

2025 Girl Scout Cookie Program®

# Troop Manager Guide



**NEW!**

**Binding Receipts**  
Example shown inside

**Council Initiatives**  
Including new booth themes

**Girl Scout Badge Connections**  
See how this year's cookie rewards  
connect to Girl Scout badges

**Cookie Price Increase**

**More Payment Options**



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All information in this guide is subject to changes and modifications.







## A Word from Rosi Director of Product Program

Welcome to another exciting season of the Girl Scout Cookie Program! While our Girl Scout entrepreneurs are at the heart of this initiative, we recognize that their success hinges on your dedication and support. You are the glue that holds the troop together, guiding and encouraging them every step of the way.

As we encourage our Girl Scouts to discover their “WHY”—the reasons behind their cookie sales and the goals they set—we want you to know that your commitment is our driving force. Your passion for the Girl Scouts in your troop fuels us, and we are here to support you in every way possible.

Whether you need direction, a listening ear, or someone to celebrate your successes with, our Service Unit Product Managers and council staff are just a call away. Together we can navigate any challenges and ensure that each troop flourishes.

Last year, we achieved a remarkable milestone with over a million packages sold! While we may not have that specific target this year, our journey continues, and we remain committed to fostering a supportive community for all.

Remember, if you ever need assistance or want to explore your own “WHY,” don’t hesitate to reach out. Together, we can make this year’s cookie program a fantastic experience for everyone involved!

Thank you for all that you do,  
Troop Product Managers!

*Rosi*



# Cookie Lingo



Automated Clearing House (ACH)

The method of payment the council uses for the cookie program, which allows the council to automatically withdraw funds from troop bank accounts to pay for cookie orders.

Bonus Dough

An option for a Girl Scout to receive higher amounts of Cookie Dough and fewer physical rewards.

Booth Sales

Business owners and store managers give permission in advance for Girl Scouts to sell cookies in front of their stores from January to March. Use the Booth Sites tab in eBudde for booth selection.

Care to Share

This is the council donation initiative (formerly known as Cookies for Heroes). Girl Scouts can ask customers to make a donation. The customer does not select the variety of cookies and the troop does not use physical cookies. These donations are recorded in eBudde and council provides the product to fulfill the donations for all troops. Cookies donated through Care to Share are provided to military members locally and overseas, local first responders, and other local heroes, and those community members in need.

Case

Each case of cookies contains 12 individual packages of the same variety of cookies.

Cookie Cupboard

Where troops can pick up additional packages of cookies. Cupboards are geographically dispersed throughout the council and run by volunteers (Cookie Cupboard Managers). Cookies are picked up in full cases for the majority of the program.

Cookie Dough

Part of the Girl Scout rewards program. Girl Scouts can select rewards, and at certain package levels, receive Cookie Dough that can be used in place of cash for various purchases within Girl Scouts of Southern Arizona.

Cookie Drop

An assigned day in January when troops pick up their initial order of cookies.

Cookie Reward

There are two options for rewards: (1) Cumulative Rewards—individuals receive items based on individual accomplishment up to the selling level reached; (2) Additional Proceeds—Troop votes to opt out of the Cumulative Rewards and choose to earn extra proceeds per package sold. Troop must vote unanimously and majority rules. Only youth members earn rewards.

Cookie Sale Audit

The council attempts to verify that all cookies ordered, Cupboard transactions, and ACH payments are correct on each troop sales report. Troop cookie records should be retained by troop leadership for three years.



*Did you know? Little Brownie Bakers produces over 4.9 million Thin Mints per day during peak baking season!*



Digital Order Card  
(DOC)

Digital Order Card, also known as Digital Cookie or DOC is an opportunity for customers to buy cookies online from a Girl Scout's personalized website.

eBudde

Internet-based product sales software used to track sales, inventory, booth sites, booth scheduling, rewards, and payments. Every facet of the Cookie Program can be managed within eBudde.

Initial Order (IO)

The Initial Order is submitted via eBudde by the Troop Cookie Manager in December. These cookies will be used to fulfil orders received for girl delivery through DOC in early January, the first weekend of booths and the first few week of personal sales by troop members. The Initial Order must be in full cases.

Little Brownie Bakers  
(LBB)

The council's cookie bakery partner is located in Louisville, KY. Only two bakeries produce all Girl Scout Cookies in the USA; the other baker is ABC Bakers.

Monday Maintenance  
(MM)

A communication sent during the Cookie Season to communicate upcoming needs, central breaking information, and additional need-to-know pieces.

Participation

Participation is achieved by a troop when 5 Girl Scouts participate in the cookie program and reach a sales level of at least 36 packages. Once a troop achieves participation, they are eligible to receive troop funds.

Per Girl Average  
(PGA)

Divide the total number of boxes your troop sold by the number of members in your troop who are participating in the Cookie Sale. Troop proceeds can increase based on your PGA. **Fun fact: Girl Scouts of Southern Arizona has the HIGHEST PGA in the country at 577—which is 100 boxes higher than our closest councils with LBB!**

Service Unit Product  
Manager (SUPM)

A volunteer who supports troops in their Service Unit (SU) during the Cookie Program.

Troop Product  
Manager (TPM)

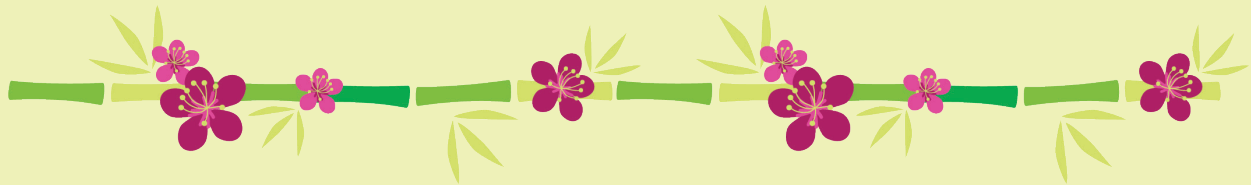
A volunteer who ensures all coordination aspects; caregiver support, money management, eBudde database management, and inventory management during the Cookie Program.



# The Impact and The Why

## Why Volunteer?

We asked volunteers why they are involved in Girl Scouts and specifically within the Cookie Program. Here's what they had to say (see next page)—do you see your reason?



## Your Why

Before you get started with the 2025 Girl Scout Cookie Program, have you thought about your "why"? What drives you to succeed, and what keeps you motivated? Defining why you are volunteering can make all the difference when the cookie season gets busy. Having a clear purpose will help you stay inspired and energized throughout the cookie program.

Consider creating a visual reminder of your "why." Write your reason on a sticky note and place it somewhere you'll see it often—like your desk, your mirror, or even your water bottle. Or take a photo of your troop in action and set it as the screensaver on your phone or computer!

With your motivation front and center, you'll have no problem staying on track and focused for a successful Cookie Program.

## Cookies Then

**1935**

Sahuaro Council (GSSOAZ) is established

**1938**

Our council starts selling Girl Scout Cookies



**1939**

Tucson Mayor Henry Jaastad buying cookies from Troop 3, Ochoa group



**1943**

Davis-Monthan Colonel Lowell Smith opens Cookie Sale for Girl Scouts



**1947**

Girl Scouts receive boxes of Cookies to sell in Tucson







"We love watching the girls grow and become amazing entrepreneurs."

—Kim A. (pictured right, along with daughter and granddaughter)

"The Cookie Program allows growth for all participants from Daisies to adults."

—Kelly M. and Tovah A.



"The cookie does so much more than anyone could imagine! In my time as a cookie volunteer, I have witnessed relationship and confidence building, goal setting and collaboration, risk-taking, and individual personalities blossom. It is truly incredible what magic can happen when the program is utilized to its full potential."

—Kat P.



"I volunteer to help develop women and leaders. The Cookie Program is a great resource for this development. It builds confidence, teaches goal setting, and encourages growth. It truly is a remarkable program that develops young girls into businesswomen and leaders."

—Karen R.



"Being a Girl Scout leader gives me the satisfaction that I am investing in the future of our country with girls who may be future doctors, engineers, teachers, and who knows maybe our future president."

—Kenia S.



## Cookies Now

**2021**

Girl Scout Troop 789 masks up at cookie booth during pandemic



**2022**

Girl Scout delivering cookies by horseback in Tombstone, Arizona



**2023**

Girl Scout Troop 252 dresses up as Girl Scout Cookies in Rio Rico, Arizona



**2024**

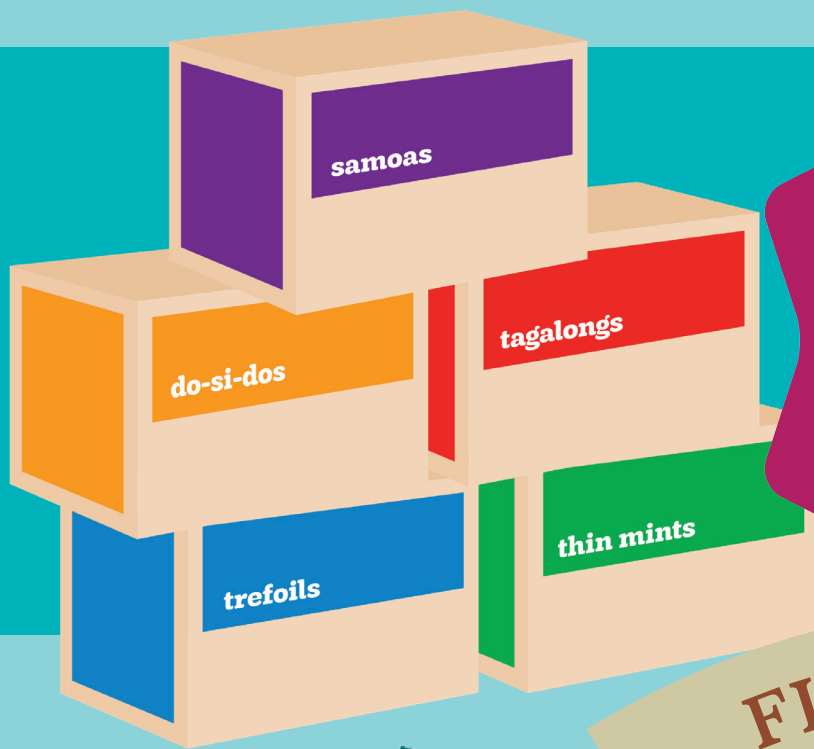
Girl Scouts of Southern Arizona sell a historical 1,001,480 packages of cookies



Want to know more? Visit our Cookie Program History page at [www.girlscoutssoaz.org](http://www.girlscoutssoaz.org)



# New This Season—Announcements



\$6

for core cookies

\$7 for specialty  
cookies (i.e. S'mores,  
Toffee-tastic)

FINAL SEASON



- Brighten Your Booth with new contests and themes (see pages 30-31)
- Binding Cookie Receipts (see page 22)
- For Caregivers Only
  - Cash App
  - Venmo
  - PayPal Friends and Family
  - Apple Pay
  - Zelle
- Final season for Girl Scout S'mores

LAST  
CHANCE!

Girl Scout  
S'mores®



Graham sandwich cookies with chocolaty  
and marshmallowy flavored filling

# Cookie Dates and Timeline

The Cookie Season's official public-facing dates are January 6 to March 9.

