

Troop Cookie Manager Manual



Catherine C.
Troop 1239

2021 Top Selling
Hometown
Heroes Girl

2022



Girl Scout Spotlight: Cathy C.

2021 Top Selling
Hometown Heroes Girl
Troop 1239

Cathy C. was our 2021 Hometown Heroes top selling girl, with 444 boxes donated for Hometown Heroes. She shared why Hometown Heroes matters to her, top cookie-selling tips and how Girl Scouts has changed her life.

Why should people support the Hometown Heroes program?

First responders, military personnel, healthcare workers, police and firefighters, and essential workers sacrifice their lives and time to help members of our communities as well as improving it. It is very important that we acknowledge, give back, and show gratitude to our Hometown Heroes that work so hard for our well-being, especially during a challenging 2020 where our heroes protected us and did their very best to keep us safe and healthy.

What are your top 5 tips for girls participating in the 2022 Cookie Program?

At the beginning of the 2021 sale, it was hard to get to people and sell, but once I set my goals, I kept them in mind, and it pushed me to keep going.

1. Set goals and share them with your customers
2. Ask everyone and offer deals (4 for \$20!)
3. Share how much the money from the cookies helps the girls and the troop

4. Market your cookie booths during your sales period (make fun signs for the cookies and about Girl Scouts)
5. Have fun!

What are your top 3 reasons for other girls to join Girl Scouts?

You will always be trying something new and taking on great adventures, you learn lessons that will be useful for your entire life, and you get to be a part of a family that helps make the world a better place.

How has Girl Scouts impacted your life?

Girl Scouts has made me a better person. Much of my development into the young woman I am today comes from the 11 years that I've been in scouting. It helped me understand responsibility, how important it is to learn about others and to be an active part of my community, and to step out of my comfort zone.

Girl Scouts has given me many opportunities to try new things, give back to the community, and to experience great adventures with friends. Every community service project, meeting, and field trip is memorable because I always learn something new and sometimes lessons that will guide me throughout my life.

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Cookie Calendar

Prior to Nov. 22, 2021

- Attend 2022 Cookie Program Training
- Schedule a Troop Cookie Meeting to encourage families to participate in the Cookie Program.
- Collect signed Family Responsibility & Permission Agreement forms and distribute Order Cards to girls.
- Login to eBudde, sign the Volunteer Responsibility Agreement, and review contact information for the Troop.

Nov. 22, 2021

Girls May Begin Using Their Order Card to Take Pre-Orders

Tentatively Dec. 1, 2021

Digital Cookie Platform Opens

Dec. 1, 2021

Reward Opt-Out forms due, if applicable (only for J/C/S/A Troops)

Dec. 3, 2021

Collect Girl Pre-Orders

Tentatively Dec. 5, 2021

Cookie Booths sign-up opens in eBudde

By 11:59pm on Dec. 6, 2021

Submit Girl Pre-Orders with the Troop's Initial Order and Initial Order Rewards in eBudde

Jan. 8, 2022

Cookie Pick-Up Day, Direct and Booth Sales begin

Jan. 13, 2022

Cookie Cupboards Open

Jan. 24, 2022

1st Cookie Payment Due via ACH transfer (25% of balance due)

Feb. 7, 2022

2nd Cookie Payment Due via ACH transfer (40% of balance due)

Feb. 18, 2022

Cookie Cupboards Close

Feb. 21, 2022

Direct, Digital, and Booth Cookie Sales End

By 11:59pm on Feb. 26, 2022

Close 2022 Program in eBudde: allocate all cookies to girls and submit rewards.

Feb. 28, 2022

3rd Cookie Payment Due via ACH transfer (100% of balance due)

Mid-March 2022

Additional ACH (if necessary)

March 2022

Team Player Bonus and Troop Treasure Distributed

Cookie Rewards

March, April, May



MY COOKIE TEAM

My troop # is _____ in _____ Community

My Community Product Program Manager (PPM) is

Phone _____ E-mail _____

eBudde Website: <https://ebudde.littlebrownie.com>

eBuddeLogin: _____

eBudde Password: _____

For additional information and copies of important materials you may need,
visit <https://www.girlscoutsfl.org/en/cookies/for-volunteers.html>

Questions? Contact your Council Customer Care team at customercare@girlscoutsfl.org or (305) 253-4841.

2022 Cookie Program Sizzle Sheet

New for the 2022 Cookie Program!

Meet the New Cookie - Adventurefuls



Girls and their customers will be delighted to learn there is a new Girl Scout Cookie for the 2022 season. Adventurefuls are an indulgent brownie-inspired cookie with caramel flavored crème and a hint of sea salt. Each package will have approximately 14-16 cookies. With the addition of the Adventurefuls, we will now have 9

cookie flavors for customers to choose from during the 2022 cookie season.

Cookie Business Badges

When girls sell Girl Scout Cookies, they practice goal setting, decision making, money management, people skills, and business ethics—as they learn to think like an entrepreneur. Check out the brand-new Cookie Business badges girls can earn during the Cookie Program! See page 6.

Team Player Bonus Eligibility Update

For the 2022 Cookie Program, the Team Player Bonus requirements have been updated. Troops can still earn an extra \$0.15 by meeting the following Team Player Bonus requirements:

1. Troops must be Cookie Ready by October 31, 2021. Please see page 20-21 for full details on what it means to be Cookie Ready.
2. Ensure Troop bank account has sufficient funds prior to all ACH withdrawal due dates during the Cookie Program.
3. Meet all published Cookie Program deadlines.

Please see page 20-21 for more details on the Team Player Bonus requirements.

Digital Cookie Enhancements

Your Troop can work together to reach Troop goals in new ways using your [Digital Cookie Troop Links](#).

When you setup your Troop's Digital Cookie site, there will be two links you can use. These links will let your Troop reach new customers in your local community and beyond.

Link One: The Troop Cookie Link

This link does it all! Customers can order cookies for local delivery by girls in your Troop or have cookies shipped. The Troop can also use this link to take preorders that allows customers to pre-pay and pick up at a Troop designated location.

Link Two: The Troop Shipped Only Link

Use this link when selling outside of your Troop's delivery area in the community. Customers can purchase cookies that are shipped directly to a recipient or donated to our Hometown Heroes donation program.

The [Digital Cookie App](#) will undergo enhancements that will be unveiled tentatively in December 2021.

For more information about Digital Cookie, please see pages 11-13.

I Sold Cookies to a VIP

Throughout the cookie season, prominent leaders in our community will be encouraged to support Troops at cookie booths and surprise Girl Scouts by giving them our brand new I Sold Cookies to a VIP badge. This badge cannot be purchased or earned – it's a total surprise and will be very limited in quantity!

Cookie Chat

Throughout the cookie season, your Council Cookie Program team will host virtual office hours to answer questions you may have about how to make your Troop's cookie season a success. This will also be an opportunity for Troop Leaders and Cookie Managers to learn helpful tips from one another and share success stories. Stay tuned for the schedule and be sure to join us!

Troop Checklist

As the Troop Cookie Manager (TCM), your contributions are key. You will help girls learn to be their own boss and shape their dreams into success. It is a big job, so please encourage other volunteers and parents to help.

October

- ☐ Get Trained! Attend Cookie Program Training.
- ☐ Make sure your Troop is Cookie Ready by **October 31**. For questions, contact your Customer Care team at customercare@girlscoutsfl.org. **Remember – your Troop must be Cookie Ready by **October 31** as one of the first steps to earning the Team Player Bonus.
- ☐ Host a Troop Cookie Meeting to introduce the program and distribute materials. Be sure parents sign the Family Responsibility & Permission Agreement.
- ☐ Recruit help! Encourage parents to assist throughout the season. The Troop will need help with Initial Order pick-up, coordinating and promoting cookie booths, making reminder phone calls for deadlines, and planning the Troop's celebration activities.
- ☐ If you are a new Troop Cookie Manager, consider attending the Cookie Chat sessions hosted by GSTF. Check online for dates and times.

November

- ☐ Login to eBudde, sign the Volunteer Responsibility Agreement, and verify contact information and the Troop roster. Download the eBudde app.
- ☐ Girls may begin taking Pre-Orders on **November 22**. Encourage girls to start taking orders on day one by using their Order Card.
- ☐ Prepare to setup the Troop's Digital Cookie page and encourage ALL girls to register for their Digital Cookie accounts when their parents receive the welcome email. Digital Cookie welcome emails will tentatively be sent towards late November.

December

- ☐ Digital Cookie orders may begin **December 1**! Encourage ALL girls to setup their Digital Cookie page and setup the Troop Links.
- ☐ Reward Opt-Out form is due **December 1** for those J/C/S/A Troops interested in earning an extra \$0.05 towards Troop proceeds by foregoing cookie rewards. Girls will still earn patches.
- ☐ Plan cookie booths. Cookie booth selection tentatively begins **December 5**.
- ☐ Enter and submit all girl pre-orders with the Troop's Initial Order and Initial Order Rewards by 11:59pm on **December 6** AND select your Cookie Pick-Up Day location and time slot.

January

- ☐ Cookie Pick-Up Day is **January 8**! Pickup your Troop's Initial Order and Initial Order Rewards.
- ☐ Direct sales and cookie booths begin **January 8**!
- ☐ Reorder cookies by the case, as needed. Cookie Cupboards open **January 13**.
- ☐ Allocate cookies and payments to girls in eBudde consistently.
- ☐ Begin to collect money from parents and issue receipts for payments made and cookies distributed.
- ☐ Deposit collected money early and often to prepare for ACH #1 which will be automatically withdrawn on **January 24**. Check the SALES REPORT tab to see the Amount Owed to Council.

February

- ☐ Deposit collected money early and often to prepare for ACH #2 which will be automatically withdrawn on **February 7**. Check the SALES REPORT tab to see the Amount Owed to Council.
- ☐ Allocate cookies and payments to girls in eBudde consistently.
- ☐ Make your final run to Cookie Cupboards before they close on **February 18**.
- ☐ Direct, Digital Cookie, and Cookie Booth sales end on **February 21**.
- ☐ Allocate ALL cookies and submit the Troop's final rewards by 11:59pm on **February 26**.
- ☐ Collect remaining payments from girls and parents and make final deposit to Troop's account. ACH #3 for 100% of balance due to GSTF is **February 28**.
- ☐ Make sure ALL Troop Proceeds are reflected in your Troop bank account.

