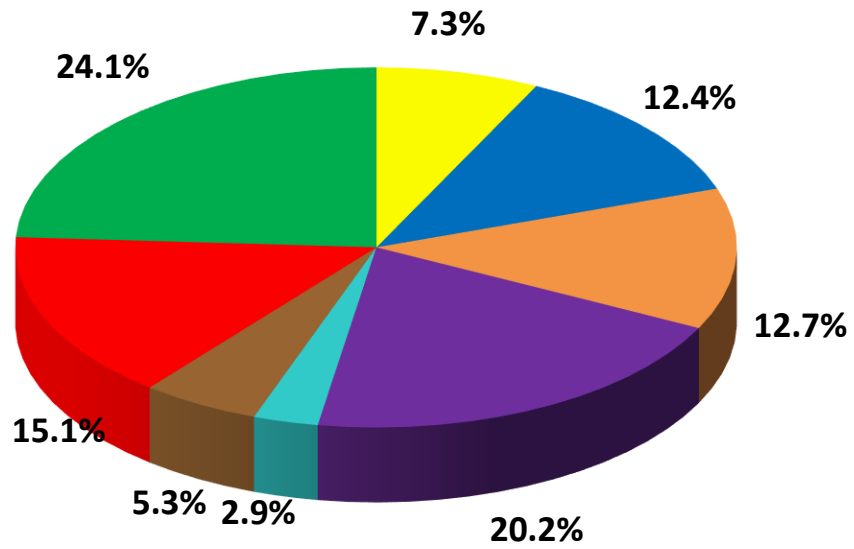


# 3 Girl Scout Cookies are in the top 8 sellers at retail

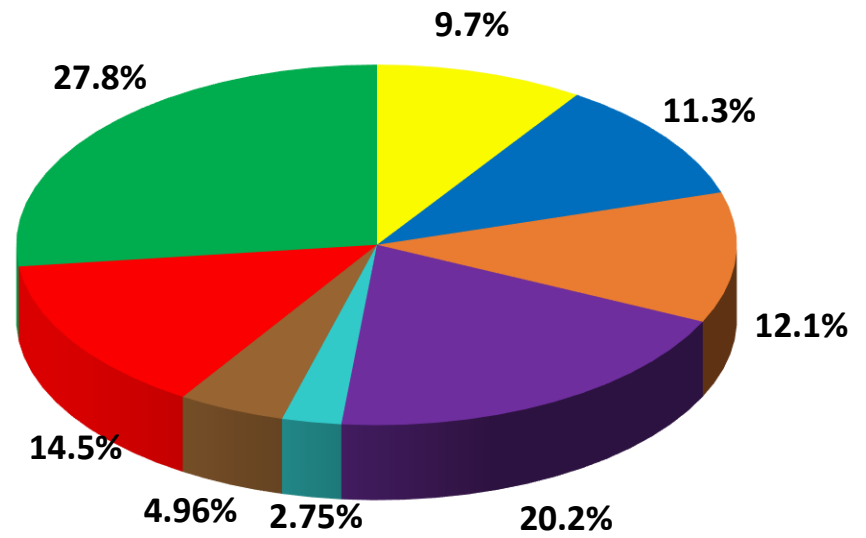


# 2019-2020 GSESC Variety Mix

2018-19



2019-20





**we've Got**  
**a spirited mascot**





## Mascot

**The horse mascot  
embodies the strength and  
confidence girls gain  
through the Girl Scout  
Cookie Program®.**





Meet our mascot, Hope.



Reversible  
saddle blanket.



Tag it!

Plush can strike a pose laying down or standing up (girl assisted).



Inspire. Motivate. Educate Girls!

# MASCOT **FUN** facts



## **Fillies are fearless!**

A young female horse is called a filly.



## **Horses are go-getters right out of the gate.**

They can run within hours of birth!



## **They have their eyes on the prize!**

Horses have bigger eyes than any other land mammal.

# Benefits for Girls

## 5 Skills

- Goal Setting
- Money Management
  - Business Ethics
  - Decision Making
  - People Skills

## Recognitions

Recognitions (cumulative): Will be in May/June. Please make arrangements to pick up your troops order promptly. Any recognitions not picked up 30 days after you are notified will become property of the council and we cannot guarantee that your recognitions will be available after those 30 days.



# 2021 Rewards



2020-2021  
Girl Scouts of Eastern South Carolina

## GIRL REWARDS

MY PERSONAL GOAL: \_\_\_\_\_ PKGS



We've Got This!  
Theme Patch  
50+ Packages



Samoas Plush  
Dangler  
75+ Packages



No Show  
Horse Socks  
150+ Packages

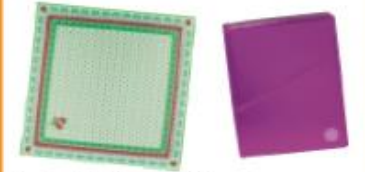


Journal  
with Pouch  
225+ Packages



Glow in the  
Dark Canteen  
300+ Packages

### Initial ORDER TROOP PGA REWARDS



Each girl in troop will receive a Cooling Fabric Bandana when a troop places an initial order of 75% or greater of their 2020 initial order. One volunteer will receive a Cookie Entrepreneur Padfolio.



Mint to Achieve T-shirt, Horse Plush,  
Goal Getter Patch, & Avatar Patch  
375+ Packages



Fleece Bag AND Fashion Beanie  
450+ Packages



Pocket Pillow  
625+ Packages



Cooking Class with Chef Dana OR Skylight OR  
Mess Kit, Reusable Straw, & Adventure Stool  
800+ Packages

### Digital Cookie REWARDS

Cookie Techie Patch  
50+ DOC Packages



Adjustable  
light settings  
Phone Light  
200+ DOC Packages



1 week Resident Camp at  
Sandy Ridge OR Basketball  
Arcade Game & Hydro Flask  
1100+ Packages



Glow in the Dark Blanket, Backpack  
Purse, & Glow in the Dark Cable Horse  
1500+ Packages



Karaoke Machine  
OR Guitar  
2000+ Packages



Carowinds OR Wild Water  
& Wheels Season Pass  
OR Apple AirPods  
2500+ Packages



Carnival Cruise to  
the Bahamas OR  
Canon Deluxe Starter Kit  
3000+ Packages

2020 TOP COOKIE SELLER  
JULIANNA SOLD 5,042 PACKAGES!



### Gift of CARING REWARD

Gift of Caring Patch  
25+ Packages sold  
through Gift of Caring



Horse Mirror  
125+ Packages sold  
through Gift of Caring



\* All Rewards are cumulative.  
\*Substitutions of reward items may occur without notice. We are unable to replace lost or stolen reward items.  
Pictures are for illustration purposes, actual items may differ.

# Chef Dana

- Resides in Bear, Delaware
- Owner of Desserts by Dana
- Best known as “The Sugar Daddy” because of his work with pulled and blown sugar and “The King of Cakes”
- Famous for:
  - TLC’s Season 1 winner of Cake Boss: Next Great Baker
  - TLC’s Cake Boss with Buddy Valastro (several episodes)
  - TLC’s Ultimate Cake Off
  - WEtv Wedding Cake Wars
  - Food Networks Cake Wars and Halloween Wars
  - Chopped
  - Rachael Ray’s Celebrity Cake Off
- Featured in:
  - Essence Magazine
  - Fitness Magazine
  - Catering Magazine
  - Huffington Post
- Baked for:
  - Oprah
  - Vice President Biden
  - Ice Cube



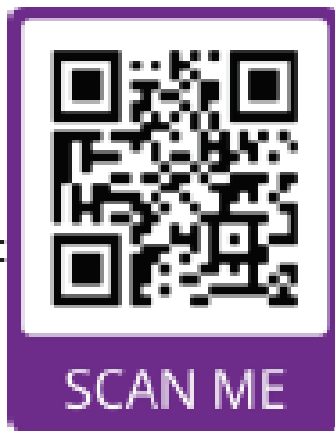
# 2021 Rewards

## *unboxing videos QR Code*



### *Available unboxing Videos:*

Check out the online Unboxing Videos to learn more about select rewards from this order card. →  
Open the camera on your smart phone or tablet, and hold over the QR code OR visit [qrco.de/2021rewards](http://qrco.de/2021rewards)



Each order card contains a QR code with fun Little Brownie reward unboxing video's.