Before Cookie Sale	<b>Nov-Dec</b>	<ul style="list-style-type: none"> <li>Build your Cookie Team</li> <li>Host Cookie Troop Meeting</li> <li>Read Monday Maintenance every Monday (sent via eBudde email)</li> </ul>
	<b>Dec 5</b>	Deadline to complete Cookie Training (to place an Initial Order)
	<b>Dec 9</b>	Troops submit Initial Order
	<b>Dec 11</b>	Service Unit Initial Order submission deadline
	<b>Dec 16</b>	DOC accessible to volunteers
	<b>Jan 2</b>	DOC accessible to Girl Scouts and caregivers
	<b>Jan 3</b>	Troop ACH bank test for 1 cent
	<b>Jan 6</b>	DOC opens for customers
	<b>Jan 6-9</b>	Troop Product Managers pick initial booth slot selections at 7 p.m. each night
	<b>Jan 10</b>	Open booth selections start at 7 p.m.
	<b>Jan 14</b>	Cookie Drop: Sierra Vista and Sahuarita
	<b>Jan 15</b>	Cookie Drop: Thatcher and Yuma
	<b>Jan 16</b>	Cookie Drop: Casa Grande and Rio Rico
	<b>Jan 17</b>	Cookie Drop: Ralph's and Northwest
During Cookie Sale	<b>Jan-March</b>	<ul style="list-style-type: none"> <li>Write receipts</li> <li>Turn in cookie money to bank prior to ACH pulls</li> </ul>
	<b>Jan 18</b>	Cookies in hand starts; booths, door-to-door, cookie stands, and DOC deliveries
	<b>Jan 20</b>	Dr. Martin Luther King Jr. Day: NO BOOTHS
	<b>Feb 6</b>	1st ACH PULL (council pulls 25% of what is currently owed)
	<b>Feb 14</b>	Mandatory mid-sale inventory report (cookie inventory count)
	<b>Feb 19</b>	Optional parking lot cookie exchange
	<b>Feb 20</b>	2nd ACH PULL (council pulls 50% of what is currently owed)
	<b>Feb 22</b>	Power of 700 contest closes
After Cookie Sale	<b>Mar 9</b>	Cookie Sale ends
	<b>Mar 9-14</b>	<ul style="list-style-type: none"> <li>Troops complete end of season closeout</li> <li>Troops submit rewards</li> </ul>
	<b>Mar 14-16</b>	Service Units submit rewards
	<b>Mar 17</b>	3rd ACH PULL (council pulls 100% of what is owed)
	<b>Mar-Jun</b>	Reward distribution process

## How Rewards are Distributed:

Service Unit Product Managers receive rewards, verify count and contact Troop Product Managers for pickup. Troop representative picks up the rewards, verifies count and distributes them to Girl Scouts.

- Some items may be shipped directly to households. This will be coordinated with families of the Girl Scouts earning the reward.
- For travel/events, caregivers will receive an email with further instructions from council.



# Cookie Program Troop Cookie Team Overview

What should happen throughout the Cookie Program?

## Checklist

- ☐ 1
- ☐ 2
- ☐ 3
- ☐ 4

## Pre-Season (Nov-Dec)



**You and your troop are financially responsible for any cookies you order and take from council. Council does not take back unsold cookies.**

## Checklist

- ☐ ACH: Jan 3
- ☐ Cookie Booth Selections: Jan 6-Jan 9
- ☐ Cookie Drop: Adults Only, 1-week before sale starts
- ☐ D.O.C.: Jan 6
- ☐ Cookie Sale: Jan 18-Mar 9

ACH Test Bank Withdraw,  
1 cent on Jan 3

### Cookie Booth Selections from Jan 6-9

On Jan 10, booth selections are opened and released on a first come, first served basis.

### Cookie Drop—Adults Only 1-week before sale starts

Make sure your troop coordinates with each other that there is enough vehicle space/volunteers to pick up your initial order at drop.



**Any troop not picking up on time/selected time will result in \$100 per Day Storage Fee.**

## During Season (Jan)

### Digital Cookie Opens Jan 6

Digital Cookie (D.O.C., Digital Order Card) will open before the in-hand sale starts, meaning your Girl Scouts can start taking orders for cookies and get a head start on their goals!

Caregivers should receive an email for set-up on Jan 2.



**Remind Caregivers: Cookie orders must be delivered ASAP after Jan 18.**

### Cookie Sale Duration Jan 18-Mar 9

The In-Hand Cookie Sale—contests, booths, council initiatives and more fun—begins Jan 18-Mar 9, even though Digital Cookies opens before, remember no cookies in hands until Jan 18!

**Please review program policy and procedures on page 14-15.**



**Cookies in hand starting Jan 18.**

## Checklist

- ☐ Keep track of your receipts throughout the entire cookie program!

## Keep Track of Your Receipts!

Keep track of ALL your receipts and organize them by date. If you need help, please ask.



### When Should I Be Writing/Receiving Receipts?

- When you get cookies from a cookie cupboard
- When caregivers turn in cookie money

(If you are not getting receipts or writing the receipts it's not the right process)



**It is your responsibility to keep track of all receipts in case of a later discrepancy. Council will ask for all receipts from Troop Cookie Teams and caregivers if there is a financial or cookie discrepancy. Not writing receipts is NOT ACCEPTABLE and may result in entire troop removal from the Cookie Program.**

## During Season (Jan-Mar)

### Communication

Read Monday Maintenance (M.M.), a newsletter sent via email every Monday to stay up-to-date on cookie news!

### Mandatory Reports You Need To Provide Council:



Midsale Inventory: Feb 14  
Submit your inventory count to council.

### ACH Cookie Payment Pulls

We pull your ACH percentage based on your eBudde Cookie Sales/ Inventory. Please have the correct percentage of cookie money in your bank accounts by these dates so council can pull the funds.

**Feb 6: Council pulls 25% of what is owed**  
**Feb 20: Council pulls 50% of what is owed**  
**Mar 17: Council pulls 100% of what is owed**

If we owe you money at the end of the season, it will be sent to your account by reverse ACH on March 17.

ACH process can take anywhere from a few hours to a few days. Once it clears the bank it will be posted to eBudde.

### Checklist

- ☐ Read M.M.
- ☐ Mid-sale inventory report
- ACH Pulls
  - ☐ Feb 6-25%
  - ☐ Feb 20-50%
  - ☐ Mar 17-100%

## End of Season

### Contact Families

- Complete booth transfers, collect reward selections, address any remaining issues

### Collect Payments

- Collect and deposit all funds into the troop bank account
- Confirm troop cookie inventory is zero

### Submit Rewards

- Enter and submit rewards based on each Girl Scout's sales

### Handle Outstanding Balances

- Track unpaid amounts (don't mark as zero if still due) and submit appropriate paperwork. Note: Girl Scouts with unpaid balances won't qualify as top sellers after the deadline

### Upload Bank Statements (End of Season Report)

- Upload troop bank statements to Jotform as proof of deposits

### Transfer Remaining Cookies

- Ensure leftover cookies are transferred and inventory is zero

### Manage Unresolved Debts (Council only covers \$400 per troop)

- Upload receipts, communications, and outstanding amounts to Jotform

### Check List

- ☐ Complete End of Season Closeout
- ☐ Distribute Rewards

## Rewards (Mar-Jun)

Troop Product Managers will submit reward selections

After Girl Scouts makes their final selection, it can not be changed



Council orders rewards/ receives and verifies count



Service Unit Product Managers receive/verify count



Troop volunteers pick up rewards from Service Unit Product Managers on behalf of troop



Troop is responsible for distributing rewards to Girl Scouts

**For travel and events: No alternative reward will be given if events/travel is selected and Girl Scouts are unable to attend. Some items are shipped directly to households. Caregivers will receive an email with further instructions for events/travel.**



*Bolded items are important, or subject to the three strikes penalty (see page 15)*



# Building Your Cookie Team

We recommend you build a Cookie Support Team as a Troop Product Manager. Establish a Cookie Team Support Team within your troop! Ask for volunteers in your troop to help with Cookie Program responsibilities to lighten the load for you! These Cookie Support roles are our suggestions. You are encouraged to be creative and flexible in building a team that best supports you and your troop's success.

## Trainer

Can help train all Cookie Program participants on ways they can participate and explain the Cookie Program rules (Participation Policies) to all caregivers and Girl Scouts.

## Initial Order Pickup Volunteer(s)

These volunteers pick up the troops' initial order of Girl Scout Cookies during drop.

## Cupboard Pick-Up Volunteer(s)

When more Girl Scout Cookies are needed, the Troop Product Manager will put an order into eBudde and then the Cupboard Pick-Up Volunteer(s) can help by picking it up and taking it to the troop.

## Booth Coordinator

While the Troop Product Manager handles selecting booth locations, dates, and times for the troop cookie booths, a booth coordinator can help by working with the families in the troop to schedule Girl Scouts for all those booths. This way, the troop will know there is always a team ready to sell.

## Troop Cupboard Cookie Keeper

Consider having someone with extra space in their home or garage become your troop's Cupboard Keeper! They'll store the troop's cookie supply and help distribute them to troop families. This role involves writing receipts and ensuring they're logged in eBudde (either by you or the Troop Cookie Manager). **Both financial training and, if using eBudde, cookie training is required.**

## Cookie Treasurer

Helps your troop manage the finances of the Cookie Program. As Treasurer, they'll collect money from families, write receipts, log payments in eBudde, and deposit funds into the troop's bank account. **Both financial training and, if using eBudde, cookie training is required.**

## Stand-In Troop Leader

This volunteer takes on the responsibility of running meetings if the troop leadership is managing the cookie program. They will guide the Girl Scouts through the educational portion of the program, focusing on the five essential skills through a girl-led curriculum. While one volunteer can take on this role, a small team of volunteers or older Girl Scouts can take turns to coach different subjects.

## Rewards Leader

This volunteer can take on the responsibility of picking up rewards on behalf of their troop and distributing the rewards to the Girl Scouts.

**We are stronger together!**

# Supporting Your Girl Scouts

Girl Scouts that are participating in the Cookie Program should ultimately decide how they want to run their cookie business! However, if families and Girl Scouts need additional support and guidance on how to participate it is as simple as 1-2-3!

1

## **Plan** your cookie business

### **Set a goal**

Have the Girl Scout set a goal!  
How many Cookies do they want to sell?

### **Make a plan**

Help them determine how they will reach that goal. How are they participating? See Ways to Participate on page 10.

### **Goal breakdown**

Help your Girl Scouts breakdown that goal. How often are they participating and how many packages per day do they need to sell.

2

## **Run** your cookie business

### **Ways to participate**

Are they only participating in one sales method or will they utilize all sales methods?

### **Customers**

Ask your Girl Scouts, how are they going to deliver their sales pitch to customers? How are they going to market cookies to customers?

### **5 Key Essential Skills**

Ask your Girl Scouts if they need extra practice in these 5 key business skills! Have them focus on a specific task to help improve these skills!

3

## **Celebrate** your cookie business

### **Rewards selections**

Let your Girl Scouts choose their rewards through the Cookie Rewards Goal Chart!

### **Reward distribution**

Communicate with Girl Scouts and families about the rewards distribution process!

### **Troop participation funds**

If your troop hits troop participation and can receive funds don't forget to let the Girl Scouts discuss and vote on what they want to do with those funds!



Remember all planning should be Girl-led!



# Ways to Participate in the Cookie Program

Your Girl Scouts decide how to participate. The Girl Scout Cookie Program offers various ways for Girl Scouts to operate their business. Review the options below with your troop members and decide together which to incorporate into the cookie program. Will it be just one, two, or maybe all of them?

## Cookie Booths

Coordinate with troop families to schedule cookie booths at the businesses listed in eBudde or that your troop members organize on their own. Booths help Girl Scouts engage with customers, practice teamwork, and develop marketing skills. Get creative with decorations themed for the week to attract more buyers. For optimal safety and success, there should be at least two Girl Scouts and two adults at your booth.

## Door-to-Door/ Rolling Sale

Many customers request home visits from Girl Scouts. Discuss going door-to-door with a wagon or cookie cart. Girl Scouts can create business cards or door tags (templates available on our website) to leave for neighbors who aren't home, or this can be a troop activity. Always ensure an adult accompanies the Girl Scouts while they go door-to-door.



Encourage your Girl Scouts to explore these options and have fun while learning valuable skills!