March

- ☐ For qualifying Troops, the Team Player Bonus proceeds will be distributed via ACH.
- ☐ For qualifying Troops, you will be contacted regarding your preference for receiving the Troop Treasure as either Cookie Bucks or Digital Dough.
- ☐ For any remaining balances or payments due, an additional ACH will take place.

April

- ☐ When Troops receive Cookie Program rewards, count them immediately and contact your PPM for any missing items.
- ☐ Distribute rewards to girls and celebrate your Troop's hard work! Distribute girl rewards promptly.



Safety First

Safety has always been a main focus and priority of Girl Scouts of Tropical Florida. Be sure girls and parents understand and follow important safety rules, which include:

Buddy Up

Always use the buddy system. It's not just safe, it's more fun!

Adult Supervision

Adults must accompany Girl Scout Daises, Brownies, and Juniors when they are taking orders, selling, or delivering product. Girl Scout Cadettes, Senior, and Ambassadors must be supervised by an adult at all times when selling door-to-door and must never sell alone.

Be Streetwise

Be familiar with the neighborhoods where you will be selling Girl Scout Cookies. Always follow safe pedestrian practices, especially when crossing intersections or walking along roadways or unloading product and passengers from vehicles.

Plan Ahead

Always have a plan for safeguarding cash. Avoid walking around or keeping large amounts of cash on hand. Consider having another adult pick-up cash during a booth sale if you anticipate heavy sales. Be aware of your surroundings and watch out for suspicious behavior as you leave a cookie booth location.

Do Not Enter

Never enter the home or vehicle of a person when you are selling or making deliveries.

Sell During Daylight

It is best to only sell during daylight, adult supervision is a must for evening sales.

Protect Privacy

Girls should only provide their first name to customers. Full names, addresses, and email addresses should never be given out to customers. Use contact information overseen by an adult for customers to request information, reorder, or give comments. Protect customer privacy by not sharing their information.

Be NET Wise

Take the GSUSA Internet Safety Pledge before going online and follow the specific guidelines related to marketing online.

Entrepreneurship

Girl Scout Cookies are awesome – they are delicious, and everybody seems to have a favorite flavor. Most importantly, they are part of a 100-year tradition that helps power girl success.

When a girl decides to participate in the Cookie Program, she is exposed to unique experiences and learns essential life skills, her confidence soars, and the leader in her begins to step up in powerful ways – when she raises her hand to speak up, when she says “yes” to a challenge, or when she finds the silver lining in a bad day.

The Cookie Program is so much more than a fundraiser. It’s a programmatic approach to teaching the 5 Skills and the foundation of the Girl Scouts Entrepreneurial Pillar.

Business Skills Baked Into Every Bite



Decision Making
Smarter decision making empowers a girl to excel.



People Skills
Confident in dealing with others helps a girl reach her goals.



Goal Setting
Setting important goals inspires a girl to better herself.



Money Management
A girl learns the importance of good money management.



Business Ethics
A girl learns the value of running a business the right way.

Cookie Entrepreneur Family Pins

Cookie Season is more fun with family! The Cookie Entrepreneur Family pin collection helps girls learn essential skills and how to think like entrepreneurs with support from their families.

Each Girl Scout level has its own set of fun and educational requirements to help families guide their Girl Scout as she runs her own cookie business year after year. Girls can earn all 13 pins in the collection – one unique pin for every year they participate!

Learn more about the pin collection at www.girlscouts.org/entrepreneurfamily.



Entrepreneurship Badges & Pins

When girls sell Girl Scout Cookies, they practice goal setting, decision making, money management, people skills, and business ethics—as they learn to think like an entrepreneur. Girls can earn badges and pins each year they run their own Girl Scout Cookie business. Then explore their own business idea by earning an Entrepreneur badge.

	Cookie Business	Financial Literacy	Cookie Entrepreneur Family	Entrepreneur
Daisy				
Brownie				
Junior				
Cadette				
Senior				
Ambassador				

Cookie Program 101

Key Concepts

- It's girl-led! Involve girls in setting Troop goals. What do they want to do as a Troop this year? Help them calculate how many boxes they need to sell to fund these activities. Letting girls lead is the secret sauce of the Girl Scout Leadership Experience.
- The Cookie Program has three distinct components: Pre-Orders, Direct Sales, and Digital Cookie.
- Girls earn Rewards, Troops earn Proceeds. Troops can also earn Rewards based on their Initial Order. Proceeds are for use by the entire troop to fund activities and experiences for all. Funds earned do not accrue to individual girls' benefit. This is a U.S. Internal Revenue Service regulation.
- eBudde is the online order management system and your command center for the sale. You will want to download the eBudde app to manage the sale, and the Digital Cookie app to manage Troop Links.
- PGA means "Per Girl Average." Only girls with sales of at least one (1) box credited to their name in eBudde count toward the Troop's PGA. It's a great way to look at sales since Troops vary widely in the number of girls selling cookies.

Pre-Orders and Initial Order:

Nov. 22 – Dec. 3, 2021

- Girls use the Order Card and ask neighbors, friends and family to place pre-orders ahead of direct sales and cookie booths starting on January 8th. Collect their Order Cards by December 3rd, because you will use the pre-orders to help you place your Troop Initial Order in eBudde by 11:59pm on Dec. 6, 2021. Girls collect payment for Pre-Orders orders at delivery time in January.
- Girl Pre-Orders help Troops determine the quantity and variety mix for your Troop's Initial Order.
- Your Initial Order represents the cookies you need to start selling and should include enough booth cookies for your Troop's first two weeks of direct sales. You will pick up these cookies on the morning of Jan. 8, 2022.

Troop
Initial
Order=

Girl Pre-Orders
Troop Booth
Cookies for
1st 2 weeks of sale.



Digital Cookie:

Dec. 1, 2021 – Feb. 21, 2022

- Girls can easily create their own e-commerce store where customers can shop and pay for cookies online. Digital Cookie orders appear automatically in eBudde. There is also a Digital Cookie mobile app. The app also allows for credit card payments for direct sales.
- The Girl Delivery option allows customers to visit the girls site to pay online and request home delivery. Upon receiving the order, the girl and parent are personally responsible for delivering the cookies to the customer. This option is for local customers only. Parents can opt-in or opt-out of this option.

Direct Sales and Booth Sales:

Jan. 8 – Feb. 21, 2022

- Direct sales are when girls sell cookies directly to customers. Cookie Booths in high-traffic areas are a great way for Troops to sell lots of cookies quickly. Girls can also sell door-to-door (walkabouts) or get permission to sell at their parent's workplace or other locations where they will encounter potential customers. They may also have Lemonade Stand style booths in their front yard, at church, siblings' athletic games, etc. Encourage creative, but safe situations. Adults should always supervise girls.
- Troops will begin signing up in eBudde for available Cookie Booth locations and times tentatively on Dec. 5, 2021.

Getting Started

Establish Your Cookie Team

The first helpful step of your Troop participating in the Girl Scout Cookie Program is to identify a Troop Cookie Manager (TCM). This can be a Troop Leader or a new volunteer. The TCM needs to be a registered member of the Troop and have successfully completed a background check. Your TCM does not need to be the only person in charge of cookies, you can establish a whole team and divide the work.

Get Trained

The Troop Cookie Manager needs to complete Cookie Program training. Receiving training is an important part of running a successful Cookie Program for your Troop. Training videos will remain available online to be viewed at any time on gsLearn.

Set Your Troops's Cookie Calendar

You will want to check cookie deadlines and look at your Troop's meeting schedule and set dates specifically for your Troop. Either set deadlines that work with your Troop meetings or setup special meeting dates that coincide with key Cookie Program dates.

Hold A Troop Cookie Meeting

Schedule a Troop Cookie Meeting to review the program. During the meeting you will want to review the following:

- Review and collect signed copies of the Family Responsibility & Permission Agreement form.
- Encourage participation. Remember that participation can look different for each girl based on comfort level.

! Make sure parents have opted-in to receive emails from Girl Scouts of Tropical Florida. If they are opted out, we will not be able to upload their girls into Digital Cookie.

- Help the girls set Troop and individual goals.
- Talk about Troop proceeds and rewards. Do the girls want to earn rewards or opt-out for higher proceeds? Keep in mind opting-out is only available for Junior, Cadette, Senior, and Ambassador Troops.

- Get the girls thinking about what they can do with Troop proceeds. The girls may decide to take a trip, support a service project, or buy Troop supplies.
- Highlight Digital Cookie. Explain the Girl Delivery process and your Troop's expectations for managing inventory. See more Digital Cookie information on page 11-13.
- Talk about the best ways to reach you during cookie season and give them an idea of how quickly you will be able to respond. Providing realistic expectations upfront can keep parents/caregivers from getting anxious.
- Explain the importance of always counting cookies and money – they should never assume things will balance out in the end. They will need to sign receipts for every transaction.
- Highlight important dates, such as the Pre-Order period, collecting money, and order deadlines.
- Talk to them about safety and make sure they know how to keep their Girl Scout and the rest of the girls safe during the Cookie Program.
- Discuss social media guidelines. Encourage each girl/parent to take the GSUSA Internet Safety Pledge. See page 10 for more information.
- Discuss cookie booth etiquette. It is their responsibility to understand and follow the rules to ensure a good relationship with businesses hosting cookie booth locations.

See more information about the Troop Cookie Meeting on page 9.

Get Your Troop Setup In eBudde And Digital Cookie

Review and sign the 2022 Volunteer Responsibility Agreement in eBudde. You will find the agreement as part of your initial login to eBudde. Everyone who uses eBudde during the cookie season will need to sign the agreement. By agreeing to the 2022 Volunteer Responsibility Agreement, you agree to be financially responsible for all cookies, cookie payments, and rewards in your possession.

Do not wait until the last minute to make sure your cookie team has eBudde and Digital Cookie access. Login early, review your Troop's details, and confirm all your Girl Scouts' information is correct.

Continuing from last year, Troops have access to Troop Links in Digital Cookie, so be sure to get in and setup your Troop Digital Cookie Site early.

Discussion Guide For Troop Cookie Meeting

Holding a Troop Cookie Meeting is a great way to kick-off the Cookie Program. Parents need to understand the goals of the program, how it teaches entrepreneurship, and how they can support their Girl Scout and her Troop. They should also understand their role, financial responsibility, rules and deadlines. At the meeting, a few things to talk about include:

Cookie Program and Entrepreneurship

Give a brief description of the program.