2021 Digital Cookie & Cookies for a Cause Rewards



**Digital Cookie Rewards**

**Cookie Techie Patch**  
50+ DOC Packages



**Adjustable light settings**

**Phone Light**  
200+ DOC Packages



**Gift of Caring Reward**

**Gift of Caring Patch**  
25+ Packages sold through Gift of Caring



**Horse Mirror**  
125+ Packages sold through Gift of Caring





## Girl rewards



### INITIAL ORDER TROOP PGA REWARDS



Each girl in troop will receive a Cooling Fabric Bandana when a troop places an initial order of 75% or greater of their 2020 initial order. One volunteer will receive a Cookie Entrepreneur Padfolio.

Utilize the new cookie calculator to determine your troops 2021 initial order

# Cookie Trip – Carnival Cruise to the Bahamas June 2021

**\*Girl Led**

**\*GSESC staff chaperones**



# Junior League Partnership

Girls would chose not to receive rewards, instead we would donate diapers on their behalf to Charleston organizations in need.

They will be cumulative

- 200 pkgs = 1 pack of diapers
- 350 pkgs = 2 packs of diapers
- 625 pkgs = 3 pack of diapers
- 800 pkgs = 4 packs of diapers
- 1100 pkgs = 8 packs of diapers
- 1500 pkgs = 10 packs of diapers
- 2000 pkgs = 12 packs of diapers
- 2500 pkgs = 14 packs of diapers
- 3000 pkgs = 40 packs of diapers



\*Girls that chose this will be recognized at JR League Annual Meeting

\*Will attend special JR League and GSESC learning & social event for them only

\*Will be recognized at GSESC Girl Ceremony



# 2020 Results

271 GSESC Girl Scouts donated over

**5,300** diapers to Junior League of Charleston!



# Benefits for Troops and Service Units



Troops receive \$.85 per package

Service Unit – Service Units receive \$.01 per package sold by girls in their service unit, does not include delinquent packages



**\*\*\*Remember money belongs to Troop, NOT individual girls\*\*\***

# Cookies for a Cause



## Cookies for a Cause



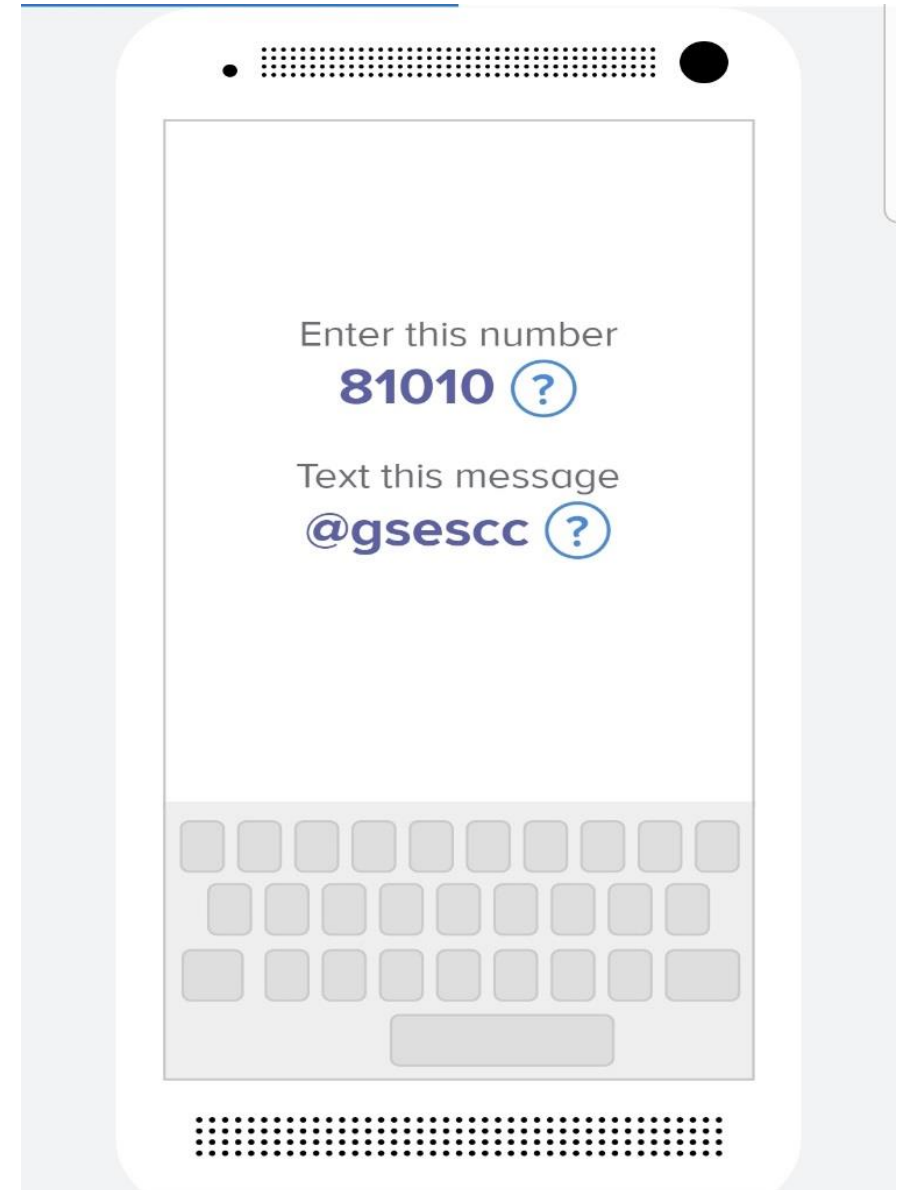
For many years, Girl Scouts across the country have used Girl Scout cookies to show their appreciation for men and women in uniform. For various reasons, some customers do not want to buy cookies for themselves, or they only have a limited need. With the Cookies for a Cause program, they have a chance to give to others while supporting Girl Scouting at the same time. Cookies for a Cause is a wonderful way to show our troops we are thinking of them. Girl Scout cookies are not only tasty, but a great American tradition!



- Remind our customers that if they cannot consume them, they can donate a box
- Girls get extra rewards for these
- Bling one of your booths
- Any other ideas?



**Take your phones out  
and text now  
or  
Take a pic of this and  
download and text  
later**



# Volunteer & Rally Resources

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# VOLUNTEERS

# WE'VE GOT YOU!

**Are you ready to help girls have the  
best Girl Scout Cookie™ Season ever?**

Volunteer Resources Available at

[www.littlebrowniebakers.com/volunteers/](http://www.littlebrowniebakers.com/volunteers/)

SKILL BUILDING & GOAL CRUSHING

FUN!