## Digital Cookie

Digital Cookie, also known as Digital Order Card or DOC, allows Girl Scouts to create a personalized website. Help your Girl Scout set up their site by following the steps to share what they will use their cookie earnings for, setting a goal, and maybe even recording a video message. Share the link with family and friends near and far allowing customers to order and pay for their cookies online!

Customers decide whether to have your Girl Scout deliver the cookies or have them shipped directly for an additional fee.

## Business Pitches

Help Girl Scouts prepare and practice their pitches during a troop meeting. They can then approach local businesses to present their goals and how cookie funds will benefit the community.

While social media is an incredible tool, don't forget a personal phone call can make a BIG difference!

## Cookie Stands

Girl Scouts can set up Cookie Stands on their own property or at a family member's residence. They can operate solo, requiring just one adult to be present.

Be sure to remind families to check with Homeowners' Associations for any permits needed.



## Social Media

Familiarize yourself and your Girl Scouts with the guidelines for promoting the Cookie Program on social media. All participants must adhere to GSUSA's safety tips. Posts can be shared on caregivers' accounts or on the Girl Scouts' own accounts (if over 13 with permission). Make sure privacy settings are set to friends/family only.

For added engagement, suggest hosting a private Facebook Live event to share their cookie business and plans with family and friends.



# Goal Setting with Girl Scouts

You got this!



## Goal Setting is just one of the Five Essential Skills of the Girl Scout Cookie Program!

While each Girl Scout should set her own individual goal, you'll also want to help Girl Scouts establish a troop goal for the troop proceeds that may be earned. There are two ways to approach this:

- 1. Sum of Individual Goals:** Combine all the individual goals to create your troop goal. During your girl-led planning, calculate the proceeds your troop will earn and decide how the funds will be used (don't forget to prioritize renewing memberships).
- 2. Troop Goal First:** During your girl-led planning meeting, decide on your troop's goals and activities for the year. Then, calculate how many boxes of cookies are needed to fund those plans. Each Girl Scout can set her individual goal based on the overall troop goal, working together to achieve it.



Whether the goal is 50, 500, or 5,000 packages, it is attainable as long as there is a plan. Whatever the goal, method, and plan, encouragement from you for your Girl Scouts to stick to it, and adjust when needed, will help them reach their goals!

## Supporting individual goals

A daily and weekly goal can keep your troop on track to meeting their individual goals, leading to success in meeting the troop goal. Here's how to calculate:

### Step 1: How often?

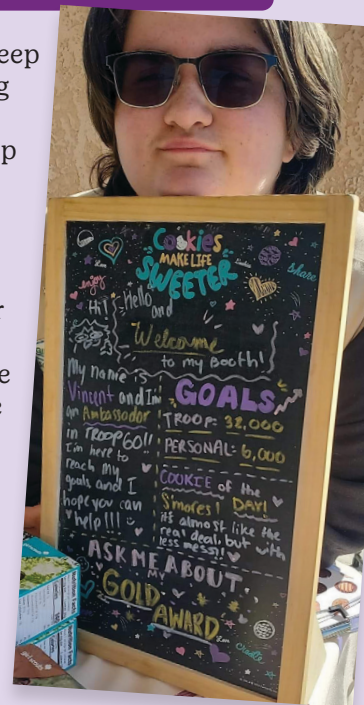
The Cookie Program is open for 63 days. Discuss with your troop members how often they want to work their cookie businesses. Will they dedicate time to it every day? Just on weekends? Or maybe after school once a week?

### Step 2: How many?

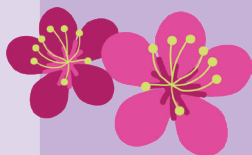
Help your Girl Scouts decide on an ultimate package goal. While it's common to set a goal, reach it, and then set a new one, encourage the Girl Scouts to think about their ultimate goals from the start. Once that is in mind, set smaller "stepping stone" goals to work towards along the way.

### Step 3: Per Week/Per Day

Now, take the total number of packages the Girl Scouts want to sell (from Step 2) and divide it by the number of days or weeks available to work the cookie business (from Step 1).



You can also calculate your troop's overall goal and check in with troop members throughout the Cookie Program to track their progress. Regularly review where each Girl Scout is in relation to their individual goals, help them adjust if needed, and together recalculate the troop's plan or adjust goals when necessary.



Consider setting up a goal chart at troop meetings.

Each Girl Scout can update their own sales, allowing everyone to see the troop's progress and decide if any changes to the overall goal or plan are necessary. Remember, it's perfectly okay to make adjustments—this is their Cookie Program!

Whatever the goal, method, or plan, your encouragement for the troop to stay focused and flexible will help them succeed.

EMBRACE  
POSSIBILITY



# Rules and Policies

We understand—there are a lot of rules when it comes to the Girl Scout Cookie Program. But as the largest girl-led business in the world, these guidelines are important to ensure a smooth and successful season. Let's break them down for you:



Juliette Gordon Low, Girl Scout Founder

*"Right is right, even if no one else does it."*

## Key Dates

**Jan 6:** Customers can start placing orders online through Digital Cookie.

**Jan 18:** Girl Scouts can start taking in-person orders, making deliveries, and running booths.

## Booth Guidelines

**Council-approved locations only:** Booths must be set up at locations approved by Council, through eBudde.

**Restricted locations:** No selling at places where Girl Scouts cannot be customers (e.g., liquor stores, cannabis shops).

**Private property only:** No roadside selling unless it's on private property that you or someone you know owns.

**Booth supervision:** If there are 2 or more Girl Scouts at a booth, there must be at least 2 registered adult members present, with one having background clearance.

**Booth capacity:** No more than 4 Girl Scouts and 2 adults at a booth.

**Canceling a booth:** Can't make it to your scheduled booth? Release it in eBudde or notify your Service Unit Product Manager ASAP.

## Cookie Management

**No cookie returns:** Cookies cannot be returned to Council, so only take out what you're confident your troop can sell.

**Payments:** All money should be in your troop bank account no later than **March 14**.

## Social media guidelines

Before marketing their cookie business online, Girl Scouts and caregivers must review:

- Girl Scout Internet Safety Pledge
- GSUSA's Digital Marketing Tips for Cookie Entrepreneurs and Families
- Supplemental Safety Tips for Online Marketing

While social media can be used to promote a Girl Scout's cookie business to family and friends, no contact information or Digital Cookie links should ever be posted on public pages or to a public audience. Below are some guidelines to help your troop members become confident Social Creators!

**Informational Messages:** TELL your social world about Girl Scout Cookies! What are your favorites? What do you love most about Girl Scouts and the Cookie Program? These messages are informational in nature and can be shared anywhere on social media but should not include any direct contact information or personal links. You can include the link to the cookie finder

**Commercial Messages:** SELL your Girl Scout Cookies! Want to engage in business with a customer? These are the messages that do that and can only be shared on your personal social media

**Personal Page:** This page's audience follows you for more than your Girl Scout Cookie business

**Public Groups:** If you do not personally know at least 50 percent of the members of a group, you may not post any commercial messages. This remains true even if you must be approved to join the group. It also applies to groups such as Nextdoor

**Selling Sites:** such as Facebook Marketplace, eBay, etc. cannot be used



**Council will not be monitoring social media—Girl Scouts and caregivers are on their Girl Scout Honor. Social media violations are subject to the three strikes rule.**

## Three strikes rule

While we hope this never happens, there are consequences for breaking the rules. Strikes are issued to the entire troop, **meaning everyone is accountable for each other.** This is why caregiver meetings are so important! Let's work together and live by the Girl Scout Law—be honest and fair and a sister to every Girl Scout!

1

Friendly warning

2

Loss of a prime booth location

3

Troop sale shut down, you are still responsible for cookies already checked out





# 2025 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

## The World's Most Flavorful Lineup



### 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.

\$6

①D



### Lemon-Ups®

NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS

Crispy lemon flavored cookies with inspiring messages to lift your spirits  
Approximately 12 cookies per 6.2 oz. pkg.

\$6

①D



### Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe  
Approximately 38 cookies per 9 oz. pkg.

\$6

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.

\$6

①D



### Samoas® • Real Cocoa • Real Coconut

Crisp cookies with caramel, coconut and dark chocolaty stripes  
Approximately 15 cookies per 7.5 oz. pkg.

\$6

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.

\$6

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.

\$6

①



### Girl Scout S'mores® • Made with Natural Flavors • Real Cocoa

Graham sandwich cookies with chocolaty and marshmallowy flavored filling  
Approximately 16 cookies per 8.5 oz. pkg.

\$7

①D



### Toffee-tastic® • No Artificial Flavors GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits  
Approximately 14 cookies per 6.7 oz. pkg.

\$7

①D












# Ingredients and Food Allergen Guide

Product formulations can change at any time. Consumers should always review the ingredient statement for their individual allergies or dietary restrictions for the most up-to-date information on the ingredients contained in the product in that package. For more details, visit [littlebrowniebakers.com](http://littlebrowniebakers.com) or [girlscoutcookies.org](http://girlscoutcookies.org).



Para Español, escanee el código QR

	 Adventurefuls®	 Lemon-Ups®	 Trefoils®	 Do-si-dos®	 Samoas®	 Tagalongs®	 Thin Mints®	 Girl Scout S'mores®	 Toffee-tastic®
Ingredients	NO ARTIFICIAL FLAVORS	●							●
	MADE WITH NATURAL FLAVORS	●		●				●	
	REAL COCOA	●			●	●	●	●	
	MADE WITH VEGAN INGREDIENTS						●		
	GLUTEN-FREE								●
	KOSHER CERTIFIED	ⓈD	ⓈD	ⓈD	ⓈD	ⓈD	Ⓢ	ⓈD	ⓈD

Food Allergens	PEANUT	M	M	M	C	M	C	M	M	M
	TREE NUT	M	M	M	M	C*	M	M	M	M
	WHEAT	C	C	C	C	C	C	C	C	M
	SOY	C	C	C	C	C	C	C	C	C
	MILK	C	C	C	C	C	C	M	C	C
	EGG	M	M	M	M	M	M	M	M	M
	SESAME								M	

C (Contains) M (Manufactured in a shared facility with) \* (Made with coconut)



# Cookie Inventory

One of the key responsibilities of a Troop Product Manager is managing cookie inventory. Once you check out cookies through your initial order or restock at a cupboard, those cookies belong to the troop and cannot be returned or exchanged through the council. While it may seem logical to place an initial order that aligns with your troop's sales goal, predicting which flavors will sell best can be tricky. For instance, you could end up with a surplus of Do-Si-Dos while needing to restock Tagalongs.

Here we'll share the timeline of cookie movement, tips for effectively managing your inventory, and provide strategies to handle overstock or understock situations.



## Initial Order

Troops are encouraged to place an initial order in eBudde (deadline is 8 p.m. on December 9). Submitting an initial order ensures that your troop members will have cookies ready for delivery, neighborhood walks, and booths starting on January 18. Remember the first two weeks of the in-hand sale is 75% of your season!

For returning troops with minimal changes in participation or goals, we recommend ordering 65 to 75 percent of your prior year's total sales.

For new troops or those with significantly fewer Girl Scouts than last year, we suggest ordering 45 to 55 percent of your troop's total sales goal.

If you're unsure about how to decide on the right flavor mix, reach out to your Service Unit Product Manager for guidance.

Additionally, if your initial order is 550 cases or more (6,600 packages), you'll qualify for home delivery. Orders under this volume will be available for pickup during the week of January 13 at your local Cookie Drop.

## "Home" Delivery

While we call it "home delivery," if your initial order is 550 cases or more, you can choose to have it delivered to any convenient location—whether that's your home, a storage unit, your place of business, or your meeting place. After placing your initial order in eBudde, you'll need to fill out our JotForm (link will be sent via Monday Maintenance) to complete your delivery request. The warehouse will contact you to schedule the delivery.