- Show an inspiring video – We suggest the GSUSA “Lessons that Last a Lifetime” video on YouTube.
- Review the cookies and their prices.
- Talk about the ways to sell (Order Card, Digital Cookie, Cookie Booths, Hometown Heroes)
- Stress the importance of letting the girls sell and not selling cookies for them.
- Introduce the Cookie Entrepreneur Family Pin and any Cookie Badges the Troop plans to earn.

Benefits

Talk about things the girls will be able to:

- Learn – Give them practical examples of how the 5 Skills apply to everyday life.
- Earn – Tell them about the reward opportunities for both girls and Troops.
- Experience – Let them know what fun things they can do as a Troop and the impact they can have on their community using Troop proceeds.

Goals

Guide a discussion on goal setting.

- Set a Troop goal. Brainstorm about the types of things they want to do this year with their Troop proceeds.
- Make a plan and write it down. Putting a plan in writing is the first step to making sure you achieve it. Let each girl have input.
- Determine the best way to visually track your Troop’s progress.



Let the girls share individual goals with the Troop and have the other girls and parents cheer them on!

Housekeeping Matters

Review program rules and how they can help.

- Review and collect signed Family Responsibility & Permission Agreement Forms before issuing Cookie Program materials.
- Make sure parents have opted-in to receive Girl Scouts of Tropical Florida emails, or we cannot upload their girls into Digital Cookie. If they need to update or edit their contact information, have them contact the Customer Care team at Council.
- Talk about sharing responsibilities for staffing cookie booths, booth rules, and etiquette.
- Set guidelines to let girls/parents know how product will be distributed and how money will be collected.
- Set expectations for collecting money. Collecting money at each Troop Meeting is a best practice. After distributing products to girls/parents, make a habit of collecting money at each meeting. Collecting money early and often will minimize issues.



Ways To Run A Cookie Business

1. Order Card

Girls take pre-orders from customers for all 9 varieties of cookies, in addition to \$5 donations for Hometown Heroes. Troop Cookie Managers are provided with Order Cards for the entire Troop.

2. Digital Cookie

Allows girls to run their cookie business through an online store. See page 11 for more information about Digital Cookie.

Customers purchase cookies to be delivered in-person, pay for shipping to their home, and/or donate cookies to our Hometown Heroes. During direct sales (Jan. 8 to Feb. 21, 2022) girls can use the Digital Cookie app to take credit card payments.

3. Cookie Booths

Girls work as a team selling cookies directly to the general public when they have cookies in hand. See page 15 for more information about Cookie Booths.

4. Be creative!

Door to Door

- Encourage girls to canvass their communities safely and with adult supervision.
- Load up a wagon with cookies and signs, and you are ready for a door-to-door walkabout.

Workplace Sales

- Girls can contact businesses to obtain permission to sell or make a sales pitch at a staff meeting.
- Parents/caregivers at work can supervise, but girls should do the selling and delivery.

Phone & Text Sales

- Girls should review orders from previous years and contact their customers for new orders.
- Try a text-a-thon and share their Digital Cookie store link.

5. Social Media and Online Marketing

Girls may use the Internet to share their Cookie Program sales links, stories, and learnings with the following guidelines:

- The Girl Scout Cookie Program is a girl-led program and online marketing, and sales efforts *should always be led by a girl, while also being supervised by her parents and caregivers.*
- Girls engaging in online sales and marketing must review and apply **the Digital Marketing Tips for Cookie Entrepreneurs and Their Families**
- Girls, volunteers, and parents must review and adhere to the **Girl Scout Internet Safety Pledge, Digital Cookie Pledge, the Supplemental Safety Tips for Online Marketing**, and Girl Scouts' **Safety Activity Checkpoints** for Computer and Internet Use and Cookie and Product Sales (with the exception that they may share beyond friends and family).
- Sales links should never be posted to online resale sites (eBay, Facebook Marketplace, Facebook Swap, etc.).
- Be aware that posts on Facebook containing the use of a dollar sign (\$) may automatically move the post to Facebook Marketplace.
- Girls should remove their last name when using social media sites to protect their identity, and never share personal information (last name, phone number, email, or address).
- If your Girl Scout sales link is posted on a public facing site, be aware the link is now searchable by anyone and could potentially appear anywhere on the Internet.
- Troops, girls, and parents/caregivers should not purchase or donate social media ads to promote sales links.
- Parents, girls, and volunteers must contact and collaborate with GSTF in advance of any national or local news or media opportunities.
- Should online marketing activities be deemed in violation of these guidelines, GSTF and GSUSA reserve the right to intervene and request removal or remove the post.
- All participants must adhere to all terms and conditions on the Digital Cookie platform.

Digital Cookie

For The 21st Century Cookie Boss



The Digital Cookie® online e-commerce platform helps girl's superpower their cookie sales. It's a fun, educational tool that helps girls run and manage their Girl Scout Cookie business online. Digital Cookie allows girls to setup an online storefront and let customers know about their goals! Digital Cookie can be an amazing learning experience for every girl, by teaching e-commerce, marketing, inventory management, and other critical business skills.

Access to Digital Cookie is granted based on two things:

1. Be a registered Girl Scout for the 2022 membership year.
2. Have a valid parent email address associated with the girl membership record.

In late November, parents and Troop Leaders should receive an email invitation to go online, set up their site, and start inviting customers. Ask parents to check junk or spam folders if they do not receive the launch email.



Digital Cookie Setup

- Customize your Digital Cookie world – enter a sales goal, upload a picture/video, enter customer information, create a personal message.
 - Girls 13 and older – once the parent/guardian completes registration, parents can choose to have the Girl Scout manage her account with her own access level outside of the parent.
 - Girls younger than 13 – will work with her parent using one login.
- Parent reviews, makes edits, and approves Girls Scout's message, goal, video/photo.
 - If a girl is 13 or older, she will submit her site content to her parent/guardian's account for approval before she has the ability to send emails. Parent/guardian must login with their access to approve the girl's site, which will activate the customer shopping page.
- Girl sends emails to customers to shop online and either donate cookies, have their order delivered by the girl and parent/guardian, or pay for shipping.

Tropical Florida is one of the first Councils in the country to start Digital Cookie each season. Have girls send emails to friends and family and watch the sales start to take off! Shipping takes about 10 -15 days.

Digital Cookie Order Types

1. Shipped Cookies

- a. Cookies are shipped directly from the cookie bakery to customers.
- b. Shipping fees do apply for the customer.
- c. There is nothing to collect or deliver. Sales and payments are automatically tracked and submitted to the Troop in eBudde.

2. Donated Cookies

- a. Customers can donate cookies that will be delivered at the end of the cookie season to local Hometown Heroes by the Troop or GSTF.
- b. There is nothing to collect or deliver. Sales and payments are automatically tracked and submitted to the Troop in eBudde.

3. In-Person Girl Delivery

- a. Orders must be approved or declined by the parent/caregiver within 5 days.
 - i. **Declined orders:** Automatically default to the customer's secondary choice made online at the time of sale.
 - ii. **Approved orders:**
 1. Nov. 22nd - Troop Initial Order Submitted: Each girl's box credit and payments made online are automatically submitted to the Troop in eBudde. You do not have to do a thing – nothing to order or turn in!
 2. After Troop's Initial Order is Submitted: The Girl Scout must have the cookies in their own inventory, or work with their Troop Leader to get cookies for order fulfillment.
- b. Cookies are delivered to the customer by the parent/guardian and Girl Scout in a timely manner.
- c. Parents can turn off the Girl Delivery option in Digital Cookie.

Digital Cookie Troop Links

When you set up your Troop Digital Cookie site, there will be two links you can use. These links will let your Troop reach new customers in your local community and beyond. Use the information below to decide how Troop Links can work for your Troop.

Link One: The Troop Cookie Link

- This link does it all! Customers can order cookies for local delivery by girls in your Troop or have cookies shipped. For local sales within your Troop's delivery area, customers place their order, and the Troop delivers the cookies to the customer's address with support and supervision from an adult.
- The Troop can also use this link to take preorders that allows customers to pre-pay and pick up at a Troop designated location. This designated location could be an existing cookie booth, or another public location designated by the Troop.

Link Two: The Troop Shipped Only Link

- Use this link when selling outside of your Troop's delivery area in the community.
- Customers can purchase cookies that are shipped directly to a recipient or donated to our Hometown Heroes cookie donation program and credited to the Troop.
- Once your Troop sets up this link, it will be connected to the GSUSA Cookie Finder and customers from anywhere could end up using your Shipped Only Link to buy cookies that support your Troop. The great news is there is nothing additional to do with this link.... cookies are shipped directly to the customer and the Troop allocates the sales with all selling girls in the Troop at the end of the season.



Allocate Troop Link cookies and payments evenly amongst all girls selling before closing out your cookie season.

Tracking Orders and Managing Inventory

Girl Delivery Orders BEFORE submitting the Troop Initial Order: Credit for both boxes and payments are automatically tracked in Digital Cookie AND transferred to eBudde as part of the Troop's Initial Order.

Girl Delivery Orders AFTER submitting Troop Initial Order: Box credit and payment are automatically tracked in Digital Cookie, however only the payment is transferred to eBudde. To fulfill the cookie order, cookies will either be supplied to the girl/parent from the Troop's inventory or the Girl Scout's own inventory. If taken from the Troop's inventory, the cookie boxes will need to be manually logged in eBudde on the GIRL ORDERS tab.

Donated and Shipped Orders: Boxes and payments will automatically show in eBudde on the GIRL ORDERS tab. Note: These boxes will not be visible on the Initial Order tab since they are not physical boxes picked up on Cookie Pick-Up Day.



Hometown Heroes



Hometown Heroes

Encourage girls to tell every customer about our Hometown Heroes cookie donation program – it's a great way to sell additional boxes or appeal to customers who do not want cookies for themselves. Girls can even ask customers to donate part (or all) of their purchase via Digital Cookie: those sales earn full credit toward rewards in both Hometown Heroes and Digital Cookie.

Last year, Tropical Florida Troops collected enough funds to send over 9,000 boxes of cookie love to active U.S. military, veterans, teachers, firefighters, police officers, first responders, healthcare workers, COVID-19 vaccination sites, and other essential workers during the COVID-19 crisis. For 2022, our donation cookie program focus will remain the same in order to serve our heroes in Miami-Dade County, Monroe County, and beyond.