Little Brownie  
BAKERS®

# RALLY TIME

IS BIG-TIME FUN



# 2020-2021 Rally Resources



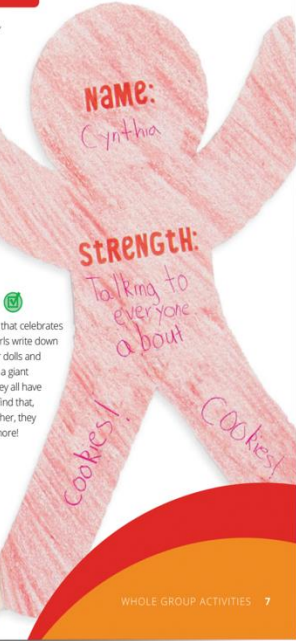
Invite a local equestrian center to host a virtual tour of their facility and answer girls' questions.

*Tip: Invite ponies to the party! Girls can present a finished station card at the end of the rally to get an on-site horseback ride as a reward.*

Perfect photo op! Snap pics that girls can showcase on their Digital Cookie® sites or social media channels.\*

\*Only girls 13+ can post on social media. Girls under 13 should team up with their parent or caregiver to post.

**FUN FACT!** A GROUP OF HORSES IS SOMEONES CALLED A TEAM OR STROP.



## TEAM UP!

Try out these group activities at the start or finish of your rally to pump up the energy. Go to [LittleBrownie.com](http://LittleBrownie.com) for more ideas and resources, including:



**Glow-in-the-dark dance party**  
Showcase the glow-in-the-dark rewards by throwing a glow-in-the-dark dance party! Start by stargazing at constellations online to introduce the Little Horse constellation on the blanket reward. Feature the other items, then hand out glow sticks, turn the lights out and get the party started!

Go virtual! Host an online dance party using your preferred video chat service.

*Tip: Include glow sticks in your virtual rally registration kit!*

**RALLY KICK-OFF CHEER**

**INSPIRATIONAL RESOURCES**

**SONG LYRICS**

**Epic paper doll chain**

Make a super-long doll chain that celebrates the strength of sisterhood. Girls write down their strongest skills on paper dolls and tape them together to create a giant chain. They will learn that they all have individual strengths and find that, when they work together, they can do so much more!

# 2020-2021 Virtual Rally Resources

Ready-to-go programming for councils, service unit volunteers and troops



## Virtual Rallies



### Key Resource:

#### Virtual Rally Video

- Full 60-min show for councils to play from beginning to end
- Contains six learning modules on the theme, mascot, goal-setting and more

Estimated run time:  
60 mins.



### Supplementary Resources:

#### Virtual Rally Event Resources

- Girl Scouts Virtual Cookie Rally Guide— A step-by-step guide to hosting a virtual rally from Girl Scouts
- Plus...a guide to event resources available from Little Brownie

#### Zoom Virtual Backgrounds for Hosting

- Collection of theme, cookies and mascot backgrounds

#### At-Home Activities & Social Interactions

- Fun, at-home learning games and activities

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BAKERS®



# Coming in 2022...Cookie Rallies

Attention Service Units!

*We are looking for Volunteers to help coordinate a council wide cookie rally for 2022*

*ONE council, one mission!*

*Need representation from ALL service units*

*Contact Ashley or Danielle if interested*

# Cookie Booth Resources

*Little Brownie*  
BAKERS®

*Ferrara*®



WE THINK OUTSIDE  
THE COOKIE BOX

# VIRTUAL COOKIE BOOTHS

Available at

[www.littlebrowniebakers.com/volunteers/](http://www.littlebrowniebakers.com/volunteers/)

*Little Brownie*  
BAKERS®





# VIRTUAL COOKIE BOOTHS



## Step by step guide for volunteers and girls

- Invite girls to brainstorm how they can help others
- Create a social media event or schedule a live stream
- **Make it personal and make it fun**
- **Consider the logistics and include the details**
- Invite friends and family
- Promote on social media and in your community
- Celebrate and share your success

# Cookie Booth Resources

big cookie signs  
(all varieties)



menu board



walking/sandwich poster  
front



back



table tents



social distancing signs



# Cookie Booth Resources

banners



window clings/magnets



car magnets



signs



directional signs



drive-thru patch



thank you — reorder slips



booth inventory sheet





**girl scouts**  
of eastern  
south carolina

**Enter to win a ONE YEAR  
Supply of Girl Scout  
Cookies**

Purchase 12 packages of cookies and you can win a year supply of Girl Scout cookies (6 cases). We will also draw a second prize winner who will win a six month supply (3 cases)

Fill out and mail by  
March 15, 2020 to  
7257 Cross County Road  
N. Charleston, SC 29485



Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Girl Scout Full Name:  
\_\_\_\_\_

Troop: \_\_\_\_\_



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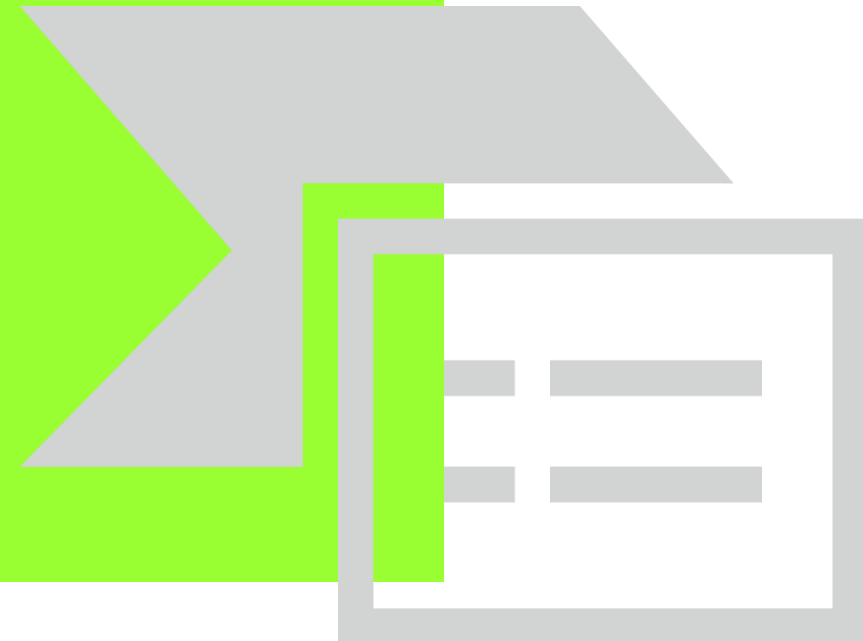
Troop: \_\_\_\_\_

# Cookie Booths

- Only Staff, Product Sales committee or Service Unit Cookie chairs can approach businesses for booths
- Any adult supervising a booth must be a current registered Girl Scout
- All girls in the troop MUST be offered the opportunity to participate
- If you need to cancel a booth, you must do so at least 48 hours in advance in ebudde, this gives other troops an opportunity to sign up for the time slot
- No illegal roadside booths
- No tagalongs permitted
- Prepare your troop for booth (weather, supplies, etc.)

**\*\*\*New: If a troop arrives 30 minutes or more late to a booth, they forfeit that booth and another troop can take over that time slot\*\*\***

**\*\*\*New: If your troop needs to leave early, please notify your SUCM**



# Cookie Booth Definitions

Illegal Cookie Booths: You cannot sell out of the trunk of your vehicle in a parking lot or abandoned lot, for the safety of the girls. If you or one of your parents is caught doing this, you will be given a verbal warning the first time. If it is done again, you may lose future cookie booths for your troop.

Lemonade Stand: A table or wagon in your own yard with your own Girl Scout cookies for passing public to buy.

Parent/Guardian Cookie Booths: This is a booth that a parent/guardian can have with their daughter(s). You cannot have another Girl Scout from another family.

Church/School Booths/Troop Only Booths: Booth secured by troop leader whose daughter(s) attend said church/school and is done after school or during a game. Permission must be given by appropriate office personnel. This includes mom and pop stores, no chain stores are allowed to be “troop only” booths

Troop Booth: After a troop secures a booth in ebudde, they can set up outside that business for their allocated booth time. Two registered female members must be at the booth at all times. Registered dads can also go, but a female has to be with the girls at all times.