## Cookie Drop

Troops placing an initial order of fewer than 550 cases need to select a pick-up time at their local Cookie Drop. Pima County troops will have two location options, with time slots available on a first-come, first-served basis. Your drop time should be selected in eBudde after placing your initial order.

## Cookies to Caregiver

After receiving your initial order, you'll need to distribute the cookies to caregivers. If your troop qualifies for home delivery, you may receive your cookies as early as January 6. While you can distribute the cookies to families at any time, remind them that cookies **cannot** be delivered to customers until January 18.

The quantity of cookies each family takes can be decided between the troop and the caregivers. Families with higher goals may opt to take a larger amount of cookies, while first-time participants might prefer a smaller initial batch.

Keep in mind that the council will cover up to \$400 in unpaid debt for the entire troop, so it's important to carefully manage cookie distribution.

## Cupboards

As your troop sells through the initial order, you may need to restock, and that's where the cupboards come in. We have volunteer-run cupboards throughout the council, along with the staff-run cupboard at Angel's Place in Tucson. Each cupboard may have a slightly different schedule, inventory availability, and pick-up procedure.

You can find all the specific details for each cupboard in eBudde. The general process is simple: you place an order in eBudde to alert the cupboard that you're coming, then arrive at your scheduled time to pick up the cookies. Easy peasy!

## eBudde Cookie Exchange

What should you do if you have too much of one flavor? Post the surplus on the eBudde Cookie Exchange! Troops looking to pick up more cookies may prefer connecting with you rather than restocking from a cupboard. On the flip side, when you need more cookies, check the exchange to support a sister troop that may have extra inventory on hand.

Once you've completed a transaction through the exchange, be sure to send an email to [productprogram@girlscoutsoaz.org](mailto:productprogram@girlscoutsoaz.org), including both troops involved. The council will then update eBudde to transfer the cookies between the troops.

## Parking Lot Swap

Last year, we introduced something new that turned out to be a big success—the Parking Lot Swap! This event allows troops to connect directly with other troops, whether looking to move excess cookies, swap flavors, or add to their inventory.

At the designated location, you can bring your surplus cookies, and troops needing inventory can take them off your hands, rather than restocking from a cupboard. Some troops choose to swap flavors, while others simply take on extra inventory from another troop.

Staff and Service Unit volunteers will be on hand to help create receipts and update eBudde accordingly.

## Receipts and Inventory Reports

For every inventory transaction—whether it's from the council, to a caregiver, or to/from another troop—a written receipt signed by both parties is required. This is the only way to protect your troop financially in case a discrepancy arises.

In February, we will request a mid-season inventory report. This will give you the opportunity to check in with all your troop members to ensure they aren't holding onto excess cookies. It's also a great time to see if families need to exchange cookies with one another or return some to the troop. Once you submit this report, we can assess whether your troop needs inventory support.



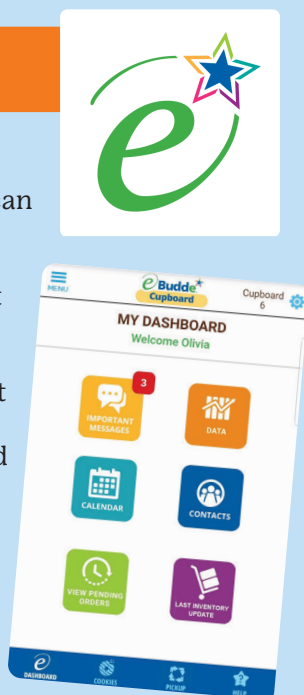


# The Systems

Another responsibility of Troop Product Managers is understanding the systems! There are two main systems that help keep track of cookie inventory and sales data!

## eBudde

eBudde is an online program management software that can manage all Girl Scout cookie orders, inventory, schedule booths slots, make Girl Scout reward selections and more! Only Service Unit Product Mangers, the council Product Team, and Troop Product Mangers that have completed the required cookie training have access to eBudde. Service Unit Product Managers and the council Product Team can assist you with any questions about eBudde!



## Digital Cookie (DOC)

Digital Cookie, or Digital Order Card (DOC), enables Girl Scouts to personalize their own site to sell cookies online by inviting friends and family via email and social media. Customers have the option of having their cookies delivered in-person by the Girl Scout or having them shipped directly to their home! All girl-delivery orders require approval by a caregiver before the order is confirmed. Caregivers are responsible for managing the orders that come in through their Girl Scout's Digital Cookie site. Orders that are not approved 10 days from being placed may be cancelled and cause a refund to be issued to the customer. Digital Cookie offers a mobile app for caregivers to help Girl Scouts collect orders in-person, and at cookie booths.



Registered Girl Scouts will be sent an email invitation before the start of the Cookie Program with a unique link to set up their account.



All resources can be found at [girlscouts.org/cookieresources](https://girlscouts.org/cookieresources)

About Girl Scout Cookies®  
Troop Leader Resources  
Cookie Business Badges  
Cookie Entrepreneur Family Pin  
Digital Cookie®



Found at [LittleBrownie.com](https://LittleBrownie.com)

Resources for Girl Scouts to Grow Their Cookie Businesses  
Digital Marketing Basics  
FAQs and Nutrition Information  
Social Media Tools and Graphics  
Embrace Possibility Resources  
Cookie History

### Need Inspiration?

Find LBB on Pinterest for quick, easy and exciting ways to make the Girl Scout Cookie Program® a success.

Follow them on socials for shareable cookie content!



FOLLOW  
Little Brownie  
Bakers®  
on Pinterest  
[@lbbakers](https://www.pinterest.com/lbbakers)

FOLLOW  
Little Brownie Bakers®  
on Facebook  
[@LittleBrownieBakers](https://www.facebook.com/LittleBrownieBakers)



# Payment Options

## For Caregivers

### Digital Cookie

We recommend using the Digital Cookie app for credit card payments because it's integrated into the cookie program and comes with no fees. Transactions made through this app should be cookie-related, not for personal purposes.

## Other Payment Forms—Apps

### Square

Families may use their personal Square accounts to collect funds for their Girl Scout's cookie program. However, be aware that if your Square account is not connected to your troop's account and is linked to your social security number, it could have tax implications. We highlight this to ensure you make informed decisions.

### Cash App, Venmo, PayPal Friends and Family, Apple Pay, Zelle

These peer-to-peer payment apps are now approved for caregivers to use when collecting payments for their Girl Scout's cookies. Since caregivers are personally responsible for the cookies and the funds collected, they can choose the most convenient payment method.

## Important Notes

1. Payments to the troop or council must be made through the officially approved troop or council formats. For example, Venmo cannot be used for troop payments, as it can create "shadow" accounts, which are not permitted. See Troop Accepted Payments.
2. Any fees generated through collecting cookie monies or troop-related payments are the responsibility of the user. These fees are not covered by the council and cannot be passed on to the customer. However, a troop can decide through girl-led decision-making to cover such fees, as the overall benefit from cookie sales may justify this choice. This decision is made by the troop and is not governed by the council.

## For Troops

### Digital Cookie

A recommended and excellent option for troops.

### Square

By popular demand, Square is once again available for troops to use. With the recent cookie price increase, we are now covering square fees for cookie-related transactions! This is a great benefit, alongside covering Digital Cookie fees as we always have. To receive a refund of fees, simply submit the required paperwork at the end of the season, similar to how you request reimbursement for monthly banking fees.

#### Requirements for Troop Use of Square:

- Your Square account **MUST** be connected to your troop's account for fee reimbursement.
- You **MUST** use our EIN number (86-0098917) when signing up for Square.
- The council does not manage your Square account or provide assistance with devices like card readers.

#### Why Use Square at Cookie Booths?

- Square allows troops to accept a wide variety of payments, including Apple Pay, Google Pay, Cash App Pay, Afterpay, and even Venmo through a beta checkout feature. By using Square, troops can accept forms of payment that might otherwise be restricted.

### Zelle

When using Zelle for troop-related transactions, all payments must go directly into your troop's account.

- **Cookie Payments:** When caregivers make payments for cookie debts via Zelle, include the Girl Scout's name in the comments section to ensure proper accounting and avoid confusion with booth sales.
- **Dues and Cookie Payments:** If you're accepting dues via Zelle, keep dues and cookie payments in separate transactions to maintain clarity and accurate tracking of funds.
- **Outgoing Payments:** Do not use Zelle to send payments out of your troop account. This means you cannot use Zelle to pay leaders, caregivers, or businesses. Zelle should only be used for accepting payments into the troop account.



# Cookie Finances



## How troops collect cookie funds owed

**Receipts first!** It absolutely crucial that every transaction involving cookie products and money is documented with a signed receipt. This applies at every level—from the council cupboard to the troop and from the troop to families. Never take product or exchange money without a signed receipt. **Remember: Receipt, receipt, receipt!**

## NEW THIS SEASON—Binding Cookie Receipts

To streamline the process and minimize concerns, please be aware that the cookie receipts exchanged between the troop and caregivers are binding contracts every time.

Each receipt will include the following statement:  
*"I acknowledge that my Girl Scout has permission to participate in the Girl Scout Cookie Program and I am financially responsible for the cookies received."*

## Troop payment structure

Each troop sets its own payment schedule, whether it's every time cookies are picked up or on a weekly basis. However, no family may carry a balance until the end of the sale—timely payments are required throughout the season.

## Advance payments prohibited

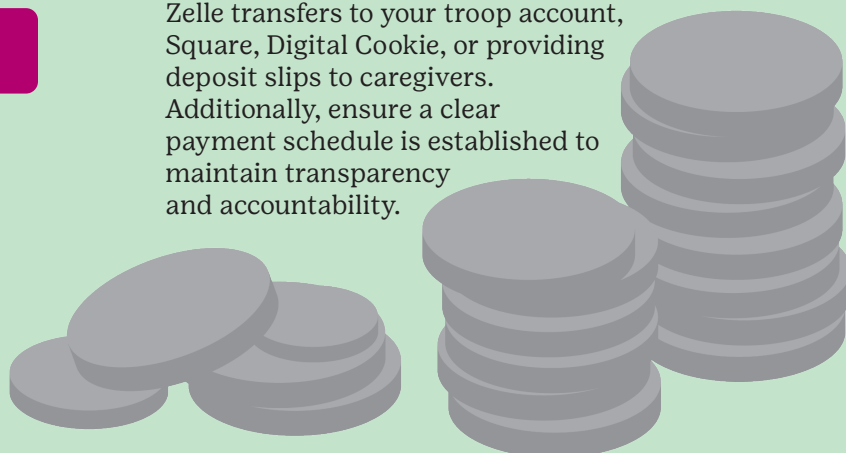
Troops cannot accept or require advance payments for cookies. This is because the council operates on consignment and doesn't accept payments upfront. The council collects funds from troops via automatic withdrawals three times during the sale. To meet these obligations, troops need timely payments from caregivers.

## Managing your cookie inventory

This is a business arrangement designed to ensure everyone achieves programmatic success, but payments are non-negotiable. To help manage the financial commitment, consider taking out smaller quantities of cookies incrementally rather than all at once. This approach can reduce stress and ensure a smoother program experience.

## Making or taking payments

**Troops** must accept payments in a track-able manner. For example, using Venmo to transfer money to personal accounts at a booth is not allowed because it involves commingling troop funds and isn't track-able through a third-party system. Instead, we recommend using direct Zelle transfers to your troop account, Square, Digital Cookie, or providing deposit slips to caregivers. Additionally, ensure a clear payment schedule is established to maintain transparency and accountability.



## Where the money really goes

Remember, you play a vital role in the Girl Scout Cookie Program, so it's important you understand how the money earned through this program is spent. With the exception of what we pay the baker—whose costs continue to rise due to commodity increases—**every single dollar stays local**, directly benefiting Girl Scouts right here in our community.