How does it work? Girls ask customers to donate to Hometown Heroes, collect the funds, and turn in the money to their Troop Cookie Manager. Troop Cookie Managers then allocate the appropriate number of \$5 boxes in the HTH column in eBudde's Girl Orders tab.

Troops should prominently display a Hometown Heroes collection jar at all Cookie Booths. Remember, GSUSA rules prohibit Troops from soliciting cash donations for Troop use, any customer donations must be earmarked for Hometown Heroes.

After the cookie season is over, the donated cookies will come from Council cupboards; they are not deducted from the Troop or girl's cookie inventory. Troops that collected Hometown Heroes donations will submit a form that specifies the Hometown Heroes they would like to personally deliver cookies to.



Cookie Booths

Cookie booths are the #1 way to sell cookies! This is a fun Troop activity for the girls, and much anticipated by the community.

Cookie booths allow girls the opportunity to reach their Troop goals by selling directly to the public with cookies in hand!

There are three (3) types of cookie booths, and an online sign-up process in eBudde that meets the needs of today's busy volunteers. It will equitably allocate premium locations, and active Troop participation in the selection process should reduce the number of no-shows. Booth sign-up is done under the Booth Sites tab in eBudde.

At Tropical Florida Booths and Community Booths, Troop Cookies should be used, not cookies checked out to individual girls. You'll want to use the quick and easy Booth Recorder feature in eBudde to allocate cookies sold to girls that attend these booths.



1. Tropical Florida Booths

Tropical Florida booths are all participating locations at Publix, Winn-Dixie, and Milam's grocery stores. Troops may begin sign-up at their convenience in eBudde for these premium locations. Sign-up is tentatively scheduled to open December 5 at 9 a.m.

The number of slots Troops may reserve each day is proportional to the size of the Troop. Every 24 hours, Troops gain additional booth slot opportunities.

These allotments are cumulative; Troops do not lose spaces if they skip a sign-up day.

Week 1 (Dec. 5-11): Troops sign-up for locations **ONLY** within their own Community zip code boundaries.

Week 2 (Dec. 12-18): Quantity restrictions apply, but Troops can sign-up for booths anywhere within GSTF.

Dec. 19 and onward: No restrictions on number of reservations or boundaries.

Tropical Florida Cookie Booth Reservations

Week 1 – Troops sign up within own Community Zip Codes only

	Troops less than 12 girls	Troops 12+ girls	Troops 28+ girls
Dec. 5-11	4 per day	8 per day	15 per day
Total Week 1	28	56	105

Week 2 – Per day limits apply, but no geographic restrictions within Council

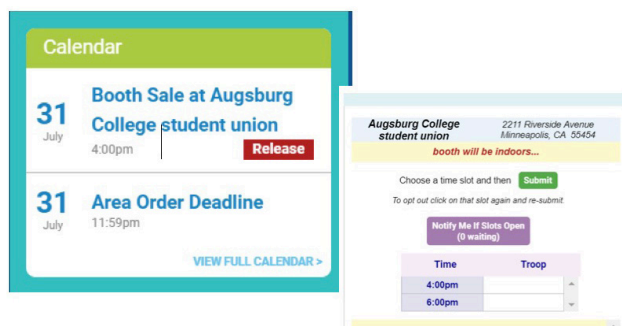
	4 per day	8 per day	15 per day
Dec.12-18	4 per day	8 per day	15 per day
Cumulative Total	56	112	210

Week 3+ Sign up open – no restrictions through sale end

Dec. 19 and onward

Unlimited anywhere within GSTF

- Troops that reserve Tropical Florida booth slots and are unable to show up must cancel their reservation at least 3 hours in advance in eBudde. **No shows that do not cancel may be subject to penalties, including cancellation of future Tropical Florida booth reservations.**
- Booth cancellation is easy. Just click the “Release” button on the eBudde Troop dashboard.



Community boundaries are defined by the zip code **WHERE YOUR TROOP MEETS** (not personal residences). The cookie booth address also defines the Community where a specific Publix, Winn-Dixie, or Milam's is located. Troops should use care the first week to select only those stores within their own Community. Out of area sign-ups may be canceled by GSTF staff the first seven days of booth selection.

**WHERE
YOUR
TROOP
MEETS**

Community Boundaries

Northeast Community	North Beach Community	Northwest Community	Central East Community	Central West Community	South Dade Community	Keys Community
33054, 33055, 33056, 33154, 33160, 33161, 33162, 33167, 33168, 33169, 33179, 33180, 33181	33109, 33125, 33127, 33128, 33129, 33130, 33131, 33132, 33135, 33136, 33137, 33138, 33139, 33140, 33141, 33142, 33145, 33147, 33149, 33150	33010, 33012, 33013, 33014, 33015, 33016, 33018, 33122, 33126, 33166, 33172, 33174, 33178, 33182, 33184, 33192, 33194	33133, 33134, 33143, 33144, 33146, 33155, 33156, 33158	33165, 33173, 33175, 33176, 33183, 33185, 33186, 33193, 33196	33030, 33031, 33032, 33033, 33034, 33035, 33039, 33157, 33170, 33177, 33187, 33189, 33190	33001, 33036, 33037, 33040, 33041, 33042, 33043, 33044, 33045, 33050, 33051, 33070

2. Community Booths

These are public locations (excluding Publix, Winn Dixie, and Milam's) within your Community that your PPM contacts to obtain cookie booth locations. These booth opportunities will be offered to Troops within the Community first, before the information is submitted to Council staff for upload into eBudde.

If Troop Leaders or parents have a great idea or a personal contact to share about a cookie booth location, please contact your PPM. It is critical that everyone work through their PPM so that multiple people do not contact the same business. Your PPM wants everyone's assistance, so let's channel it correctly to protect our merchant relationships and avoid confusion.

Community PPMs will contact Troops about Community Booth opportunities and provide any unused slots to Council staff for upload into eBudde beginning December 13.

3. Private Booths

Private booths are locations away from general public access, such as your church, a parent's workplace, or even a front yard. Some people refer to these as "Lemonade Stands." These locations will not be listed in eBudde or the Cookie Finder, unless a request is submitted in eBudde by the 'My Sales' feature and approved by either the Community PPM or GSTF staff prior to hosting.

This type of booth can be hosted by a Girl Scout and parent/caregiver, and the adult does not have to be registered. Siblings and/or friends who are not registered Girl Scouts should not attend.

My Sales Cookie Booth Sign-Up Request

eBudde has a feature called 'My Sales' under the Booth Sites tab. You have the ability to add Lemonade Stands or pop-up cookie booth sites to eBudde, and they will be displayed on the Cookie Finder during cookie season. Your My Sales request must be approved by the Community PPM or GSTF staff prior to hosting. This is a great way to attract customers to your pop-up cookie booths!!

Settings | Girls | Init. Order | Delivery | Girl Orders | Transactions | Txn Pickups | Cookie Exch | Rewards | **Booth Sites**

Below are the currently defined Booth Sales
To view or signup for Council Troop sales chose Council Sales in the drop down.

Troop 9999 Sales
My Booth Sales (click me!) [add a Location](#)

Business Name:

Location and Contact Info. [Map](#)

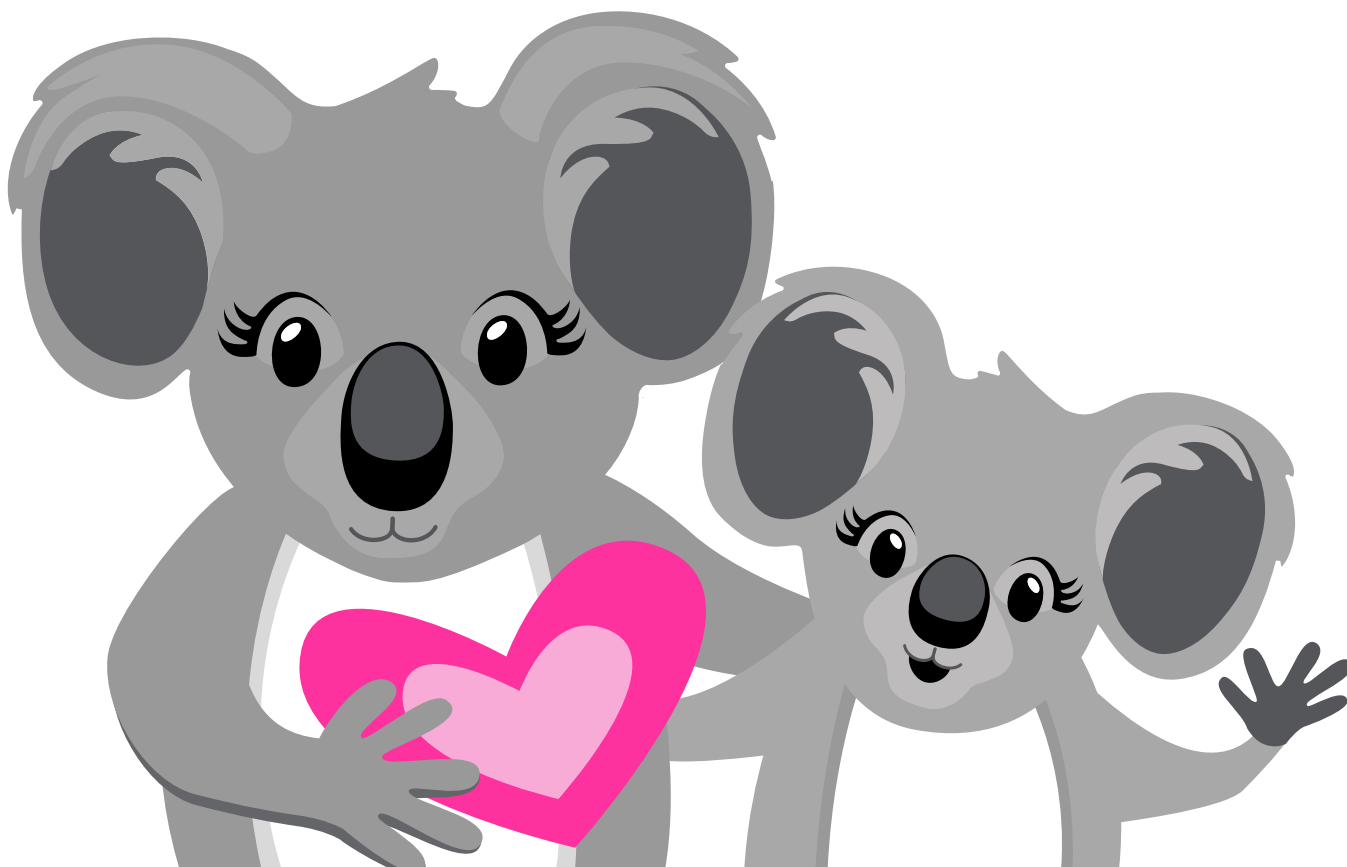
Addr: Addr2:
City: ST: Zip:
Contact: Phone:
eMail:

Format: 10/25/2011 for dates 9:00am for times.