# GSUSA Booths Guidelines



- The council and volunteers are encouraged to use their best judgment in setting up cookie booths in locations that will be open, accessible, and safe for all girls and potential customers
- Certain locations may be inappropriate for young girls based on the standards of your local community, may negatively impact the cookie program experience for girls, and/or may negatively impact our brand in your community
- For additional clarity, girls should not sell in or in front of establishments that they themselves cannot legally patronize

# What to do when you arrive?



- **1<sup>st</sup> Troop check in with manager and asks manager where they would like you to set up**
- **Please stay out of customers way**
- **Make sure you view any notes by store manager, if any**
- **Last troop of the day should check out for the day to inform manager that Girl Scouts are done for the day and say thank you.**



# **Cookie Booths will be the same for all of GSESC for consistency**

**\*It was decided that premium booths for GSESC are Walmarts, Neighborhood Walmarts and Sams Clubs. The decision is that TWO are permitted to be chosen by troops in the first and second round of cookie booth selections**

**\*Cookie Booth Round 1 January 7<sup>th</sup> 7pm troops have 24 hours to make select 5 booths in THEIR service unit**

**\*Cookie Booth Round 2 January 14<sup>th</sup> 7pm troops have 24 hours to make select 5 booths in THEIR service unit**

**\*Cookie Booth Round 3 January 21<sup>st</sup> 7pm, the booths will remain open until the end of the sale and troops can select as MANY booths as they desire in ANY location in our council**



# 2021 GSESC Booth Bash Competition

- Weekend of February 26 -28
- Theme: Cookie Round Up!
- Board of Directors vote and top three (3) winners receive a \$50.00 gift certificate to any GSESC shop
- Send picture entries to Aggie Reyes at [aggiereyes@girlscoutsesc.org](mailto:aggiereyes@girlscoutsesc.org) by March 12, 2021

# 2020 GSESC Booth Bash Winners

Best Olympics Theme  
Troop 2003/2030



Best Overall Booth  
Troop 178





# 2020 GSESC Booth Bash Winners

Best 'Do WOW Things' Theme  
Tie  
Troop 1204 and Troop 3204



# **New Booth Opportunities**

- \*GNC locations**
- \*Food Truck locations**
- \*Banks (after hours)**
- \*Mom & Pop stores**



**SHARING DELIGHT** *in every bite*

# BRIGHT DELIGHTS

*Innovation goes into every Girl Scout Cookie™*

- High-quality products
- Simple processes
- Consumer Insights



# Meet the **GiRL SCOUT** **COOkiEs**®



All our cookies have...  
 NO High-Fructose Corn Syrup  
 NO Partially Hydrogenated Oils (PHOs)  
 Zero Grams Trans Fat per Serving  
 RSPO Certified (Mass Balance) Palm Oil  
 Halal Certification

- Made with Natural Flavors
- Whole Grain Oats
- Real Peanut Butter



• Real Coconut



• Real Peanut Butter



**LEMON-UPS™**  
 NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS

Crispy lemon cookies baked with inspiring messages to lift your spirits ☺☺

**SAMOAS®**

Crisp cookies coated in caramel, sprinkled with toasted coconut and striped with dark chocolaty coating ☺☺

**TAGALONGS®**

Crispy cookies layered with peanut butter and covered with a chocolaty coating ☺☺

**DO-SI-DOS®**

Crunchy oatmeal sandwich cookies with creamy peanut butter filling ☺☺

• Made with Vegan Ingredients



• Made with Natural Flavors



• NO Artificial Flavors



**TREFOILS®**

Delicate-tasting shortbread that is delightfully simple and satisfying ☺☺

**THIN MINTS®**

Crisp wafers covered in chocolaty coating made with natural oil of peppermint ☺

**GIRL SCOUT S'MORES**

Crunchy graham sandwich cookies with creamy chocolate and marshmallow filling ☺☺

**TOFFEE-TASTIC®**  
 GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits ☺☺

*Little Brownie*  
 BAKERS®



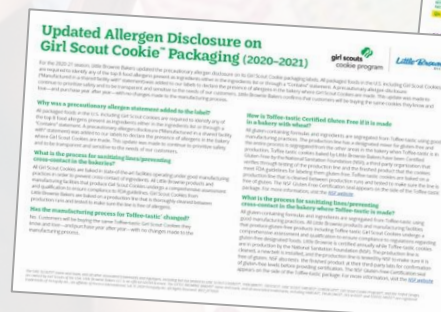
# Updated Allergen Disclosure on Girl Scout Cookie™ Packaging (2020–2021)

- All packaged foods in the U.S. are required to identify the presence of the top 8 food allergens.
- In response, a precautionary allergen disclosure (“Manufactured in a shared facility with” statement) was added to our labels to declare the presence of allergens in the bakery where our cookies are made.
- Customers will be buying the same cookies they know and love, with **no changes made to the manufacturing process.**
- To help you answer questions about the update, we are providing you with the following resources:



- [Tear sheet with FAQs](#)
- [Girl Scout Cookie Food Allergen Guide 2020-2021](#)

Resources can be found on [IdealCookieSale.com](http://IdealCookieSale.com)



	Lemon-Ups	Trefoils	Do-si-dos	Samoas	Tagalongs	Thin Mints	Girl Scout S'mores	Toffee-tastic
SOY	●	●	●	●	●	●	●	●
WHEAT	●	●	●	●	●	●	●	●
MILK	●	●	●	●	●	●	●	●
PEANUTS	●	●	●	●	●	●	●	●
TREE NUTS	●	●	●	●*	●	●	●	●
EGG	●	●	●	●	●	●	●	●

● CONTAINS  
● MANUFACTURED IN A SHARED FACILITY WITH

\*Made with Coconut  
See nutrition information for total fat and saturated fat content in Thin Mints, Samoas and Tagalongs. Refer to your cookie package for the most current cookie information. To learn more, visit [LittleBrownie.com](http://LittleBrownie.com).

New! Food Allergen Guide on Girl Order Card



# Toffee-tastic<sup>®</sup>

*Same great Gluten Free recipe.*

- With the addition of the precautionary allergen disclosure this year, Toffee-tastic packages will note that the cookies are made in a shared facility with wheat.
- Toffee-tastic cookies baked by Little Brownie Bakers are Certified Gluten-Free by the National Sanitation Foundation (NSF). How? The production line for Toffee-tastic has a designated mixer for gluten-free and the entire process is segregated from the other areas in the bakery when Toffee-tastic is in production.
- Customers will be buying the same cookies they know and love, with **no changes made to the manufacturing process.**



# Social Media Toolkit and LBB Communications

*Little Brownie*  
BAKERS®

*Ferrara*®

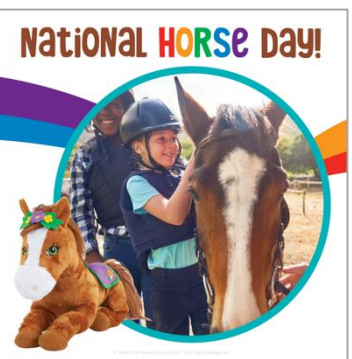
# We've Got SOCIAL RESOURCES FOR YOU AND YOUR COUNCIL

SocialMedia  
Toolkit



Little Brownie  
BAKERS

# Social Media Toolkit



Find Cookies

COOKIES + > MERRY GIRL SCOUT COOKIE

Cookie Paperwork

For Cookie Sellers

About Girl Scout Cookies

Social Media

Cookie Rally Guide

Merry Girl Scout Cookies ▶

# Merry Girl Scout Cookie

For a printable copy of Merry Girl Scout Cookies find it [HERE](#)



Merry Girl Scout Cookies®



**Merry Thin Mints®**  
Ready in 20 min Makes 10-11 servings

**What you need:**

**Ingredients**  
1 box Thin Mints  
3 oz. white chocolate melts  
White icing  
32 Strawberries (medium sized)

**Directions:**

**1. Ready the hat**  
Melt white chocolate melts as instructed on package. Cut off strawberry stems. Seal the cut edge by dipping into the melted chocolate. Set aside until set.



