

Cookie Lingo

Automated Clearing House (ACH)

The method of payment that the Council uses for the cookie program allows the Council to automatically withdraw funds from troop bank accounts to pay for cookie orders and any monies owed to troops. Each troop must sign an authorization for each membership year to allow ACH transactions by the Council. **This is known as a “sweep.”**

Booth Sales

Business owners and store managers permit Girl Scouts, in advance, to sell Girl Scout Cookies in front of their stores from January through March. Use the Booth Sites tab in eBudde for booth selection or to add a troop booth.

Care to Share

Refers to the Council Gift of Caring Project (formerly known as Cookies for Heroes). Girl Scouts can ask customers to donate. The customer does not select the variety of cookies, and the troop does not use physical cookies. These donations are recorded in eBudde, and the 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, local educators, and community members in need.

Case

A case contains 12 individual packages (packages are also referred to as boxes) of the same variety of Girl Scout Cookies.

Cookie Cupboard

A location where troops can pick up additional packages or cases of Girl Scout Cookies. Cookie Cupboards are geographically dispersed throughout the Council and run by Girl Scout volunteers known as Cookie Cupboard Managers.

Cookie Dough

Part of the Girl Scout rewards program. Girl Scouts can select earned rewards and, at specified reward 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 Girl Scout Cookies.

Cookie Sale Audit

The Council attempts to verify that all ordered Girl Scout Cookies, Cookie Cupboard transactions, and ACH payments are correct on each Troop Sales Report. Troop cookie

records should be retained by troop leadership for three years.

Digital Cookie (DC)

Also known as Digital Order Card (DOC), DC is an opportunity for customers to buy Girl Scout Cookies online from a Girl Scout's personalized website.

eBudde

Internet-based product sales software that tracks sales, inventory, booth sites, booth scheduling, rewards, and payments. Every facet of the Girl Scout Cookie Program can be managed within eBudde.

Initial Order (IO)

The Initial Order is submitted via eBudde by the Troop Cookie Manager in December before the Girl Scout Cookie Season starts. These Girl Scout Cookies will be used to fulfill orders received for girl delivery through DOC in early January, the first weekend of booths, and the first few weeks of personal sales by troop members. The Initial Order must be placed in full cases.

Juliette Mentor

An adult volunteer who operates as a Troop Cookie Chair for Girl Scouts in their family participating in the Cookie Program as a Juliette.

Little Brownie Bakers

Our Girl Scout Cookie bakery partner is in Louisville, KY. Only two bakeries produce all Girl Scout Cookies in the USA; the other baker is ABC Bakers.

Opt-out

Troops can make a unanimous decision to not receive any rewards, reward experiences or dough for extra proceeds.

Participation

A Girl Scout reaches the participation level by achieving sales of at least 36 packages. Troop participation is achieved when five troop members sell at least 36 packages each. A troop must reach participation level in the Fall Product Program and the Cookie Program of the same membership year to be eligible for additional money-earning activities.

Per Girl Average (PGA)

Determined by dividing the total number of packages sold within a troop by the number of Girl Scouts in the troop participating in the Girl Scout Cookie Program.

Service Unit Product Mentor

A Girl Scout volunteer who supports troops in their Service Unit during the Girl Scout

Cookie Program.

Troop Cookie Chair

A Girl Scout volunteer who ensures all coordination aspects, including caregiver support, money management, eBudde database management, and inventory management, for their troop during the Girl Scout Cookie Program.