Sale Date: Start: End: Approval:

Requested:

Reason for approval/denial:



Cookie Booth Success Tips

- Have girls share goals with customers. Make sure every girl can tell people what her individual and Troop goals are. Practice makes perfect – try practicing at a Troop meeting.
- Create an attractive booth with signs, banners, photos, colored lights, etc. Be creative with a fun theme, such as Tropical, Girl Power, or maybe football decor during Super Bowl weekend.
- Dress up! Girls should wear Girl Scout attire, but cookie costumes and other props work well to attract customers.
- Bundle your boxes. A little ribbon, gift tag, and creativity goes a long way in building multi-box sales.
- Have girls decorate a collection jar for Hometown Heroes donations and display a Hometown Heroes flyer. Cash donations made at cookie booths must go to the Hometown Heroes program. GSUSA rules prohibit Troop donation jars for individual Troop benefit.
- Be prepared. Bring a table, cookies, change, money container, parent phone numbers, and a first aid kit.
- Make and hand out recipe cards using Girl Scout cookies. You can find these at LittleBrownie.com.
- Have fun! Customers love to have girls sing and engage with them.

Booth Inventory Suggestions

This is a rough guide to cookie booth inventory for a 2-hour shift, but keep in mind your experience may vary. Overall, Thin Mints and Samoas are about half of total sales each year. The new Adventurefuls cookie should be popular this year!

Samoas	40-50 boxes
Thin Mints	40-50 boxes
Trefoils	20-30 boxes
Adventurefuls	20-30 boxes
Tagalongs	15-20 boxes
Dosidos	15-20 boxes
Lemon-Ups	15-20 boxes
S'Mores	15-20 boxes
Toffee-Tastic	10-12 boxes



Booth Rules and Etiquette

- It is suggested that at Tropical Florida booths and Community booths that there be two unrelated adults (one of whom is a registered Girl Scout member with a current background check), and at least one girl (best practice is two girls). Booths should not have more than two adults and four girls. All children at booths must be registered Girl Scouts (no siblings, etc.). Due to COVID-19, modified cookie booth guidelines may be shared throughout the Cookie Program.
- Girl Scouts are guests at business locations. Respect that privilege with appropriate behavior. No horseplay, yelling, running around, eating, chewing gum, playing on phones, or approaching customers in the parking lot. Girls should act professional - this is their business.
- Girls sell, adults supervise. Girl-led is the secret sauce of Girl Scouting. Provide only age-appropriate assistance, especially with handling money and making change.
- Safety first! Girls should not give out their full names, addresses or phone numbers. Always keep an eye on the cash.
- Please print and bring your booth confirmation from eBudde or be prepared to show it on your mobile device.
- Under no circumstances should store management be asked to mediate disputes between Troops.
- Only sell Girl Scout cookies, and all cookies must be sold at the Girl Scouts of Tropical Florida price of \$5/box for core cookies and \$6/box for specialty cookies.
- Take all trash home with you when you leave – never leave cookie cases or boxes in trash cans or recycling bins.



Financial Matters

2022 Cookie Program Pricing



Core cookies are \$5 per box:

- Adventurefuls – **NEW!**
- Thin Mints
- Samoas

- Trefoils
- Tagalongs
- Lemon-Ups
- Do-si-dos

Specialty cookies are \$6 per box:

- Girl Scout S'mores
- Toffee-Tastic

****Please note it is a serious violation of business ethics to sell cookies at a different price than Tropical Florida's official pricing, yet staff receive complaints about this every year. The goal of the Cookie Program is to teach the 5 Skills, so it's critical that adults model correct behavior. Pricing complaints may result in forfeiture of Troop Proceeds and/or Girl Rewards.**

Troop Proceeds

Base proceeds for Troops are \$0.70 per box.

All funds earned through the Girl Scout Cookie Program belong to the entire Troop to fund Troop activities that are decided on by girls in a democratic manner.

Proceeds should not be credited to, or earmarked for, specific girls based on participation. Girls earn rewards based on their personal Cookie Program accomplishments in the form of patches, merchandise, and other rewards. See page 36-39 for more on Rewards.

The full amount of Troop Proceeds must be deposited in the Troop bank account at the end of the Cookie Program.

Team Player Bonus

Troops can earn up to \$0.15 extra per box in proceeds simply by complying with Girl Scouts of Tropical Florida Cookie Program guidelines for adhering to due dates for Cookie Program readiness, ACH payments, and Cookie Program deadlines.

The Team Player Bonus is paid via ACH transfer after the Cookie Program ends.

It's as easy as 1-2-3 –

1. Cookie Ready: Be Cookie Ready by October 31, 2021. This means your Troop must complete all the following requirements by **October 31**:
 - a. Troop Requirements
 - I. Have at least five (5) registered girls and two (2) registered, unrelated, and background-checked adult Troop Co-Leaders for the 2022 membership year.
 - II. Multi-level Troops must have the appropriate girl:adult ratio for the 2022 membership year, as required by the youngest age of the girl in the Troop.
 - III. ****Note:** Only girls with an active 2022 membership year registration and in a Troop as described above, will be uploaded into the Cookie Program platforms – eBudde and Digital Cookie.
 - b. The Troop Cookie Manager must complete 2022 Cookie Program Training before receiving Cookie Program materials.
 - c. Troops must have submitted the 2021 Troop Financial Report.
2. Positive payments: Ensure Troop bank account has sufficient funds prior to the ACH withdrawal dates and have no outstanding balance after final payments.

3. Time is money! Meet all published Cookie Program deadlines, to include submitting Initial Order, Girl Rewards, Opt-Out form, successful final closeout in eBudde, etc.

Troop Treasure Bonus Program

The Troop Treasure Bonus recognizes Troops that have a minimum of 3 selling girls and earn a PGA of 350+. PGA is calculated by Total Packages Sold divided by Total Girls Selling With At Least One Package.

To track your PGA, simply take a look at the Sales Report tab in eBudde and look at the PGA Selling number.

Troop Treasure will be distributed to Troops after the cookie season is over, and Troop Leaders will have the option to select if they would like their bonus in the form of Cookie Bucks or Digital Dough.

Troops can use Cookie Bucks for Girl Scouts of Tropical Florida program fees (excluding outside partner events) and Girl Scout membership fees. Digital Dough is used on the GSUSA website to purchase Girl Scout merchandise and badges.

The Troop Treasure Bonus will be distributed after the Cookie Program ends and based on the following chart:

Number of selling girls in troop with PGA of 350+	Troop Treasure Earned
3-5 girls	\$75
6-10 girls	\$100
11-20 girls	\$150
21+ girls	\$200

Reward Opt-Out

Research proves that younger girls are more motivated by tangible reward items, but older girls who have previously had the opportunity to earn merchandise for themselves may prefer additional Troop proceeds to fund their activities for the year.

Council offers the option to forgo Cookie Rewards in lieu of additional proceeds to Junior, Cadette, Senior, and Ambassador Troops that do not include younger girls. Opt-out may only occur if the Troop agrees by unanimous vote to receive an additional \$.05 in Troop Proceeds per box. Girls will still receive patches but will not receive merchandise rewards or attend Cookie Program reward events.

It must be a Troop decision, individual girls cannot opt-out. Also, multi-level troops containing younger girls are not eligible to opt-out.

Interested Troops can request the Opt-Out Form from GSTF Customer Care. The Opt-Out Form, signed by all girls, should be returned to customercare@girlscoutsfl.org by Dec. 1.

Cookie Payment Schedule

Your Troop bank account on file with Girl Scouts of Tropical Florida will be automatically debited for your cookie payments, according to the payment schedule below. Make sure you deposit cookie money early and often and have funds available for these automatic payments before the due date.

Troops are responsible for bank fees due to unsuccessful withdrawals.

Payments for Shipped and Donated cookies through Digital Cookie are automatically posted to your Troop's record in eBudde and will offset the money owed to GSTF.

Payment Date	Amount of Automatic Payment
Mon. Jan. 24, 2022	25% of Amount Owed to Council
Mon. Feb. 7, 2022	40% of Amount Owed to Council
Mon. Feb. 28, 2022	100% of Balance Due
March 2022	Additional ACH (<i>if necessary</i>)

Keeping Track of Funds, Cookies, and Girl Payments

Troops are financially responsible for all cookies picked up on Cookie Pick-Up Day and throughout the season at Cookie Cupboards. Count and sign for all cookies at delivery and cupboards prior to leaving. Your signed receipt is final.

Share your deadlines and expectations for the collection of money with girls/parents. Remind parents that they are financially responsible for all cookies signed for and received by their Girl Scout and that cookies cannot be returned to the Troop or to Council.

Collect and keep a copy of each girls' signed Family Responsibility & Permission Agreement Form before issuing any cookies or sales materials to girls. Always issue receipts for both cookies you distribute and payments you receive. Council staff cannot assist you with parent collection issues without these pieces of documentation.



Issue five cases or less of cookies to a girl at a time to limit your financial exposure. Issue more cookies when they are paid in full. Have frequent girl payment deadlines throughout the Cookie.



Program, do not wait until the end! Check-in with parents you do not see or hear from during the season to determine if they are having problems selling their cookie inventory. Most problems happen when Troops wait to follow-up.

Keep track of the payments from girls/parents in eBudde on the Girl Orders tab, it can show each girl's balance due to the Troop.

Parent Payment Problems

GSTF will assist with unpaid fund collection provided that Troops have followed Cookie Program guidelines and can provide the following documentation to customercare@girlscoutsfl.org by March 1, 2022.

- Signed Family Responsibility & Permission Agreement Form.
- Signed product sales receipt(s) for the unpaid cookies. Receipt should indicate that no more than 5 cases of cookies were given out.
- At least 3 written attempts to collect the unpaid funds.

eBudde Quick Guide

This quick glance chart lists the frequently used tabs in eBudde, along with a description of what can be done on each tab.