### High-quality rewards

- We're committed to providing **meaningful rewards** for the hard work that each Girl Scout puts into the cookie program. They earn **Cookie Dough** that they can use to fund their own Girl Scout activities, empowering them to make decisions and plan their experiences.

### Supporting programs, camps, and properties

- A significant portion of cookie proceeds helps us maintain and improve our council buildings and camp properties. This ensures that Girl Scouts have safe, engaging places to explore, learn, and grow. It also helps subsidize summer camp fees so that more Girl Scouts can experience camp, regardless of financial ability.

### Council-led programs

- Cookie money helps us offer a wide variety of council-led programs throughout the year, from leadership workshops to hands-on activities that build essential skills. These programs are available to every Girl Scout, ensuring a broad range of experiences.

### Staffing and infrastructure:

- Behind the scenes, we have a dedicated team working hard to support Girl Scouts and volunteers. These funds help us pay for staffing that ensures smooth operations, from volunteer support and training to program development and membership growth.

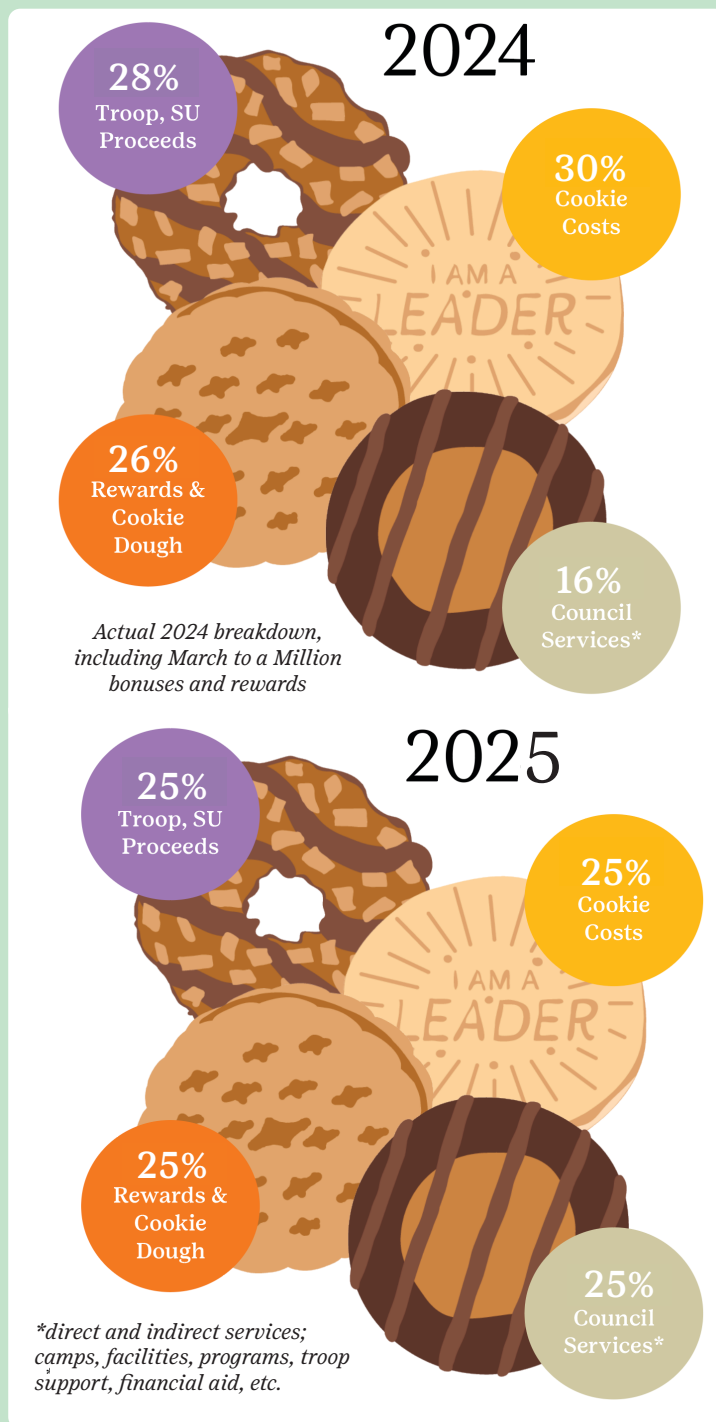
### Financial aid

- 42%-49% of all GSSOAZ membership for every Girl Scout, everywhere

**For troops**, cookie sales fund the Girl-Led Experience, providing money for service projects, trips, badges, celebrations, and more. This means that Girl Scouts have the power to decide how their troop will use the funds, learning valuable skills in budgeting, planning, and teamwork along the way.

**For Independent Girl Scouts (Juliettes)**, cookie sales work just as powerfully. We have a dedicated staff member ensuring that Juliettes have an equitable experience, with access to the same programs and opportunities. The proceeds they earn through Cookie Dough allow them to participate in camps, events, and special programs, just like Girl Scouts in traditional troops.

At the end of the day, the cookie program is more than just a fundraiser—it's the foundation that supports every aspect of the Girl Scout experience. Your efforts as a caregiver or volunteer help Girl Scouts access the programming, leadership opportunities, and adventures that shape them into tomorrow's leaders. Your dedication and understanding make all the difference. **When people ask "Where does the cookie money go?", the answer is simple: It goes directly to our Girl Scouts.**





# Why the Price Increase?

## A necessary change

Starting in 2025, core cookies will be priced at \$6, while gluten-free and S'mores cookies will be \$7. We know any price increase is significant, and we want to be transparent about why this change is necessary and how it will benefit our Girl Scouts.

Over the past three years, our council has worked diligently to absorb substantial increases in commodity costs—amounting to hundreds of thousands of dollars each year. We've been committed to keeping cookie prices stable while still offering Girl Scouts exciting rewards and experiences. However, we have now reached a point where we simply cannot continue to absorb rising costs without compromising our ability to deliver on our mission.

As we shared last year, this situation has been building for some time. Without proper funding, we cannot maintain the programs and opportunities that are core to our mission: **Ensuring that every girl, everywhere has the chance to experience the empowerment, growth, and adventure that Girl Scouting provides.** The truth is simple: No money, no mission—we need the resources to deliver the experiences that shape tomorrow's leaders and continues to offer training and experiences for today's leaders.

In addition to the rising costs of cookies themselves, travel, technology, the reward production have also seen steep increases.

To address this, thoughtful adjustments have been made to our reward structure—focusing on providing high-quality rewards at the lower levels, where the majority of our Girl Scouts participate, ensuring more can enjoy meaningful recognition for their hard work while still pursuing higher-level rewards.

We want to reassure you that this price increase is not just about covering costs; it's continuing to provide purpose, opportunity, and glory for all Girl Scouts. It's keeping the heart of our program alive, from the fun of selling cookies to the incredible life skills they learn along the way.

As specialty cookies like gluten-free and S'mores have also been hit hard by rising market prices, we have had to include these in the price adjustment as well.

We know change can be difficult, but we firmly believe this decision is essential to sustain the exceptional opportunities we offer. Thank you for understanding and for your continued support of the Girl Scout mission! Together, we are building the future.



## No money, no mission.



# All About Troop Proceeds

## How troops receive their proceeds

- When the council collects payment from your troop accounts via Automatic Clearing House (ACH), we only pull what is owed to the council. All remaining proceeds stay in your troop's account.
- It's crucial to deposit all funds into the bank before spending. Never spend cash without depositing it first.
- Be mindful not to spend more than what you have earned. Overspending can lead to bad debt, which could result in your troop being blocked from receiving more product from the cupboard or even undergoing an audit.
- **Important: You must provide your troop's bank account information on an ACH authorization form before you can pick up cookies.** We will pull \$0.01 to verify the account details before the start of the cookie program.

## Use of troop proceeds and funds

- As a 501(c)(3) nonprofit organization, the cookie program is a **troop/group experience**. All troop proceeds belong to the entire troop and not to any **individual Girl Scout or family**.
- Girl Scouts earn individual rewards and Cookie Dough, which belong to them directly. Troop proceeds, however, are for the benefit of the whole troop and are not tied to individual sales.

## Earning troop proceeds

- All troops start with a base proceed rate of \$0.80 per package.
- You can increase your troop's proceeds based on participation:
  - Participation is defined as 5 Girl Scouts selling a minimum of 36 packages each for most troops.
  - For Senior/Ambassador troops, the participation requirement is 3 Girl Scouts selling a minimum of 36 packages each.
- As your Per Girl Average (PGA) increases, so do your troop proceeds:
  - 450 PGA – extra \$0.10 = \$0.90 per package
  - 650 PGA – another \$0.10 = \$1 per package





# How to Use Troop Proceeds

## Discover, connect, and take action

All planning should be **Girl-Led**. Before the Cookie Program begins, the Girl Scouts in your troop should come together to discuss:  
**What their goals are:** Why are they participating, and what are they earning towards?  
**What's the plan:** How will they use the proceeds?

## Troop Proceeds should support:

1. **Re-registration:** Ensure your troop can continue for the next year.
2. **Community service:** Engaging in meaningful projects.
3. **Programming, Journeys, and Highest Awards:** Invest in skill-building and leadership experiences.
4. **Fun and travel:** Celebrate their hard work and achievements.

Additionally, discuss independent opportunities, that will be paid for by the troop, such as:

- Attending camp as a group or individually
- Choosing programs from the council events calendar

Note: While saving for future goals is important, ensure your troop also spends proceeds on activities happening **now**. Immediate programmatic rewards keep your Girl Scouts engaged and excited, contributing to retention.

*Girl Scouts from Troop 479 went to iFly with their cookie proceeds and earned a STEM badge for it!*



*Troop 1031 used their cookie proceeds to provide PACC animals with beds, food, blankets and toys. After the drop off, these Girl Scouts received a tour!*



*Troop 2022 used their cookie proceeds at Kartchner Caverns, where they did a service project that focused on bringing awareness to protecting pollinators!*



*With their cookie proceeds, Troop 81 decided to make a difference in their community and assembled period packs to donate to Pueblo and Desert View high schools. Each school received 100 bags with a pad, tampon, body wipe, mint, and mini chocolate bar to be given out when needed.*



# Cookie Dough

The Girl Scout Cookie Program teaches Girl Scouts essential life and business skills. When adults are running a business they get paid. Similarly Girl Scouts who run a cookie business get rewarded. This comes in the form of rewards and Cookie Dough—a credit that is exclusive to our council!

## What can Cookie Dough be used for?

- Registering for GSSOAZ programs
- Renewing the Girl Scout's membership
- Paying for camp at The Hacienda Program Center or Camp Whispering Pines
- Shopping at GSSOAZ retail stores
- Converting Travel Bucks (available only for Juniors, Cadettes, Seniors, and Ambassadors)

## What can't Cookie Dough be used for?

- Paying troop dues
- Paying adult memberships
- Shopping GSUSA's online shop
- Contributing to the troop treasury
- Paying Girl Scout fees in other councils
- Redeeming for cash

## Total opt-out option

All troops can opt out of rewards and earn extra troop proceeds. Troops that choose to opt-out will receive \$1.10 per package sold, and this amount will remain the same regardless of higher per-girl average (PGA) levels.

- Troops that opt-out will not receive any Cookie Dough or rewards, including trips and experiences
- The decision to opt-out must be unanimous among all troop members—both Girl Scouts and adults
- While this option is available to all troops, it is recommended for Khaki Crew troops planning for large events or trips
- Troops that opt-out should consider offering troop-level rewards

## How to Redeem Cookie Dough

Cookie Dough is emailed to the caregiver on file in eBudde. The email will include a unique 19-digit Cookie Dough number and a 3-digit CVV code, along with details on how to redeem it.

### 1. Using Cookie Dough for Program

**Registration:** Register for the program, then during checkout, select “Gift Card” and enter the Cookie Dough number. If the registration fee exceeds the amount of available Cookie Dough, you can use another payment method for the remaining balance.