VOLUNTEER NOW



**Dunked-in Do-si-dos®**  
Ready in 15 min Makes 8-9 servings

**What you need:**

**Ingredients**  
1 box Do-si-dos  
10 oz. dark chocolate melts  
1 cup peanuts, chopped fine

**Supplies**  
Wax paper

**Directions:**

**1. Ready the dip**  
Melt dark chocolate melts as instructed on package.

**2. Dip and Sprinkle**  
Dip half of each Do-si-do into the melted chocolate. Top with chopped peanuts. Place on wax paper to set.



**Holiday Thin Mints®**  
Ready in 10 min Makes 10-11 servings

**What you need:**


**Ingredients**  
1 box Thin Mints  
White icing  
Red gel food color  
Holiday decorating candies

**Equipment**  
Frosting bag  
Decorative tip

**Directions:**

**1. Ready the icing**  
Put decorative tip inside icing bag. Open frosting bag and squirt red gel inside onto one of bag sides. Fully coat the bag by pressing sides together. Load the bag with white icing.

**2. Create**  
Pipe icing onto the top of each Thin Mint with a decorative tip. Decorate with holiday candies.



**Reindeer Tagalongs® To Go**  
Ready in 15 min Makes 14 servings

**What you need:**

**Ingredients**  
1 box Tagalongs  
4 oz. dark chocolate melts  
Candy eyeballs  
Red candy nose  
Brown pipe cleaners

**Equipment**  
Plastic wrap  
Small paint brush

**Directions:**

**1. Ready the chocolate**  
Melt dark chocolate melts as instructed on package.

**2. Dip and Decorate**  
Using a paintbrush, paint chocolate onto the back of the eyes and nose, as you arrange on top of each Tagalong. When chocolate is set, wrap in plastic wrap, gathering at the top of the reindeer head. Cut pipe cleaners into 4 1/2" lengths, and 1" lengths. To create the antlers, twist the 1" pieces about an inch from the ends of the 4 1/2" pieces. Wrap the center of your antlers onto the gathered plastic wrap and arrange.



**Snowy Thin Mints®**  
Ready in 15 min Makes 10-11 servings

**What you need:**

**Ingredients**  
1 box Thin Mints  
10 oz. white chocolate melts  
3 peppermint candy canes,

**Directions:**

**1. Ready the snow**  
Melt white chocolate melts as instructed on package.

**2. Dip and Sprinkle**  
Dip top of Thin Mints into the melted chocolate. Top with

# ViSiT US ON



**FACEBOOK**  
@SamoasCookies



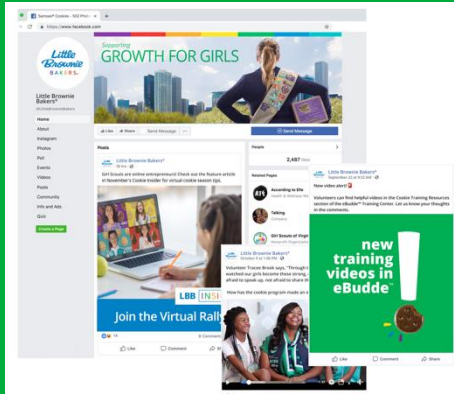
**TWITTER**  
@SamoasCookies



**INSTAGRAM**  
@Samoas\_Cookies



**YOUTUBE**  
Little Brownie Bakers



@Little Brownie Bakers®  
community on Facebook!



## Social Media



- Remind parents they are agreeing to follow social media guidelines once they sign the parent permission form
- Can post on PERSONAL social media accounts, be creative!
- Cannot post on Ebay, Craigslist, Amazon, Facebook yard sale or trading post pages





# GSUSA Guidelines

- **Girls are only to use the internet to market the GS Cookie Program to family and friends (“family and friends” are people the girl or family personally know)**
- **The GS Cookie Program is a girl-led program and online marketing and sales efforts should ALWAYS be led by a girl while being supervised by her parents or caretakers**
- **For Safety purposes, online marketing activities through social media should always be done through accounts set to “private”**
- **Should any online marketing activities identified as in violation of guidance, GSUSA or the council reserves the right to intervene and request removal or remove the post**

# Volunteer Training Support

*Little Brownie*  
BAKERS®

*Ferrara*®

# Volunteer Training



# Volunteer Training

## TROOP COOKIE MANAGER MANUAL

**YOUR INVALUABLE ROLE**

Troop Cookie Managers are an invaluable part of the Girl Scout Cookie Program! Volunteers like you are the champions, role models and cookie coaches who help girls discover their amazing potential and take steps toward achieving their goals.

**5 ESSENTIAL SKILLS FOR GIRLS**  
With your support, girls in the program build essential skills and learn to think like entrepreneurs.

- GOAL SETTING** Girls learn how to set goals and create a plan to reach them
- DECISION MAKING** Girls learn to make decisions on their own and as a team
- MONEY MANAGEMENT** Girls learn to create a budget and handle money
- PEOPLE SKILLS** Girls find their voice and build confidence through customer interactions
- BUSINESS ETHICS** Girls learn to act ethically, both in business and in life

Today's girls are already thinking like entrepreneurs! With your guidance, girls are able to build on their thinking and start running their own Girl Scout Cookie® businesses.

Every Girl Scout has it in her to do great things.  
WITH YOUR SUPPORT, SHE'LL RISE TO SUCCESS!

2 YOUR INVALUABLE ROLE

YOUR INVALUABLE ROLE 3

Training Toolkit:

Theme, Cookies, Marketing & Technology

- VIP eTraining videos (online/mobile)
- Cookie Season Planner
- Cookie communications toolkit/FAQs
- eBudde Help Center and on Mobile

**eBudde**  
QUICK GUIDE

**HER WORLD IS BUSY**

Little Brownie BAKERS®

Currently under GSUSA review

# Cookie Portal

The Cookie Portal is the hub for all things digital from Little Brownie. It is the landing page when you sign in for eBudde.

It gives you the ability to access other Little Brownie resources for your Cookie Program.

The screenshot shows the Little Brownie Cookie Tech Portal interface. At the top left is the Little Brownie BAKERS logo. At the top right, it says "You are cookiequeen2019@gmail.com" with a "Log out" button and a "My Profile" link. Below the logo is the title "Cookie Tech Portal" and a link for "Applications". A green banner in the center says "Signed in successfully." Below this is a welcome message: "Welcome to the Cookie Tech Portal, click below to access programs that are currently available to you." There are seven program tiles arranged in two rows. Each tile has a logo and a brief description of the program.

**Little Brownie BAKERS** You are cookiequeen2019@gmail.com [Log out](#)  
[My Profile](#)

## Cookie Tech Portal

[Applications](#)

Signed in successfully.

Welcome to the Cookie Tech Portal, click below to access programs that are currently available to you.



Integrated with the Digital Cookie® platform, eBudde™ helps power the Girl Scout Cookie Program®.



Tutorial site introduces you to eBudde's tabs, settings and various features.



Volunteers get introduced to the Girl Scout Cookie Program® via a series of quick and fun videos.



This fun, hands-on educational platform helps girls run their Girl Scout Cookie™ business online.



Volunteers can use this app to manage Girl Scout Cookie™ orders from anywhere. Help is built right in.