Dashboard	This is each Troop's default screen. Here you will see important messages, calendar, checklist, important dates, as well as quick links to resources that are helpful throughout the season.
Girls	This tab allows you to see the names of the girls in your Troop, input t-shirt sizes, and enter their cookie season goal information. Contact the Council Customer Care team to make any updates to the Troop roster by emailing customercare@girlscoutsfl.org .
Initial Order	This tab is used to enter the Troop's Initial Order by girl and cookies for your upcoming cookie booths under the "Booth" line. Once orders are submitted, they cannot be changed. Totals on this tab will roll over to the Girl Orders tab to be included as part of the girl's total sales.
Delivery	This tab allows Troops to select their Cookie Pick-Up location and time slot.
Girl Orders	This tab will track the sum of all girl's sales efforts: Initial Order, Digital Cookie sales, Cookie Booth sales, as well as any other additional cookie orders received. Troops can log girl payments to the Troop here, which provides a clear picture of a girl's individual balance due. Girl payments here do not have any impact on the Troop's balance due to GSTF.
Cookie Exchange	This tab allows Troops to post what cookie flavors they have available to exchange with other Troops, and see what other Troops have available.
Rewards	This tab is where rewards will be selected and submitted for Initial Order Rewards and Final Rewards.
Sales Report	The tab reflects all transactions for the Troop in the system. It includes Initial Order, additional orders, Troop proceeds, and the Amount You Owe to Council.
Help Center	This tab provides additional information about eBudde, to include manuals, handouts, videos, and more.

eBudde: Getting Started



eBudde is your command center for the Girl Scout Cookie Program! Please visit eBudde to get started as early as possible - <https://ebudde.littlebrownie.com>

Troop Cookie Managers can manage the entire cookie season from the eBudde app, desktop version, or a combination of both – it's up to you. A streamlined and dynamic dashboard makes navigation easy, and one single sign-on to the Cookie Tech Portal allows access to all the Little Brownie Baker tools.

The Cookie Tech Portal website is - <https://cookieportal.littlebrownie.com>

Login

Troop Cookie Managers and Troop Leaders will receive a welcome email with a login link by early November, after attending training on the 2022 Cookie Program. The first time you login, all volunteers will need to review and agree to the Volunteer Responsibility Agreement before you can access the system.

- Click on the **Login** link within the eBudde email you received.
- Setup your new password and confirm.
- Review/enter all additional information.
- Select the system you want to access (eBudde).
- Review and sign the Volunteer Responsibility Agreement to access your Dashboard.

Update Contacts and Add Users

- Click the **Contacts** tab and **Edit** your information.
- To add another user, click on the **Settings** tab.
- Click **Edit** and enter email addresses of additional users.
- Click **Update** to save.
- Note: Anyone not in eBudde as a Troop Leader or Troop Cookie Manager and picking up from a Cookie Cupboard MUST be identified as a Troop Cookie Pickup user.

Setup Your Troop

- Click the **Settings** tab, then **Edit Settings**.
- Enter your Troop's goal in packages.
- Update the level of your Troop, if it's not accurate.
- If your Junior, Cadette, Senior, or Ambassador Troop wishes to opt-out of rewards for an additional \$.05 per box in proceeds, contact customercare@girlscoutsfl.org for an Opt-Out Form to be signed by all girls in your Troop by Dec. 1, 2021.
- Click **Update** to save.

Review Girl Information

- Click on the **Girls** tab and verify names, GSUSA ID, sales goal, and t-shirt sizes (important for rewards).
- Click **UPDATE** to accept all changes.
- Missing girls? Verify she is registered in your Troop for Membership Year 2022. Contact customercare@girlscoutsfl.org if you need assistance.

CLIMB
WITH
COURAGE

Initial Order Basics

What is the Initial Order?

During this time, girls use their Order Card and Digital Cookie account to obtain orders. The Pre-Order phase begins November 22 and continues until December 3.

Cookies pre-ordered during this time allows girls to earn Initial Order rewards. These boxes count towards their total overall sales that get them closer to earning their chosen final rewards at the end of the program.

What Should Girls Order?

Girls should submit their total box count for each cookie variety from their Order Card to the Troop Leader. Remember! Approved Girl Delivery orders from Digital Cookie are automatically included as part of the Initial Order. Digital Cookie is sending the approved Girl Delivery orders directly to eBudde and they are already listed on the Initial Order tab, on the DOC. Girl Del. row in grey.

eBudde will add Girl Delivery orders directly to your Initial Order tab from Digital Cookie until your Troop submits the Initial Order. After your Troop submits the Initial Order, any approved Girl Delivery cookie orders will come from the girl's inventory or the Troop's cookie inventory.

Placing the Initial Order

Initial Orders are entered in eBudde on the **Initial Order** tab by 11:59pm on December 6, before the system locks to Troops. Remember, this is each girl's pre-orders plus enough Troop cookies for cookie booth sales for the first two weeks of the sale (sales are heaviest at the beginning).

Remember, to earn the Initial Order Troop Reward your Troop Initial PGA must equal 200+ and the Troop must have a minimum of three (3) selling girls. Each girl that wants to have a t-shirt must have an Initial Order of at least one box. You may find your Initial PGA on the Sales Report tab.

1. Login to eBudde and click on the **Initial Order** Tab.
2. Click on the ORDER CARD line of the girl's name.
3. Enter total boxes by variety from her Order Card. IF girls have approved In-Person Girl Delivery orders from Digital Cookie, these boxes are automatically accounted for on the DOC Girl Del. line – do not re-enter these quantities.
4. Click **OK** or use your Enter key to complete the line. Click **SAVE** and repeat for each girl in the Troop.
5. Booth Cookies – Click on the **BOOTH** line at the bottom of the screen to enter cookies for your first two weeks of planned cookie booths. Click **OK** to save changes.
6. **SAVE** the page.

- Carefully review the totals at the bottom and if correct click **SUBMIT**. Remember, you cannot change the Initial Order after it has been submitted. Contact your Community PPM or contact customercare@girlscoutsfl.org to make changes.
- Click **PRINTABLE VERSION** to print a copy for your records.

****IMPORTANT** While girls will place their order in boxes – ALL Troop orders are placed in FULL CASES. Each case has 12 boxes. Not to worry- eBudde will do the math for you. The example below shows how eBudde does the calculation:**

		\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 4.00	\$ 6.00	\$ 6.00	
		S4M	LmUp	Tre	D-S-D	Sam	Tags	TMint	SMr	Toff	Total
✓	Melanie M.										
	Order Card	0	10	30	10	22	5	14	4	7	102
	★ DOC Girl Del.	0	4	4	0	2	1	3	1	0	15
	Total Order	0	14	34	10	24	6	17	5	7	117
✓	Navy P.										
	Order Card	0	24	48	48	72	24	72	12	12	312
	DOC Girl Del.	0	9	6	8	10	8	22	3	6	72
	Total Order	0	33	54	56	82	32	94	15	18	384
Pkgs. Ordered		20	192	252	204	300	144	324	84	72	1592
Cases to Order			16	21	17	25	12	27	7	6	131
Extras			0	0	0	0	0	0	0	0	0

Pkgs. Ordered = total BOXES of each variety entered for girls
Cases to Order = total CASES being ordered for each variety (the rounded box count to make a full case order)
Extras = the box difference in the Pkgs. Ordered and Cases to Order that the Troop will physically have on hand.
 Credit for these extra cookies can be given on the GIRL ORDERS tab once distributed to girl/parents.

Selecting an Initial Order Pick-Up Location in eBudde

Note: The Troop's Initial Order must be submitted on the Initial Order tab before a location/time can be selected.

- Click on the **DELIVERY** tab in eBudde.
- Identify who is picking up for your Troop. If you intend to pick-up for multiple Troops – you must identify this selection by choosing “yes” in the corresponding area on the screen, listing all Troop numbers for a single pick-up.
- Select a delivery station (location and date) from the drop-down menu.
- A schedule for that location will appear – review your options.
- Click on an open time slot. **Note: Pick-up slots are available on a first come, first serve basis.**
- Click **SUBMIT MY INFO**.
- Your pick-up time has been reserved!
- Click **VIEW CONFIRMATION** and **PRINT** a confirmation receipt.

Selecting and Submitting Reward Orders

- Click on the **REWARDS** tab.
- Click the **FILL OUT** button on the Initial Rewards Orders line.
- A listing of your girls will appear. Girls who need an item selected will be shown in red: Size/Catalog Selection Needed.
- Click on the respective girl names.

Note: Girls without at least one box for their Initial Order will not receive the Troop Initial Order Reward.

- Make any necessary item selections or sizes if needed.
- Her record will now be shown in green as: Size/Catalog Selection Done.
- Repeat for each girl where necessary and **SUBMIT** the order for the Troop by the Troop deadline of **December 6**.

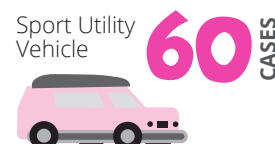
Initial Order Cookie Pick Up

Troop Cookie Pick-Up Day is Saturday, January 8, 2022

The week of January 3, 2022, all Troops will receive detailed instructions for Cookie Pick-Up Day. Troops in the Keys will also receive information for their cookie delivery that will take place on January 8th.

The Day of Your Pick-Up

- Please have at least two adults present, one to drive through the stations, and one to count and supervise loading. No children or pets, please – there is heavy machinery in use.
- Know exactly what your order consists of – total cases by variety. Remember, Hometown Heroes cookies are not physically received/picked up by the Troop.
- Arrive as close to your scheduled time as possible.
- Arrive with ALL the vehicles needed to receive your Troop's complete cookie order.
- Have your entire caravan pull in line together – with the lead car in front.
- Stop at the check-in station to receive your pick-up ticket and instructions on how to receive your order.
- Pull forward as directed, give pick-up ticket to adult loading the vehicle, and count the cases before and during loading.
- At checkout, pick-up any Initial Order Rewards, confirm the cookie order you received, sign for cookies and rewards, and take your receipt – You are done!



What is the return policy?

- **Recount if there is any doubt.** Troops are responsible for counting and verifying the total number of cases. Once you leave the pick-up location – no count adjustments will be made. The Troop is responsible for all cookies picked up.
- **Cookies, once received by a Troop, cannot be returned to Girl Scouts of Tropical Florida.** Troops accept financial responsibility by signing the receipt. Once receipts are signed, all cookies are the property of the Troop, which its Troop members hold financial responsibility.