### 2. Renewing Membership:

The email will contain a link to renew your Girl Scout's membership using Cookie Dough. If you need help, Customer Care or the Membership team is available to assist.

### 3. Registering for Camp:

Camp registration follows the same process as program registration—just select “Gift Card” and enter the Cookie Dough details at checkout.

### 4. Shopping at GSSOAZ Stores:

Our stores carry all the Girl Scout essentials such as uniforms, badges, patches, but also a wide variety of fun items, including clothing, camping accessories, and toys. Stop by any store or, if you don't live near a store, you can contact the staff at 520-319-3145 to place an order.

### 5. Travel Bucks:

Juniors, Cadettes, Seniors, and Ambassadors can convert Cookie Dough into Travel Bucks for future Girl Scout travel opportunities. Travel Bucks are valid for four years (expiring September 30 of the 4th year after issuance) and can be used toward GSSOAZ-sponsored trips or GSUSA Destinations. Conversion requires at least \$25 in Cookie Dough, with a link provided in the email to begin the process.



Cookie Dough earned in the 2025 Cookie Program will expire on **March 31, 2026**. Use it or convert it to Travel Bucks before then!



# Cookie Booths

Booths are a popular way for Girl Scouts to meet their cookie goals, especially when combined with other selling methods. Here's a breakdown of Council Booths and Troop Booths.



## Council Booth vs. Troop Booth

**Council Booths** are available to all troops in the council, typically at chain stores like grocery stores, Walmart, Walgreen's, and Lowe's, and occasionally at local businesses. **Premium Booths** are booths located at Walmart (excluding Neighborhood Markets), major grocery stores (excluding Food City), and Sam's Club and require at least two Girl Scouts and two volunteers. **Non-Premium Booths** can be staffed by one Girl Scout and one adult but consider having at least two of each for safety. Selection will start January 6-9, with each round opening at 7 p.m. Open rounds will begin at 7 p.m. on January 10.

**Troop Booths** are organized by a troop member who contacts a business for permission and submits the request in eBudde. These booths are exclusive to the troop and can be staffed by one Girl Scout with one adult.



## Important Steps Before Setting Up a Booth

- **Check the Do Not Contact List:** Ensure the business isn't on this list.
- **Submit Your Request:** Provide the business contact and the approved dates/times in eBudde.
- **Obtain Permission:** No booth can be set up without prior council approval to ensure safety and avoid conflicts. It also provides insurance coverage and allows the booth to be added to GSUSA's Cookie Finder.

## Reasons for denying a troop booth request?

1. The business is on the Do Not Contact list
2. Conflicts with nearby council booths or previously requested troop booths.
3. The business is not suitable for Girl Scouts (e.g., liquor or cannabis stores).







## While at a booth

**What to Wear:** Girl Scouts should wear their uniform (vest, sash, or tunic required). Adults should wear an adult uniform or Girl Scout apparel if possible. Avoid clothing with political statements or inappropriate language. Closed-toe shoes are required.

**Who Does What:** Girl Scouts should take the lead at the booth. Adults are there for supervision and safety. Younger Girl Scouts may need help handling money, but they can manage most other tasks.

**Membership and Background Checks:** At least one adult present must be a registered member with a current background check unless they are there with their own child. If you're supervising children other than your own, you must be registered with a background clearance.



## Booth guidelines

- Never have more than four Girl Scouts and two adults at a booth
- Keep cookies off the ground
- Dress for the weather but always have their uniform (sash, vest, or smock) and have troop number visible
- Don't ask the store for change
- Take your trash with you – including empty cookie cases
- Do not set up your booth or make sales prior to your start time
- Clean up promptly at the end of your scheduled time
- Cookie sampling is not allowed
- Keep the booth table and the area around it neat and clean
- Make sure Girl Scouts know how the troop will be using their proceeds and their goal – both the fun and the community service
- Water/electrolytes are permitted at booths; step away from the booth if you need to eat
- Behave appropriately – no running around; speak in a professional tone
- Greet customers as they enter the store; ask them to purchase as they leave
- Remember to have fun, laugh, and make memories

## In case of theft or emergencies



*If theft occurs, DO NOT chase or try to apprehend the thief.*

1. Secure your Girl Scouts
2. Call 911
3. Call Council at (520) 977-6623



# Brighten Your Booth



The Cookie Program is about learning essential skills, but it's also about having fun! We've added exciting contests to help your Girl Scout grow their cookie business and have a blast doing it.



Stand out and boost your sales with these themed contests!\*

**January 21-26: Girl Scout Pride**—Show off what Girl Scouts means to you with full uniforms, past achievements, and creative displays.

**January 27-February 2: Pandas, Pandas Everywhere!**—Highlight the importance of panda conservation with fun facts and creative decorations.

**February 3-9: Arizona Skies**—Celebrate our beautiful Arizona sunsets and sunrises with colorful, eye-catching displays.

**February 10-16: Let's Go Outside!**—Show your love for the outdoors, whether it's hiking, sports, or Girl Scout Camp.

**February 17-23: 90th Anniversary**—Celebrate our council's 90th birthday with pieces and memorabilia of Girl Scouting through the decades here in Southern Arizona!

**February 24-March 2: Care to Share**—Promote the Care to Share donation program with signs and creative displays.

**March 3-9: Going, Going, Gone!**—Remind customers it's the last week to get their cookies before they're gone!

*\*other contests may be announced during the season, so be sure to read your Monday Maintenance each week and share the news with your troop*

Follow the booth rules, post your themed booth photo on our Facebook page, and you could win 150 packages in Care to Share cookies!



**Don't forget booths need to adhere to booth guidelines, i.e.:**

- No cookies on the ground
- Troop number visible
- Troop goal visible
- Girl Scouts in Sash/Vest or Smock



**Have a graduating Girl Scout?**  
Let us know what booth we can surprise them at to wish them joy and well wishes at their last booth!



**Returning and new photo contests**

**January 1-March 15: Kindness Counts**—Let's celebrate the amazing adults who support your Girl Scout! Nominate them via QR code, and they might win a special prize. All nominees will receive a patch and a letter of recognition.



**January 18-19: I Have a Dream**—Honor Dr. King's dream and showcase how your Girl Scout is making the world a better place.



**February 7-9: Super Bowl**—Turn your booth into a football field and get customers to vote for their favorite team or cookie.

**February 13-14: Valentine's Day**—Offer cookies as the perfect Valentine's gift, complete with bows and gift bags.



**All season long: Wacky Weather**—look for this contest being dropped on our socials when weather gets wacky!

**January 6-February 22: Power of 700**—Reach this powerful number of cookies sold by February 22 and possibly be one of 10 lucky winners, receiving 50 Care to Share cookies towards your overall totals.



Get creative, have fun, and good luck! Don't forget to share your photos on the designated Facebook thread and in the PhotoCircle album. Your Girl Scout might be featured in future marketing!

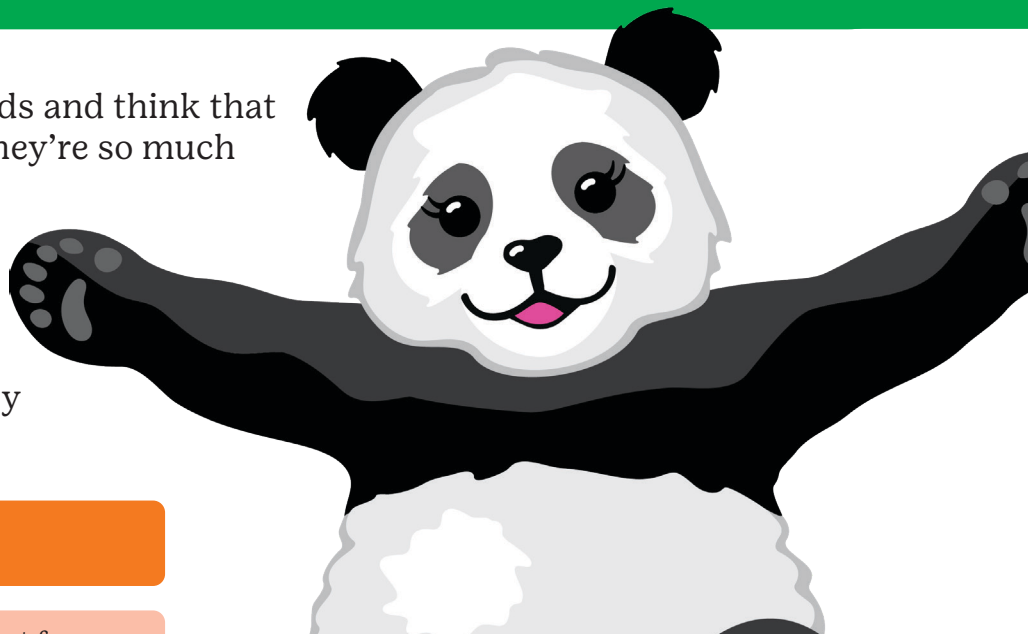


# About Rewards

There are 17 GSSOAZ exclusive rewards this year that directly tie into Girl Scout Badges that you can earn!

It's easy to look at cookie rewards and think that they are just a fun bonus, but they're so much more than that.

They are a crucial part of the Girl Scout experience, directly connected to our programming and the values we instill in every Girl Scout.



## Why cookie rewards?

Each Girl Scout deserves something just for them—something that recognizes their individual efforts beyond what the troop collectively earns. The troop shares the proceeds equally to fund girl-led activities, but cookie rewards honor the achievements of each Girl Scout on her own terms. In a world where women often earn less, shouldn't our Girl Scouts learn early on about their worth and the value of their hard work? That's why we ensure that the rewards they can earn are truly worthy of their efforts.

## Empowerment, achievement, growth

Let's talk about the life-changing impact of these rewards, especially those that involve travel. There is no greater education than travel—learning about lands beyond our own, tasting new foods, and meeting people who live differently than we do. Travel is a reward that opens minds and hearts, helping our Girl Scouts see the world and their place in it with fresh eyes. It's an experience that teaches resilience, adaptability, and cultural appreciation—skills that are invaluable in today's interconnected world.

A simple cookie can help a child change their stars, unlocking opportunities that shape her future in profound ways. And that is always worth it, believe that. We are what we believe to be “worth our effort”, and they are worth it every time!

## Membership fees vs. cookie revenue

So where does all of the money from the Cookie Program go, and how is it different from membership fees?

**GSUSA Membership Fees:** Every penny of the annual membership fee goes directly to GSUSA, covering their national operations, and includes everything from maintaining technology platforms to creating programming such as Journeys, Highest Awards, and resources that support Girl Scouts everywhere.

**Cookie Program Revenue:** Unlike membership fees, cookie dollars stay 100 percent local. These funds are divided into three key areas:

1. Troop proceeds allow Girl Scouts to fund their activities, projects, and adventures of their choosing
2. Rewards and Cookie Dough can be used by Girl Scouts for individual experiences
3. Supports council budget to deliver services, camps, events, and programs that directly benefit Girl Scouts in the community

### Did you know?

Each council operates like a franchise of GSUSA, managing its own budget and deciding how to allocate cookie revenue. The way “the cookie crumbles” varies, as councils may prioritize different programs or needs based on their unique communities and goals.

# Connection to Girl Scout Badges

This season, all our cookie rewards are directly tied to badge work. We've been intentional in selecting rewards that create programmatic opportunities and enhance engagement. Each reward is a step toward earning badges and exploring exciting new skills!

## Rewards Key

Culinary  
Rewards

Self-Care  
Rewards

**Daisy**  
Yellow Petal  
Friendly and Helpful



**Brownie**  
Snacks



**Juniors**  
Simple Meals



**Cadette**  
New Cuisines



**Senior**  
Locavore



**Ambassadors**  
Dinner Party



**Daisy**  
Purple Petal  
Respect Myself and Others



**Brownie**  
My Best Self



**Juniors**  
Knowing My Emotions



**Cadette**  
Finding My Voice



**Senior and Ambassadors**  
Showing Up for Me and You



Get ready to be amazed by the fabulous rewards available! For every unforgettable experience, every package sold brings you closer to the goal!