LittleBrownie.com is a digital hub for Girl Scout Cookie™ information, rally activities and more.



Built for all interests and schedules, this tool helps volunteers guide girls in planning their season.

# Volunteer Training

*Get yourself set for a great season with these short video lessons.*

Learn about the cookie program, tips and resources, and all delicious cookies.

## What it includes:

- Video lessons on Program, Marketing, Technology and Cookies
- Quiz after each section

## Where you'll find it:

- [Vipetraining.LittleBrownie.com](https://Vipetraining.LittleBrownie.com)
- [CookiePortal.LittleBrownie.com](https://CookiePortal.LittleBrownie.com)
- eBudde app



# Cookie Season Planner

*Online tool to help girls create their own path to success.*

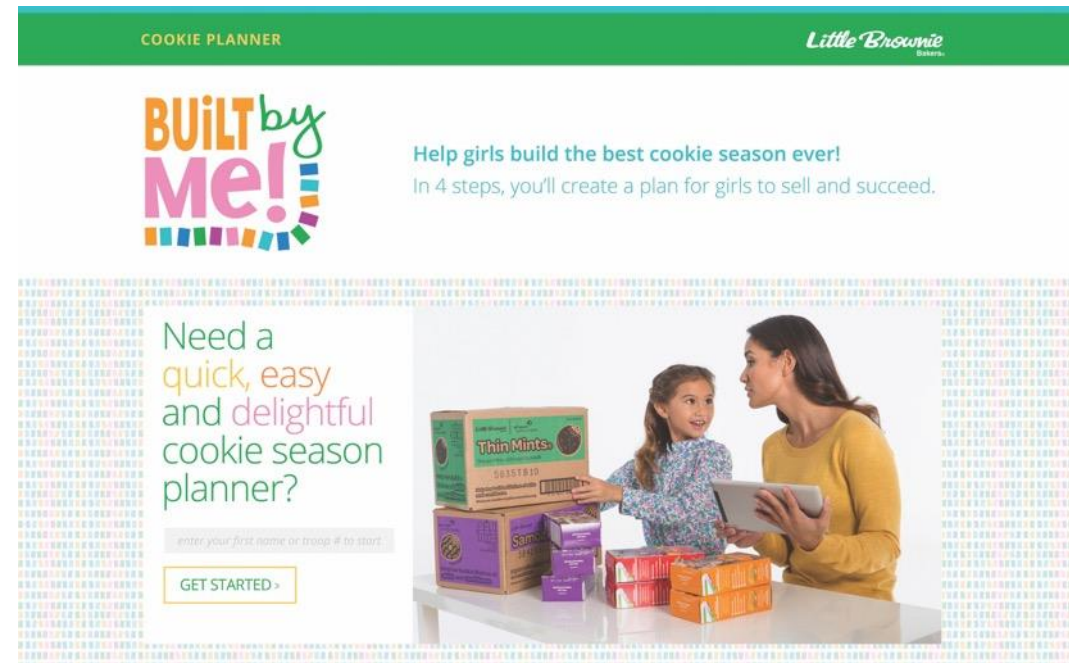
Choose from a menu of options that fit your group's interests and schedules. It's as simple as taking a short quiz!

## What it includes:

- Digital questionnaire
- Customized plan with links to resources

## Where you'll find it:

- [CookiePlanner.LittleBrownieBakers.com](https://CookiePlanner.LittleBrownieBakers.com)
- [CookiePortal.LittleBrownie.com](https://CookiePortal.LittleBrownie.com)

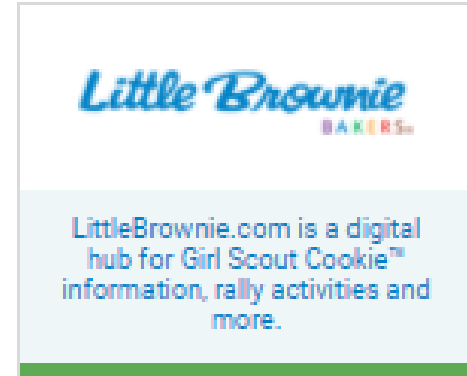


# Little Brownie Bakers website

*Online tool to help volunteers and families learn more about the resources Little Brownie has to offer.*

*We've Got This toolkit for volunteers*

- *Virtual Resources*
- *Zoom Meeting Backgrounds*
- *Social Media shareable*
- *Social Distancing Signs*
- *Mascot Themed Fun*





**Council will send on time trainings with step by step instructions when it's time to:**

- \*Place an initial order**
- \*Re-order cookies**
- \*Select cookie booths**
- \*Transfer cookies**
- \*Select recognitions**



**Guides are available in ebudde @Help Center**



*Little Brownie*  
BAKERS®

*Ferrara*®

# Banking Procedures

- All troops participating must turn in Troop Cookie Manager Position Description form and ACH Authorization form with a voided check if one is not already on file
- Troops deposit all money into troop account regularly
- Any NSF checks need to be submitted to [aggiereyes@girlscoutsesc.org](mailto:aggiereyes@girlscoutsesc.org) within 7 days of notification
- Discrepancy reports need to be emailed to [aggiereyes@girlscoutsesc.org](mailto:aggiereyes@girlscoutsesc.org) by Noon March 23, 2021
- Council will withdraw directly from troop bank the following ACH Dates
  - 1<sup>st</sup> ACH 2/5/21 \$1.50 per box of Initial order
  - 2<sup>nd</sup> ACH 2/19/21 \$1.50 per box of 2<sup>nd</sup> & 3<sup>rd</sup> week of reorders
  - Final ACH 4/2/21 Remaining balance

# Cookie Debt Collection Procedures

- 1) Debt worked by Product Program Dept. through phone calls and emails.**
- 2) Remaining debt turned over to Volunteer Management Dept. to send letter removing troop leadership.**
- 3) Remaining debt turned over to Finance Dept. to mail two collection letters by Certified Mail.**
- 4) Police Report filed for theft of troop remaining debt.**

*Let's Talk*

**NEW! CLOVER**

**More information coming soon!**





MEETS YOU  
WHEREVER YOU ARE



*Little Brownie*  
BAKERS®

# eBudde 2020-21 Season Enhancements at a Glance

## eBudde™ Contactless Cookie Delivery & Cupboard Pickup

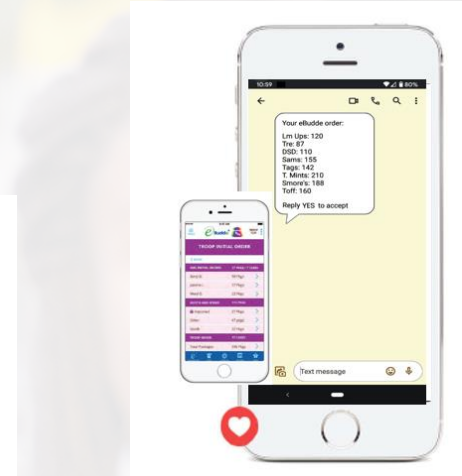
- **New!** Contactless receipting, text messaging and eSignature confirmation
- **New!** Cupboard scheduling enhancements
- All aspects of cookie troop pickup/deliveries at initial orders move to contactless

## Customized Dynamic Dashboard

- **New!** Cupboard Manager Dashboard
- Councils can customize the dashboard for troops – and adjust it as needed throughout the season.

## eBudde™ Mobile

- **New!** Expanded eBudde cupboard user role and more simplified to one eBudde app
- Troop and service unit volunteers make decisions, order Girl Scout Cookies® and manage the entire cookie program from this convenient app.