Getting Cookies to Girls and Customers

Distribution to Girls and Parents

Distribute cookies to girls and parents as soon as possible. Prompt delivery to Girl Scouts allows for a prompt delivery to customers! Girls should aim to have all Initial Order cookies delivered within two weeks of receiving them.

Girl & Parent Cookie Pick-Up

It is helpful to divide the entire Troop Initial Order by girl and verify counts before families arrive to pick-up cookies.

- Use the printable version of the Initial Order tab and/or the Girl Orders tab to ensure your count for distribution is accurate.
- Parent/guardian **MUST** count and sign for their cookies. **GIVE A RECEIPT** every time a parent receives cookies and/or makes a payment. Provide a receipt using your receipt book.

- Make sure you have a copy of their signed Family Responsibility & Permission Agreement Form. Protect yourself, protect your Troop, and protect your Girl Scouts.
- Do not issue any cookies unless you have a signed Family Responsibility & Permission Agreement Form.

Delivery to Customers

- Girls collect money for cookies upon delivery to their customers. Girls should never leave cookies with a customer without payment.
- If a Troop is accepting checks for payment, they should be made payable to the TROOP and deposited in the Troop bank account.
- Girls should turn in money frequently to the Troop Cookie Manager, and the Troop Cookie Manager should make prompt and timely deposits into the Troop's account.

Cookie Cupboards

Once you sell your Initial Order cookies, you will need to obtain more inventory from our Cookie Cupboards. **Cookie Cupboards** are locations where Troops can pick-up more cookies to fill girl's additional cookie orders AND get needed inventory for cookie booths.

Cupboards are not finalized by Little Brownie Baker at the time of printing, however we are hopeful the locations will include:

- O-Gee Paint: 2855 SW 69th Court, Miami, FL
- Homestead Transfer & Storage: 32100 SW 187th Avenue, Homestead, FL
- Miami Lakes Main Street: Address to be determined.

**Confirmed cupboard locations will be shared with Troop Cookie Managers once details are finalized.*

Florida Keys Troops

A mobile cupboard will service the Florida Keys after the Initial Order delivery on January 8. Delivery will occur for orders of 100 or more cases. The tentative dates are as follows:

- January 19
- January 26
- February 2

**Dates are subject to change. Confirmed mobile cupboard dates will be shared with Troop Cookie Managers once details are finalized.*

Cookie Cupboard Order

****All Cookie Cupboard Orders Require Placing a Pending Order in Advance****

Placing a Pending Order

1. Click on **TRANSACTIONS** tab in eBudde.
2. Click on **ADD A TRANSACTION**
3. Type will always be Normal.
4. Select **CUPBOARD** in the 2nd Party section.
A new drop down menu will automatically populate with Cupboard options. Please choose the Cupboard you would like to pick-up cookies from. Take note of the Hours of Operation section that will give you the information you need about each Cupboard location.
5. Leave the **Date** box as is - it is the date you are entering the transaction into eBudde.
6. **PICKUP** - Select the date and time you will be picking up Cookies.
7. Input how many **CASES** of each variety you want to order - orders may only be placed in full cases.
8. Review for accuracy
9. Click **OKAY**
10. Click Save/Print

Picking Up Cookies

You may authorize additional volunteers as Troop Cookie Pickup Only Users to help you, but this must be done in eBudde before they arrive at the Cupboard.

- At the Cupboard, the person picking up the cookies **MUST** have the correct Troop number.
- Cupboard staff will review the order with you and take the order off pending, which will serve as the electronic confirmation and signature for the cookies.



eBudde: Allocating Cookies & Payments

Most often girls sell additional boxes beyond what was submitted as their Initial Order. Give girls credit for all boxes sold by allocating cookies in eBudde. Girl rewards are based on allocating additional cookie boxes in eBudde, so it is critical that all cookies sold are assigned to individual girls before you close the sale.

It's much easier and more manageable to do this regularly throughout the sale – don't wait until the end of the season!

For cookies sold after the Initial Order has been placed, follow these steps to allocate cookies:

1. Click on the **GIRL ORDERS** tab, which will appear after Initial Orders are submitted. When the Girl Orders tab appears on the screen, you will see a Troop (or Summary) view of your Troop's sales.
2. The row next to each girl's name shows a summary of her entire sale, including her Initial Order, Hometown Heroes sales, booth sales, and total sales. The green side of the row shows her financial summary. Her 'Total Due' and 'Balance Due' are automatically calculated in eBudde based on her number of packages sold and her payments entered.
3. Click on a girl's name.
4. Click the **ADD TRANS** button, a new green line will appear at the bottom of the screen.
5. Use the **COMMENT** column to log a description of the entry, such as the date the cookies were picked up, location of the booth, etc.
6. Enter the total count of additional boxes distributed to girls/parents by the type of sale:
 - a. HTH = Hometown Heroes donation. For Hometown Heroes cookies allocated, Troops only need to collect the \$5 per box from girls/parents.
 - b. Booth = Cookie booth sale
 - c. Other = Direct sales to customers
 - d. Cookie = Core cookie
 - e. Spec = Specialty cookie
 - f. Note: You can also record payments as you are allocating cookies.
7. After allocating all necessary cookies boxes:
 - a. Click **OK** to complete the transaction.
 - b. Click **SAVE** at the top left.
 - c. Repeat for each girl as needed using the drop-down titled Switch to Girl, at the top right.

Digital Cookie and the Girl Orders Tab (Shipped and Donated): Orders received through Digital Cookie will automatically appear on the Girl Orders tab. Digital Cookie orders will be added to the HTH, Cookie Other, and Spec Other columns as determined by the customer's orders. Digital Cookie transactions cannot be edited, and they are always paid in full because the customer paid for those cookies through Digital Cookie. Do not collect funds for Digital Cookie orders.

Digital Cookie and the Girl Orders Tab (Girl Delivery): For Girl Delivery orders received through Digital Cookie, the **payment** will automatically appear on the Girl Orders tab. **It does not credit the cookies sold to the girl who sold them.** It will include the payment amount and the Digital Cookie order number. Do not collect funds for Digital Cookie orders.

The parent needs to communicate to the Troop Cookie Manager that they have sold Girl Delivery cookies and get those cookies from the Troop's inventory, if the girl does not have them already assigned to her (i.e., she already checked out a few extra cases for additional sales and has those assigned to her). The Troop Cookie Manager has to credit those cookies to the Girl Orders tab in eBudde in order for her to get credit for them using the above instructions for allocating cookies to a girl.

[Settings](#)
[Girls](#)
[Init. Order](#)
[Delivery](#)
[Girl Orders](#)
[Transactions](#)
[Txn Pickups](#)
[Cookie Exch](#)
[Rewards](#)
[Booth Sales](#)
[Payments](#)
[Sales Report](#)
[Reports](#)
[Help Center](#)

Printable Version

Record Booth Sale

Export

Below are your troop sales broken down by Girl.
 To view/edit a Girl's Transactions click on the appropriate row.
 * (Indicates girls who have moved. Mouse over to see destination.)

Package Sales

Financials

FYI Programs

Uses DOC	▼ Girl	HTH	Cookie Initial	Cookie Booth	Cookie Other	Spec Initial	Spec Booth	Spec Other	+Total	Total Due	Paid	+Bal. Due
✓	Camila G.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Damere A.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Dameria A.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Elizabeth M.	2	0	0	44	0	0	5	51	\$ 260.00	\$ 260.00	\$ 0.00
✓	Haley G.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Hazel G.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Idania R.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Isabella F.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Ja_x0019_Nae J.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Jillian D.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Leah F.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Leila M.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Lisa P.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 0.00	\$ 0.00
✓	Michelle M.	0	0	0	0	0	0	0	0	\$ 0.00	\$ 20.00	\$ -20.00
Girl Totals		68	0	0	915	0	0	72	1055	\$ 5347.00	\$ 5332.00	\$ 15.00
Troop Order (actual pays-HTH)									1055			
Difference									0			

Active

Inactive

The [Girl Totals](#) row shows the total packages that has been credited to individual girls.

The [Troop Order](#) row is the total number of packages your Troop has ordered. As you pickup additional cookies from the Cookie Cupboard or add HTH sales, this number will increase.

The [Difference](#) row shows the number of packages your Troop has received that have not yet been assigned to a girl.

[illegible]

Recording Girl Payments in eBudde

1. Click on the GIRL ORDERS tab.
2. Click on a girl's name.
3. Click the ADD PAYMENT button.
4. A new green line will appear at the bottom of the screen.
5. Enter the date in the COMMENTS column.
6. Enter the total amount paid in the PAID column.
7. Click OK at the bottom right.
8. Click SAVE button at the top left.
9. Repeat for each girl as needed using the drop-down name block.

Cookie Booth Recorder

For cookies sold at any booth listed in eBudde, using the Booth Recorder feature is convenient and fast. However, Booth Recorder only works for cookie booths that your Troop signed up for in eBudde.

Using Booth Recorder

1. Click on the **GIRL ORDERS** tab.
2. Click **RECORD BOOTH SALE**.
3. You will see a list of your cookie booth sale locations.
4. Click the appropriate booth.
5. Enter the total boxes sold by variety. The system will automatically calculate the payments.
6. Select the girls who participated at the cookie booth. eBudde defaults to select all, but you can uncheck this box, then individually select the girls who participated.
7. Click on **DISTRIBUTE**. If the cookies are not evenly divisible, you can manually change the allocation of the extra box(s) as necessary.
8. Click **SUBMIT SALE**.





Managing Troop Finances

- ✓ Share your deadlines and expectation for the collection of money with girls and parents.
- ✓ Remind parents that they are financially responsible for all cookies signed for and received by their Girl Scout, and that cookies cannot be returned to the Troop or Council.
- ✓ Protect Yourself! Provide a receipt for ALL cookies distributed and payments received.
- ✓ Girls and parents should collect money for cookie orders at the time of delivery. Note: While girls will deliver Girl Delivery cookie orders, they will not collect payment for these orders as they are paid for online.
- ✓ The Troop should deposit all money collected into their Troop account early and often.
- ✓ Keep track of payments from girls and parents in eBudde on the GIRL ORDERS tab. It will show each girl's remaining balance due to the Troop with each payment logged.
- ✓ Remember that proceeds are for the Troop and not given to, nor belong, to any individual girl(s).
- ✓ Prior to the automatic withdrawal dates for GSTF, be sure your Troop's account has enough money to cover the payment. Bank fees acquired due to an unsuccessful withdrawal are the responsibility of the Troop.
- ✓ If a parent has not complied with the Troop's payment deadline – do not distribute more cookies to them. Collect money for cookies before allowing them to receive more. Even then, only distribute cookies in small quantities requiring payment before they can receive more.