36+ packages—kick off your participation with pride! Selling 36 packages is moving three cases in 63 days ... you're already making a difference!



50+ packages—it's all about the bamboo, our pandas' favorite! Choose between a **stylish wide-toothed comb** OR "**Embracing My Inner Chef**" handy cooking spoons—both perfect for your panda-themed collection.

100+ packages—dazzle with a **Dangler and Charm set** (perfect for Crocs or Bogg Bags) OR wrap up in a cozy **Panda Hair Towel** ... this adorable microfiber "hat" towel is both comfy and useful!



150+ packages—cool off with a **theme-inspired cooling headband** OR enjoy a game of cards with **GSSOAZ Panda Playing Cards** ... these options are as cool as you are!

200+ packages—carry your Girl Scout pride in a chic **Cross body Bag** OR show off your love for Do-Si-Dos with a **themed T-shirt**.





le this cookie season! From fun and functional items to  
ur Girl Scout closer to these exciting incentives.

300+ packages—get cooking with a stylish  
**"Embracing My Inner Chef" Cooking Apron** or  
cuddle up with a **mini Panda Build-a-Bear Baby** ...  
your choice of cuteness or culinary fun!



400+ packages—record your thoughts  
in a **Journal with Charms** OR  
snuggle with a **Plush Panda** ... it's all  
about expressing yourself!

550+ packages—enjoy a **Movie Morning\*** at a  
location of your choice (council event) OR bring  
the cinema home with a **Popcorn Maker** ...  
deliciously fun rewards!

*\*Girl Scout drop-off event*



700+ packages—travel in style with a  
versatile **Duffle Bag** OR get creative in a  
**Maker Space\*** at a location of your choice ...  
crafting dreams await!

*\*Girl Scout drop-off event*

875+ packages—choose your adventure with a **Cookie  
Boss Signature Event** at Knott's Berry Farm for you and  
your caregiver, OR a **week at our Hacienda Day Camp**,  
OR a **White Noise Machine** for the ultimate relaxation.





1,000+ packages—dive into a **Pickleball experience\*** with your own paddles choose one of two locations, OR chat with your pet using **Talking Buttons**, OR whip up breakfast with a **Waffle Maker**—fun and functionality at its best!

*\*Girl Scout drop-off event*



1,250+ packages—master the kitchen with a **Cooking with “E” virtual class**, where you will learn to cook from scratch using your own colander set during this virtual cooking class or keep your skincare cool with a **Skincare Fridge**—treat yourself!

1,500+ packages—get creative with a **Custom Funko Pop** or rock a **tote bag with Girl Scout charms** ... style meets fun!



1,750+ packages—make a splash at the **Rock-n-Roll Splash Bash\*** at the Hacienda with activities, dancing, and swimming, OR spend a week at **Camp Whispering Pines** (age dependent), OR relax in a **Hammock**. The choice is yours!

*\*Girl Scout drop-off event*

2,000+ packages—Now's your **Second Chance at Cookie Boss** at Knott's Berry Farm OR get to add an **additional two tickets to your earlier choice of Cookie Boss**, OR choose a **Kindle with a three-month free book subscription** ... a reader's paradise!





2,500+ packages—pack your bags for **Great Wolf Lodge**! Enjoy a room for four with wristbands and a gift card for the earning Wolf Pack Girl Scout to add extra fun OR drum up excitement with **Electric Drums and lessons, complete with headphones** OR become a baking pro with a **Stand Mixer**.



3,250+ packages—pamper yourself with a **Sephora Facial instruction and Dyson Hair dryer and Tools** OR fire up the fun with a **Pizza Oven**—ultimate indulgence awaits!

5,000+ packages—**INTERNATIONAL AND PROGRESSIVE TRAVEL**: New this year, by popular demand!

- High Schoolers will embark on a **Scotland adventure from Edinburgh to the Highlands without caregivers**; July 14 to 22, 2025\*
- Elementary Schoolers will explore the **Southern Caribbean with caregivers on a cruise to Curacao, Aruba and The Dominican Republic**; June 11 to 21, 2025\*
- Middle Schoolers get to choose their adventure between one of the two options!

Those not interested in travel can choose the ultra fun **ASUS Handheld Gaming System**.

*\*date ranges, not exact dates*





# CEO FOR THE Day



Girl Scouts, THIS is the ultimate achievement! Become the **CEO for the Day** ... shadow our CEO at Annual Meeting, Volunteer Appreciation and Young Women of Distinction, make decisions, meet with the Board of Directors, and experience leadership like never before!



## Even more rewards!

25+ emails sent via DOC—**exclusive** GSSOAZ booklight!



60+ Care to Share packages—sport the spirit of caring with this **Care to Share** hat!




*Please note: Reward selections, colors, and travel destinations are subject to change based on availability. In the event of changes, rewards may be substituted with an item of equal or greater value.*



**Hey Girl Scouts,**  
It's time to mark your calendars! You'll want to celebrate without scheduling conflicts when you reach your goals. So, keep these dates open and believe in yourself—you've got this!



**Mar 22**  
*Care to Share Packing Party*  
  
(4 locations)

**Mar 23**  
**550+**  
  
(6 locations)

**Mar 29**  
**1000+**  
  
**Pickle Ball**  
(2 locations)

**Mar 30**  
**1250+**  
  
*\*virtual program*

**Apr 5**  
**2500+**  
  
*\*check-in Sat, check-out Sun*

**Apr 26**  
**875+**  
  
**Knott's BERRY FARM**  
**2025 COOKIE BOSS**  
**SECOND CHANCE**  
**2000+**  
**Bus**  
  
**Apr 25-27**

**May 10**  
**700+**  
  
(4 locations)

**May 17**  
**1750+**  
  
(Hacienda Property)

**May 3**  
  
**Top Overall Seller in Council**

**Jun 11-22**  
**5000+**  
  
*\*window of travel*  
**Age Level:**  
Daisy-Cadette  
+ 1 Caregiver

**Jul 14-21**  
**5000+**  
  
*\*window of travel, Khaki Crew Only*

*\*must have passports by Mar 15*

# Young Women of Distinction

We are thrilled to present two awards designed specifically for older Girl Scouts, which are presented annually at the Young Women of Distinction Ceremony:



*Luna L., recipient of 2024 Margaret Scout Service Award*



*Joslyn C., recipient of 2024 Girl Scout of the Year Award*

## Margaret Scout Service Award

### Eligibility Criteria

- Registered Girl Scout in grades 6-12 (Cadette, Senior, or Ambassador)
- Must have completed at least 50 hours of service within the Girl Scout community
- Demonstrates the Girl Scout Promise and Law in both actions and attitude
- Requires a minimum of two separate nominations



## Girl Scout of the Year Award

### Eligibility Criteria

- Registered Senior or Ambassador Girl Scout (grades 9-12)
- Embodies the highest ideals of character, conduct, patriotism, and service
- Upholds the mission of Girl Scouts in both words and actions
- Has held or currently holds leadership positions within Girl Scouts and the community
- Must have completed at least 80 hours of service to the Girl Scout community
- Requires a minimum of four separate nominations (from troop and community)

These awards celebrate young women who live out our mission, demonstrating purpose in action every day. Join us in recognizing and honoring their incredible achievements!

Take this opportunity to recognize and honor those who make Girl Scouts open now for both adult and Girl Scout recognitions. Don't delay—nominate now! This allows us ample time to gather, review, and select the 2025 recipient **on May 3**. Show them how much they are truly appreciated! Use this



# Volunteer Awards and Recognition

Each year, we proudly recognize adult volunteers who demonstrate exemplary service and unwavering commitment to the Girl Scout Mission. Now is the perfect time to nominate an outstanding volunteer for a national or council award—nominations are open.

## National Awards



**Appreciation Pin:** Recognizes exceptional service in one regional area, supporting the Girl Scout Leadership Experience (GSLE).

**Honor Pin:** Awarded for service with measurable impact, helping the council surpass its mission goals.



**Volunteer of Excellence:** For outstanding service working directly with girls, implementing GSLE or supporting council mission delivery.

**Thanks Badge:** Given for exceptional leadership and service with a significant impact on both local and national levels.



**Thanks Badge II:** For continued exemplary service by previous Thanks Badge recipients.

## Council Awards



**Free Spirit Award:** Recognizes a positive attitude and programming that enhances the girl experience.

**Council Leader of the Year Award:** For exceptional leadership in Girl Scout troop and county programs.



**Make the World a Better Place Award:** Honors volunteers or community members who make a profound impact within the community.

**New Found Treasure:** Celebrates new volunteers (within the past two years) who truly embody the Girl Scout mission.



**CEO Award:** For volunteers whose leadership has had an incredible impact on the Girl Scout Movement.

**Trefoil Award:** For young volunteers (ages 18 - 24) who are making the world a better place.



Girls Scouts of Southern Arizona extraordinary! Nominations are accepted from **August 1 to December 13**. Nominees, who will be celebrated at our **Awards Ceremony**. Scan the QR code for any award nominations.



# The Ultimate Girl Scout Celebration

Save the  
Date  
May 3!

## Three events rolled into one

Mark your calendars for **May 3**, a day that celebrates the heart and soul of Girl Scouts—the volunteers and young women who embody leadership and purpose in action!

Join us for three exciting events:

- Volunteer Appreciation
  - Annual Meeting
  - Young Women of Distinction
- all happening at the Desert Diamond Conference Center & Hotel!

## Make it a staycation

Deluxe rooms are available at Desert Diamond Conference Center & Hotel for \$129 a night—so gather up the family or the troop (if your Girl Scouts are being recognized at Young Women of Distinction) and extend the celebration with a staycation!

## Volunteer Appreciation and Annual Meeting

*Purpose in Action: Our Why and This Mission*

Volunteers, you are the everyday heroes who bring the Girl Scout mission to life! Your unwavering dedication empowers Girl Scouts to embrace a world of possibilities and become a force for good. With your guidance, they discover their potential, preparing for a future filled with leadership, success, and adventure. Because of YOU, Girl Scouts thrive and reach for the stars!

**This event is open to all!**

## Young Women of Distinction

At the heart of the Young Women of Distinction Ceremony is our commitment to celebrating the remarkable impact of our Girl Scouts. These young women exemplify leadership, service, and dedication to making the world a better place, embodying the Girl Scout mission at every turn.

Awards at this event include Bronze, Silver, Gold, Girl Scout of The Year, Margaret Scout, Life Saving and Shero. **This event is by invitation only for our amazing awardees.**



## 90th Celebration Loading...

In 2025, Girl Scouts of Southern Arizona will be celebrating 90 years of courage, confidence, and character!

Stay tuned to find out how YOU can be part of the fun.



# 2025 Cookie Season QR Codes\*

**Kindness  
Counts**



**Final Booth  
for Graduates**



**CEO Letter of  
Reference**



**Troop  
Primary  
Contact**



**ACH  
Form**



**Home  
Delivery**



**Outstanding  
Balance**



**eBudde Roster  
Changes**



**Full Troop  
Opt Out**



**Mid-Sale  
Inventory  
Report**



**End of Season  
Report**



**gsssoaz**

\*some forms will be available at a later date

# Your Cookie Program Support

A **Service Unit Product Manager (SUPM)** oversees the logistics and execution of the Cookie Program within a specific service unit regional area. They provide support and guidance to Troop Product Managers and volunteers! They also assist with the Cookie Program events as well as the Rewards Distribution process!