# eBudde<sup>™</sup> 2020-21 Season Enhancements at a Glance



## eBudde<sup>™</sup> APP

Stay in the know, on the go! This must-have app puts power at your fingertips, wherever you are in the cookie season.

### What it includes:

- Streamlined dashboard
- Easy management of orders and rewards
- Important messages and upcoming events
- Options for finding booth locations and exchanging cookies
- Help Center

### Where you'll find it:

- App Store and Google Play




# Initial Order - Cookie Calculator


3	
4	
5	<b>For Existing Troops</b>
6	This spreadsheet will calculate the recommendation for your troop's Initial Inventory Order based off of your troop's total Per Girl Average (PGA) from last year's sale and the number of girls you will have selling in 2020.
7	<b>Instructions:</b> 1. Select the Existing Troops tab below. 2. Enter your troop number. 3. Choose the number of girls selling cookies in your troop. 4. Enter what your troop will be ordering in eBudde in the "My Troop Order" column. 5. Enter your order in eBudde (in PACKAGES) no later than December 15, 2020.
8	<b>For New Troops</b>
9	This spreadsheet will calculate the recommendation for your troop's initial inventory order.
10	<b>Instructions:</b> 1. Select the New Troops tab below. 2. Choose your current troop level from the drop down menu. 3. Enter the number of girls selling cookies in your troop. 4. Enter what your troop will be ordering in eBudde in the "My Troop Order (PACKAGES)" column. 5. Enter your order in eBudde (IN PACKAGES) no later than December 15, 2020.
11	<b>Guidelines/Reminders:</b> In order to be eligible to earn the troop Cooling Fabric Bandana for each girl in troop and one Padfolio, the "Troop Total" of packages must be equal to or greater than the "Suggested Packages" column. The troop total will be highlighted in green if your troop is eligible.
12	The varieties are also a recommendation. You can choose a different combination of cookies based on previous experience. As long as the "Troop Total" is equal to or above the recommendation, the troop would still qualify for the t-shirt reward.
13	If your troop qualifies for the troop t-shirt, make sure you assign at least one package of cookies to each girl selling in eBudde, then place an initial reward order for the girls and for two troop product managers in eBudde.
14	Remember that this is a recommendation in order to help you to start off the sale with enough cookies, you may order more or less than the recommendation if you choose.
15	
16	
17	
18	



# Initial Order - Cookie Calculator

Initial Order Estimate Based on Previous Year PGA					
Update the Troop Level and Number of Girls Selling fields below. This will generate the required number of packages needed in your initial order to reach your initial order goal based of the previous year's PGA. You will still enter your order in PACKAGES in eBudde. That has not changed.					
6	<b>Troop Number</b>	<b>Number of Girls Selling</b>	<b>Previous Year PGA</b>		
7	3204	5	1407		
9	<b>Variety</b>	<b>Recommended</b>	<b>Suggested Packages (75% of previous year)</b>	<b>My Troop Order-- Packages</b>	<b># of Cases</b>
10	Lemon-Ups	9.7%	512	400	33.3
11	Trefoils	11.3%	596	300	25.0
12	Do-Si-Dos	12.1%	638	300	25.0
13	Samoas	20.2%	1066	678	56.5
14	Tagalongs	14.5%	765	486	40.5
15	Thin Mints	24.6%	1298	825	68.8
16	Girl Scout S-mores	5.0%	264	160	13.3
17	Toffee-Tastic	2.7%	142	120	10.0
18	<b>Troop Total</b>	<b>100%</b>	<b>5275</b>	<b>3269</b>	<b>272</b>
 <p>Please submit to council if you would like them to enter into eBudde for you prior to December 15.</p> <p>_____</p> <p>signature</p>					
<p>Instructions   <b>Existing Troops</b>   New Troops   eBudde Report   +</p>					

# Initial Order - Cookie Calculator

Initial Order Estimate Based on Previous Year Council PGA					
Update the Troop Level and Number of Girls Selling fields below. This will generate the required number of packages needed in your initial order to reach your initial order goal based of the previous year's PGA (Per Girl Average) for the level your troop currently is. You will enter your order in PACKAGES in eBudde.					
<b>Troop Level</b> (choose from dropdown menu) <b>Number of Girls Selling</b> <b>Previous Year PGA</b>					
Daisy			312		
Variety	Recommended	Suggested Packages (75% of previous year)	My Troop Order	# of Cases	
Lemon-Ups	9.7%	136.19	48	4.00	
Trefoils	11.3%	158.65	48	4.00	
Do-Si-Dos	12.1%	169.88	60	5.00	
Samoas	20.2%	283.61	116	9.67	
Tagalongs	14.5%	203.58	104	8.67	
Thin Mints	24.6%	345.38	162	13.50	
Girl Scout S-mores	5.0%	70.20	48	4.00	
Toffee-Tastic	2.7%	37.91	24	2.00	
<b>Troop Total</b>	<b>100%</b>	<b>1404</b>	<b>610</b>	<b>50.83</b>	
Please submit to council if you would like them to enter into eBudde for you prior to December 15.					
 _____ signature					
Instructions   Existing Troops   <b>New Troops</b>   eBudde Report   +					

# Initial Deliveries January 11<sup>th</sup>-16<sup>th</sup>

- Have your vehicles empty and ready to be loaded. If you are using more than one vehicle, the largest vehicle will be loaded first. If in doubt, bring another vehicle.
- Please try to arrive to delivery site as close to your time as possible (Azalea)
- Troops that pick up at Azalea Warehouse will select their cookie pick up time via ebudde (instructions on how to do that to follow)
- Avoid bringing children for the safety of everyone
- Must bring another adult as the “counter” for the cookies
- Once your vehicle has been loaded and you have signed for your cookies, you are responsible for them. Please note discrepancies BEFORE signing and leaving

# How many cases can I fit?



## Car Type # of Cases\*

Compact car	23
Hatchback car	30
Mid-size sedan	35
Sport utility vehicle	60
Station wagon	75
Minivan (seats in)	75
Pick-up truck	100
Cargo van (seats in)	200

*\*Case quantities are based on one occupant in vehicle when picking up product.*

# Cookie Cupboard Drops

Troops will place a 'Pending Order' to receive cookies, troops cannot show up and expect cookies

- If troops want to pick up cookies on a Tuesday, troops are required to place a Pending Order in ebudde by midnight Saturday
- If troops want to pick up cookies on a Wednesday, troops are required to place a Pending Order in ebudde by midnight Sunday
- If troops want to pick up cookies on a Thursday, troops are required to place a Pending Order in ebudde by midnight Monday
- If troops want to pick up cookies on a Friday, troops are required to place a Pending Order in ebudde by midnight Tuesday

# New Cookie Cupboards



- North Charleston new cookie cupboard is at Azalea Warehouse 7131 Bryhawke Circle
- Florence cupboard will be open Monday – Thursday 9am-5pm
- New Sandy Ridge cupboard for the first three weeks of cookie sales Monday-Thursday 9am-5pm



# Cupboard Scheduling Enhancement

Cookie Transaction

Type: Normal 2nd Party: Cupboard Susie Smith Cupboard (200) Map It

Date: 2020-10-2 Pickup: Receipt: 211000 #

Variety	Cases	Pkgs
Lemon-Ups	0	0
Trefoils	0	0
Do-Si-Dos	0	0
Samoas	0	0
Tagalongs	0	0
Thin Mints	0	0
S'mores	0	0
Toffee-tastic	0 = 0	0 = 0

October 2020

Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Additional Info.

Hours of Oper.  
10:00am-4:00pm M,Tu,W,Th,F;  
from 10/20/20 to 01/01/21  
9:00am-11:00am Sa; from  
10/24/20 to 12/26/20

Done

+ Save/Print Okay Cancel

Please choose an hour then a time.