Closing Out the 2022 Cookie Program

Closing your Troop's Cookie Program on time is critical. Cookie sales end on **February 21, 2022**, and Troops must close their sale in eBudde by 11:59pm on **February 26, 2022**.

We cannot order Girl Rewards until ALL Troops successfully closeout their sale, so late submissions can result in forfeiture of Girl Rewards.

Closeout Checklist

- ☐ Look at the TRANSACTIONS tab to confirm all your Cupboard transactions, and any Troop-to-Troop transfers are correct, if not contact your PPM.
- ☐ Prepare for ACH #3 on **February 28**, by making sure funds are available. The SALES REPORT tab contains the Amount You Owe Council.
- ☐ Allocate all cookies to individual girls and record all girl payments in eBudde. Your GIRL ORDER tab should zero out, meaning the Girl Totals line should be equal to the Troop Order line. The line labeled Difference should be zero.
- ☐ Do not forget to enter Hometown Heroes donation cookies under the HTH column. Remember, you are recording monetary donations for HTH, not actual cookie boxes from your inventory.
- ☐ Review your SALES REPORT tab. This is an all-in-one overview of your Troop's Cookie Program. It reflects all transactions, your Initial Order, Hometown Heroes donations, additional orders, payments, Troop information, goals, Council monies, and balance due. Make sure everything is in order.
- ☐ Confirm with girls their Final Rewards selections and submit. This closes your Troop's sale. You cannot undo this step, but if you need changes after you submit the final rewards, contact your PPM immediately.
- ☐ Print a copy of your Sales Report for your records. It is a great idea to go ahead and input your Troop Proceeds into your Troop Financial Report in Volunteer Took Kit for the end of the year.
- ☐ Celebrate your Troop's success! Community PPMs will receive and distribute rewards to Troop Cookie Managers when they arrive in April. High value merchandise for Super Seller reward levels may be shipped directly to the girl's home. Please ensure the contact information for all girls is updated.

Volunteer Resources

Be sure to take advantage of all the resources available online to guide you through a fun and successful Girl Scout Cookie Program



Girl Scout USA Website:

Locate information on the Girl Scout Cookie Program and national cookie badges and pins.
<https://www.girlscouts.org/en/cookies/all-about-cookies.html>



Girl Scouts of Tropical Florida:

Visit your Council's site to find training material, forms, and other helpful information.
<https://www.girlscoutsfl.org>



eBudde™:

Your command center for managing the cookie sale. Order cookies, track activity, and select girl rewards.
<https://eBudde.LittleBrownie.com>

eBudde Troop App:

Place orders, watch training videos, and find eBudde help all on your mobile device. Learn more and download the app at
<https://www.littlebrowniebakers.com>



Digital Cookie:

Girl Scouts can setup their own personalized online cookie store, take credit card payments, and ship cookies directly to customers.
<https://digitalcookie.girlscouts.org/login>

Little Brownie website:

The website of our official Girl Scout Cookie baker. Find girl activities, marketing ideas, Girl Scout Cookie facts, resources, and much more.
<https://www.littlebrowniebakers.com>



Girl Scouts Built by Me Cookie Planner:

An online tool to help plan a custom cookie season.
<https://cookieplanner.littlebrowniebakers.com>

Little Brownie Baker YouTube Channel:

Check out a library of inspiring videos, selling tips, and eBudde instructional videos.
<https://www.youtube.com/littlebrowniebakers>

Rewards

Girl Scouts of Tropical Florida looks forward to recognizing the accomplishments of girls and troops who earn rewards based on their sweet success!

Girl Rewards are cumulative and based on each individual girl's sales. Council reserves the right to replace an item with that of similar value.

Please see the 2022 Order Card for a complete list of Cookie Program rewards.



Initial Order Girl Rewards

180+ Boxes	Cooling Fabric Bandana
230+ Boxes	Koala Bracelet and Samoas Bracelet



Initial Order Troop Rewards

**To earn the Troop Initial Order reward, the Troop Initial PGA must equal 200+ and the Troop must have a minimum of three (3) selling girls. Each selling girl must have an Initial Order of at least one (1) box to receive the t-shirt.*

200+ PGA	Climb with Courage T-shirt for each selling girl
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Digital Cookie Rewards

30+ Emails	Cookie Techie Patch
50+ Boxes	Mountain Bracelet
100+ Boxes	Eco Phone Tote
150+ Boxes	Wireless Speaker



Hometown Heroes Rewards

24+ Boxes	Gift of Caring Patch
50+ Boxes	Leaf Pouch
100+ Boxes	Hip Pouch



Top Troop Rewards

Enjoy an exciting Mystery Troop Adventure for the Top Selling Troop, Top Selling Troop by PGA, Top Selling Hometown Heroes Troop, and Top Selling Hometown Heroes Troop by PGA!

Girl Rewards



36+ Boxes	Climb with Courage Theme Patch
50+ Boxes	Cookie Decals
75+ Boxes	Animated Koala Bag Tag
100+ Boxes	Button Pin Set
150+ Boxes	Mini Adventure Journal and 150+ Patch
204+ Boxes	Layered Koala Journal
252+ Boxes	Motivational Water Bottle
300+ Boxes	Choice of One: Koala Plush or Wooden Stamp Set or \$10 Cookie Bucks or \$10 Digital Dough or 1/2 Shoe 4 Haiti
400+ Boxes	Choice of One: Koala Slipper Socks or Camp Cushion or \$15 Cookie Bucks or \$15 Digital Dough or 1 Shoe 4 Haiti
500+ Boxes	Goal Getter Patch and Choice of One: Samoas Hoodie or Rain Poncho or \$20 Cookie Bucks or \$20 Digital Dough or 1.5 Shoes 4 Haiti
750+ Boxes	Reversible Bucket Hat and Choice of One: Camp Duffel or Compact Beach Towel or \$35 Cookie Bucks or \$35 Digital Dough or 1 Pair of Shoes 4 Haiti

1,000+ Boxes	Cookie Entrepreneur Patch and Choice of One: Custom Elite Entrepreneur Blanket & Popcorn Popper or \$100 Cookie Bucks or \$100 Digital Dough or 4 Pairs of Shoes 4 Haiti
1,250+ Boxes	Choice of One: GSTF Fold-Up Lounge Chair & Custom Hydro Flask or \$110 Cookie Bucks or \$110 Digital Dough or 5 Pairs of Shoes 4 Haiti
1,500+ Boxes	Super Patch and Choice of One: Climb with Courage Top Seller Lounge Set or \$125 Cookie Bucks or \$125 Digital Dough or 6 Pairs of Shoes 4 Haiti
2,022+ Boxes	Chelsea's Extraordinary Outing Super Seller Event with GSTF CEO Date and location to be announced
2,500+ Boxes	Choice of One: Fujifilm Mini Instant Camera or \$150 Cookie Bucks or \$150 Digital Dough or 7 Pairs of Shoes 4 Haiti
3,000+ Boxes	Samsung Galaxy Tab
3,500+ Boxes	Fitbit Smart Watch
Top Selling Troops	Mystery Troop Adventure for the Top Selling Troop, Top Selling Troop by PGA, Top Selling Hometown Heroes Troop, and Top Selling Hometown Heroes Troop by PGA!



Expanded Girl Reward Options

Cookie Bucks

Cookie Bucks are electronic credits redeemable for Girl Scouts of Tropical Florida programs (excluding programs run by outside partners), Girl Scouts of Tropical Florida summer camp, and Girl Scout Membership. Cookie Bucks have no cash value and will expire Sept. 30, 2023. Please note GSTF Cookie Bucks cannot be used at other Councils or on GSUSA.com.

Digital Dough

Digital Dough is an electronic gift card to be used for purchases only on the GSUSA website. Digital Dough has no cash value and will expire Sept. 30, 2023. Please access the GSUSA website by visiting www.girlscoutsfl.org and Click 'Shop'.



Philanthropic Option: Shoes 4 Haiti

This year, we are continuing our philanthropic reward option, Shoes 4 Haiti, as an alternative to Cookie Bucks and Digital Dough.

Girls can choose to send shoes to kids who cannot afford them. The Shoe that Grows is designed for kids living in poverty, where going barefoot can expose them to soil-borne diseases or prevent them from attending school.

It can expand five sizes and lasts for five years. Girl Scouts of Tropical Florida chose to help children in nearby Haiti, the poorest nation in the Western Hemisphere, because many in our community have personal connections.

In 2021, our Council sent 80 pairs of shoes to kids in need – thank you for your generosity!



2021–2022 Girl Scout Cookies®

adventurefuls™

• Real Cocoa

Indulgent brownie-inspired cookies with caramel flavored crème and a hint of sea salt.
Approximately 15 cookies per 6.3 oz. pkg.

①D

NEW!



lemon-ups®

NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS

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

Approximately 12 cookies per 6.2 oz. pkg.

①D



samoas®

• Real Cocoa
• Real Coconut

Crisp cookies with caramel, coconut and dark chocolaty stripes.

Approximately 15 cookies per 7.5 oz. pkg.

①D



tagalongs®

• Real Cocoa
• Real Peanut Butter

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

Approximately 15 cookies per 6.5 oz. pkg.

①D



do-si-dos®

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

Oatmeal sandwich cookies with peanut butter filling.

Approximately 20 cookies per 8 oz. pkg.

①D



trefoils®

Traditional shortbread cookies.

Approximately 38 cookies per 9 oz. pkg.

①D



thin mints®

• Made with Vegan Ingredients
• Real Cocoa

Crisp, chocolaty cookies made with natural oil of peppermint.

Approximately 30 cookies per 9 oz. pkg.

①



girl scout s'mores®

• Made with Natural Flavors
• Real Cocoa

Graham sandwich cookies with chocolate and marshmallowy filling.

Approximately 16 cookies per 8.5 oz. pkg.

①D



toffee-tastic®

• No Artificial Flavors

GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits.

Approximately 14 cookies per 6.7 oz. pkg.

①D



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



Get Your
GIRL SCOUT
COOKIES
HERE!

girlscoutcookies.org