*Not all of the INCREDIBLE Service Unit Team is pictured here—though we appreciate you all!*

## Pre-Season

### November

- Registered member and background checks completed
- Attend in-person training on October 26
- Complete online training by December 1
- Read Monday Maintenance (email every Monday for Cookie Program updates)

### December

- Assist at Cookie Rally
- Submit Service Unit Initial Order on December 11
- Read Monday Maintenance

### January

- Assist at Cookie Drop
- Read Monday Maintenance

## During Cookie Season

- Support Troop Cookie Teams
- Read Monday Maintenance
- Attend Service Unit meetings to answer questions about the Cookie Program and meet your SU members' needs

## After Cookie Season

- Submit Service Unit Rewards

### May-June

- Receive rewards, count and verify, then contact troops





## Service Unit Contacts

The success of the Girl Scout Cookie Program relies heavily on the contributions of our volunteers. The heart of the volunteers is you, the Troop Product Manager and so we want to make sure you are fully supported! When you find you need help, we have a team of volunteers to help you, that is the Service Unit Product Managers! This level of volunteers undergo additional training and access in eBudde to be able to support you. Don't hesitate to contact them when you need assistance!

PRO TIP: Not sure which Service Unit you are in? Look on your eBudde Dashboard and you'll see your Service Unit Product Manager's name and email. Use the chart below if you would rather have a phone number.

### Ajo & Southwest

Brooke Valmont  
(520) 449-3562  
tucsonbrooke@gmail.com

### Eastside

Stephanie Johnston  
(520) 409-7052  
thecookiebeetle@gmail.com

### Marana

Patricia Small  
(520) 743-6162  
psmall@comcast.net

### Sahuarita

Amanda Leachet  
(928) 432-1347  
chokolit44@gmail.com

### Vail

Paula Collins  
(520) 609-1230  
eastsidecookie@gmail.com

### Central & Downtown

Kim Allen  
(520) 481-6712  
disney2981@yahoo.com

Vicky McCormick  
(520) 440-3188  
mccormfam@aol.com

### Pinal

Liz Simmons  
(520) 371-3221  
ezri\_66@yahoo.com

Allison Satalino  
(520) 233-1065  
allisonsatalino@gmail.com

### Yuma

Olga Chapman-Gonzales  
(928) 750-3808  
ochapmangonzales.gssoaz@gmail.com

### Cochise

Kelly Moody  
(520) 234-5963  
singlepeanuts@yahoo.com

### Foothills

Suzette Chavez  
(520) 404-5525  
suzettechavez2000@yahoo.com

### Oro Valley

Kat Pivonka  
(520) 235-1619  
k\_pivonka@yahoo.com

### Santa Cruz

Patty Molina  
(520) 841-2979  
patty\_molina0641@msn.com

### Need to reach council staff?

Text anytime between 8 a.m. and 8 p.m., 7 days a week.  
Outside of these hours, please email:

- E — (951) 212-3654, elockethomas@girlscoutsssoaz.org
- Rosi — (520) 262-9109, rsouthee@girlscoutsssoaz.org
- productprogram@girlscoutsssoaz.org

Please keep in mind that everyone, including Service Unit Product Managers and staff, is busy. If you leave a message or send an email, kindly refrain from contacting someone else about the same issue. Give everyone time to respond. Thank you for your understanding.

# Your Cookie Program Support

**Cookie Cupboard Managers** are from all across Southern Arizona! They store cookies for distribution to troops when they need more cookies! They also write receipts, track inventory levels, and enter transactions into eBudde.



## Pre-Season

### November

- Registered member and background checks completed
- Attend in-person training on October 26
- Complete online training by December 5
- Read Monday Maintenance (email every Monday for Cookie Program updates)

### December

- Assist at Cookie Rally
- Read Monday Maintenance

### January

- Assist at Cookie Drop
- Prepare for Girl Scout Cookie storage
- Read Monday Maintenance

*Not all of the GLORIOUS Cupboard Managers are present, but we are thankful for each of you!*



## During Cookie Season

- Cupboards open on January 18
- Write receipts, keep them organized and send back to council
- Schedule Cookie Pickups with Council Staff and/or Troop Product Managers
- Read Monday Maintenance
- Season ends on March 9





## Cupboard Contacts

Even if you place an initial order, chances are that at some point in the program, your troop will need to restock the cookie supply. That is when you will visit a cupboard. Here we have listed all of the cupboards, their locations and contact information. When you look up a cupboard on eBudde, you will be able to see their current hours and any requirements such as pending orders required, or texting needed.

PRO TIP: On your dashboard click on “Show Map” under Cupboard Info, a map of all cupboards will come up. Hover over each pin on the map to get the specific information for that cupboard.

### Outside of Pima County

#### Casa Grande

3751 N Pinal Ave  
Liz Simmons  
520-371-3221  
ezri\_66@yahoo.com

Allison Satalino  
520-233-1065  
allisonsatalino@gmail.com

#### Rio Rico

1106 Avenida Seville  
Kenia Salcedo  
520-313-0709  
dinobonesinc@hotmail.com

#### Thatcher

3481 W 8th St  
Nicole Bedolla  
928-651-0839  
nicolelynnmorris2012@hotmail.com

#### Sierra Vista

1400 AZ 92  
Megan Lafferty  
253-533-5346  
megmlafferty@gmail.com

#### Yuma

Girl Scout Office  
Taylor Thomas  
928-581-8324  
taythomas92@gmail.com

### Within Pima County

#### Ajo/Southwest

6488 W Elks Falls Way  
Brooke Valmont  
520-449-3562  
tucsonbrooke@gmail.com

#### Oro Valley

9920 N Hacienda Hermosa Dr.  
Patricia Small  
520-743-6162  
psmall@comcast.net

#### Angel's Place

4330 E Broadway Blvd  
E Locke-Thomas  
951-212-3654  
Elockethomas@girlscoutsssoaz.org

#### Sahuarita

16486 S Paseo Badajo  
Amanda Leachet  
928-432-1347  
chokolit44@gmail.com

#### West

3943 N Avenida Dos Vistas  
Suzette Chavez  
520-404-5525  
suzettechavez2000@yahoo.com

#### Northwest

5742 N Via Umbrosa  
Paula Collins  
520-609-1230  
eastsidecookie@gmail.com

#### Southwest

8641 E 28th Place  
Karen Russell  
520-271-0962  
karen.russell.az@gmail.com

We have many areas that need a cupboard—reach out to council staff to see if this is a good fit for you!

# Market their business in person

## Ordering made easy



Only need one printed insert per Girl Scout!

On-the-go Girl Scouts will love these handy Girl Scout Cookie™ menus!

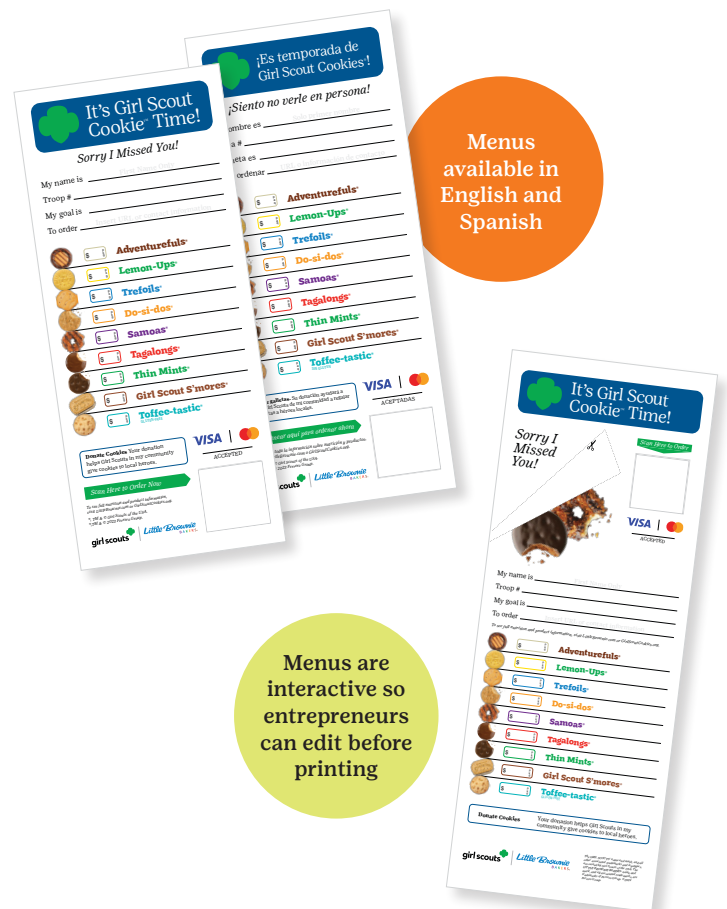
They fit easily into plastic holders on lanyards so they're protected from all types of weather.

Entrepreneurs can wear them at booths and encourage customers to scan their QR code to visit their Digital Cookie® site to make a purchase and bookmark their site for future purchases. It's especially handy if booth inventory in a certain variety is running low!

Girl Scouts can also pop them into their backpacks for customers to scan anytime.

Lanyard inserts can be personalized with marketing messages and cookie prices.

Menus print 4-to-a-page and can be used as small flyers or leave behinds.



Menus available in English and Spanish

Menus are interactive so entrepreneurs can edit before printing

Materials have a place to add QR codes for easy online purchasing.

[LittleBrownie.com](http://LittleBrownie.com)





# Cookie Rewards Goal Chart

50 BOXES



Bamboo Comb -OR-  
Embracing My Inner Chef Spoon Set

100 BOXES



Bamboo Dangler with Two Pop-in Charms  
-OR- Panda Hair Towel/Hat

150 BOXES



Cooling Headband -OR-  
Panda Playing Cards

200 BOXES



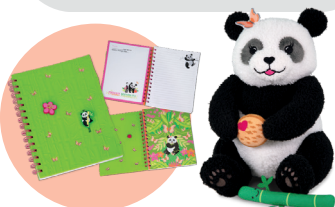
Bamboo Crossbody Bag  
-OR- Panda Do-Si-Dos Shirt

300 BOXES



Embracing My Inner Chef Apron  
-OR- Mini Panda Plush

400 BOXES



Charm Collector Journal with Pop-in  
Charms -OR- "Měi Lán" Panda Plush

550 BOXES



Movie Mornings  
-OR- Popcorn Maker

700 BOXES



Do-si-dos® 18" x 10" Corduroy Duffle Bag  
-OR- Maker Space Event

875 BOXES



Cookie Boss -OR- Free Week at Day  
Camp -OR- White Noise Machine

1000 BOXES



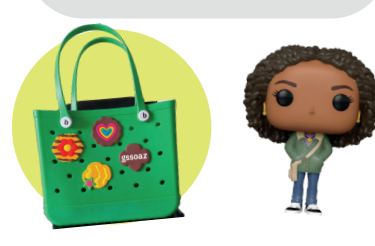
Pickle Ball Set and Program -OR-  
Fluent Pet -OR- Waffle Maker

1250 BOXES



Skin Care Fridge -OR- Cooking with E  
Virtual Program and Colander Set

1500 BOXES



Tote Bag with Girl Scout Charms -OR-  
Personalize Your Own Funko Pop

1750 BOXES



Rock-n-Roll Splash Bash -OR-  
Free Week at Camp Whispering  
Pines -OR- Stand Alone Hammock

2000 BOXES



SECOND CHANCE Cookie Boss  
-OR- Kindle with 3 Months  
Kindle Unlimited

2500 BOXES



Great Wolf Lodge -OR-  
Electric Drum Set with Lessons -OR-  
Stand Mixer

3250 BOXES



Pizza Oven -OR- Dyson Hair Tools  
and Sephora Skin Care Lesson

5000 BOXES



International  
Travel -OR-  
Handheld  
ASUS Game

TOP SELLER



CEO for the Day

Hey AMAZING  
volunteers!

girl scouts  
of southern arizona

4300 E Broadway Blvd., Tucson, AZ 85711

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