Open Times
10:00am
11:00am
12:00pm
1:00pm
2:00pm
3:00pm
12:15pm
12:25pm
12:30pm
12:35pm
12:40pm
12:45pm
12:50pm
12:55pm

Close

Type: Normal 2nd Party: Cupboard Susie Smith Cupboard (200) Map It

Date: 2020-10-2 F Receipt: 511000 #

Variety	Cases	Pkgs
Lemon-Ups	0	0
Trefoils	0	0
Do-Si-Dos	0	0
Samoas	5	0
Tagalongs	5	0
Thin Mints	0	0
S'mores	0	0
Toffee-tastic	0 = 10	0

Additional Info.

Hours of Oper.  
10:00am-4:00pm M,Tu,W,Th,F;  
from 10/20/20 to 01/01/21  
9:00am-11:00am Sa; from  
10/24/20 to 12/26/20

+ Save/Print Okay Cancel

This enhancement allows cupboards to request if a troop needs to select a specific date and time for their cupboard pick up. Much like an initial cookie delivery where a troop needs to select a location, date and time slot.



# Continuously Improving! 2020-21 Additional System Enhancements

## New Reward Reports

### Reward Reports ▲

Girl Rewards HTML

Initial  Final

View

Troop Rewards HTML

Initial  Final

View

Box Level	Quantity	Reward
TGOC,HUGS 15	8	GOC Patch (15 TGOC,HUGS pkgs)
TGOC,HUGS 30	8	Glow flying disc (30 TGOC,HUGS pkgs)
TGOC,HUGS 60	5	Butterfly pouch (60 TGOC,HUGS pkgs)
40	9	2020 Year Bar
75	9	Theme Patch WOW the world
150	8	150+ Patch
230	8	Super Patch
300	1	300+ Bar Patch
500	1	500+ Patch Bar
600	1	600+ Patch Bar
1000	5	1000+ Patch Bar
500	7	Goal Getter Patch
110	9	Butterfly Toothbrush Case and Cloth Toothbrush Case Magic Cloth
160	8	Butterfly Journal
195	8	Plush Butterfly
230	8	T-Shirt 2 YM 2 YL 0 AS 2 AM 1 AL 0 AXL 1 A2XL 0 A3XL 0 A4XL 0 A5XL
300	8	Aluminum Water Bottle
360	7	Travel Case
400	7	Mini Disco Ball
500	7	Weekender Tote
650	6	Shadow Box Bank & Portable Charger Portable Charger Bank
1000	4	1000+ Level (pick 1) 3 50% off of Summer Camp 1 \$125 Amazon Gift Card 0 Spa Package Spa Headband Fan Blanket Sack 0 Adventure Park Nashville 0 Nashville Shores
1500	1	1500+ Level (pick 1) 1 Free Week of Summer Camp 0 Portable Bluetooth Printer 0 Silver Bracelet with Charm 0 \$125 Amazon Gift Card 0 Adventure Park Nashville 0 Nashville Shores 0 Spa Package Spa Headband Fan Blanket Sack





# New Reward Reports

Reward Reports ▲

Girl Rewards HTML  Initial  Final [View](#)

Troop Rewards HTML  Initial  Final [View](#)

### All Girl Final Rewards

Annaliese K.

Boxes sold: 1000  
Shirt size: A2XL

Box Level	Reward
TGOC,HUGS 15	GOC Patch (15 TGOC,HUGS pkgs)
TGOC,HUGS 30	Glow flying disc (30 TGOC,HUGS pkgs)
TGOC,HUGS 60	Butterfly pouch (60 TGOC,HUGS pkgs)
40	2020 Year Bar
75	Theme Patch WOW the world
150	150+ Patch
230	Super Patch
1000	1000+ Patch Bar
500	Goal Getter Patch
110	Butterfly Toothbrush Case and Cloth Toothbrush Case Magic Cloth
160	Butterfly Journal
195	Plush Butterfly
230	T-Shirt <ul style="list-style-type: none"> <li><input type="radio"/> YM</li> <li><input type="radio"/> YL</li> <li><input type="radio"/> AS</li> <li><input type="radio"/> AM</li> <li><input type="radio"/> AL</li> <li><input type="radio"/> AXL</li> <li><input checked="" type="radio"/> A2XL</li> <li><input type="radio"/> A3XL</li> <li><input type="radio"/> A4XL</li> <li><input type="radio"/> A5XL</li> </ul>
300	Aluminum Water Bottle
360	Travel Case
400	Mini Disco Ball
500	Weekender Tote
650	Shadow Box Bank & Portable Charger Portable Charger Bank
1000	1000+ Level (pick 1) <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> 50% off of Summer Camp</li> <li><input type="checkbox"/> \$125 Amazon Gift Card</li> <li><input type="checkbox"/> Spa Package               <ul style="list-style-type: none"> <li><input type="checkbox"/> Spa Headband</li> <li><input type="checkbox"/> Fan</li> <li><input type="checkbox"/> Blanket Sack</li> <li><input type="checkbox"/> Adventure Park Nashville</li> <li><input type="checkbox"/> Nashville Shores</li> </ul> </li> </ul>

Chloe B.

Boxes sold: 110  
Shirt size: AL

Box Level	Reward
40	2020 Year Bar
75	Theme Patch WOW the world
110	Butterfly Toothbrush Case and Cloth Toothbrush Case Magic Cloth



Let's iNSPIRE GiRLS to **GROW** and WORK as a **TEAM!**



*Little Brownie*  
BAKERS®

# Parent Meeting

## Topics to Discuss

- Paperwork-Signed permission form, receipts
- Important Dates/Deadlines
- Do's and Don'ts-Social Media, illegal booths
- Expectations-Booths and Door-to-door
- Initial order and re-orders (pending order)
- Encourage parents to watch cookie training

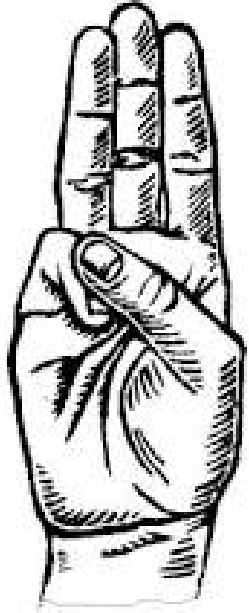


# Girl Meeting

## Topics to Discuss

- 5 Skills
- Safety
- Badges
- Money handling
  - Cookies
- Booth Etiquette
  - Set Goals
- Online Sales

**Initial order due:**



**December 15, 2020**

**On My Honor Date:**

**(date the cookie sale starts)**

**Online December 11, 2020**

**Traditional January 16, 2021**

# Where do troops go to get help?

- Ebudde Help Center
- This powerpoint



- Your Service Unit Cookie Chair, the council will direct all emails from leaders back to SUCC's for assistance, they will contact council if they do not know how to assist you

# Important Dates

- Make sure all girls are registered by 11/16/20
- Girls can begin to sell online 12/11/20
- Troop initial order due 12/15/20 troops locked out at midnight
- SU initial order due 12/17/20 SU locked out at midnight
- Cookie sale starts 1/16/21
- Cookie deliveries week of January 11th
- Booth sales start 1/23/21 – 3/14/21
- Bling my Booth weekend 2/26-2/28
- 1<sup>st</sup> ACH 2/5/21
- 2<sup>nd</sup> ACH 2/19/21
- Cookie sale ends 3/14/21
- All girl money due to troop 3/21/21
- Final rewards order due 3/23/21
- Final ACH 4/2/21



A BIG VIRTUAL  
**HiGH fiVE**  
TO YOU!

**THANK YOU!**



*Little Brownie*  
BAKERS®



WE'VE GOT  
**THIS!**