

girl scouts
heart of central
california



2024 Troop Cookie Manager Guide





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Need Help?
 Smart Cookies Tech
 800.853.3730
 ABCSmartCookieTech@hearthsidefoods.com

Check out our **Just in Time Trainings** for additional Smart Cookies Help
www.girlscoutshcc.org/resources

GSHCC Customer Care
 customercare@girlscoutshcc.org
 Please include troop number, Girl Scout names, order numbers (if applicable) and a brief description of question/concern
 916.452.9181 or 800.322.4475



Axolotls can completely regenerate lost limbs + organs. Wow!

Life span: 10 years+

“Axolotl” means “water dog” in native Aztec language.



Wide range of color + camouflage abilities!

Axolotls are critically endangered amphibians.

Axolotls are 1,000 times more resistant to cancer than mammals.



In the wild, they are found in only one lake in the whole world!
 Lake Xochimilco, Mexico.

Axolotls are neotenic, which means they never outgrow the larval stage.



What's New



Raspberry Rally

Last year's Raspberry Rally cookie has been paused for the 2024 cookie season. GSUSA and ABC Bakers are working together to make the online only cookie ordering experience better based on customer feedback.

Cookie Share Rewards

Girl Scout Cookies purchased through "Cookie Share" are donated to Blue Star Moms, local food banks and other local nonprofits by GSHCC. Girl Scouts will receive credit for cookie donations, as will the troop. Girls who participate in our Cookie Share Program are eligible for three reward opportunities!



Shipping Subsidy

GSHCC is excited to offer a shipping discount for Direct Ship orders. All customers who place a Direct Ship order from January 12-14 will receive \$5 off their shipping fees.

Digital Cookie®

Exciting news, your online Girl Scout Cookie® sales platform is getting a revamp! We're moving your online cookie sales to a platform called **Digital Cookie®**. Going forward, you will be using the new Digital Cookie application to sell cookies to customers online, track progress towards a goal, and manage sales. Selling Girl Scout Cookies® online and reaching your goals just got easier!

Please note: Cookie volunteers will still utilize Smart Cookies™ for cookie business management tasks like sourcing additional cookies for the troop and allocating cookie sales.

Digital Cookie® features make selling cookies a fun, universal experience for all entrepreneurs.

For Girl Scouts/Troops:

- Troops can customize their site with the same marketing tools available on a Girl Scout's site with stories, sales pitches, a photo or a video.
- Customizable Girl Scout pages allow customers to read your story and sales pitch and view your profile image or video.
- Cookie Business Badges and Family Entrepreneur Pin requirements are integrated into the system to reinforce the importance of badge work and the Girl Scout experience within the cookie program.
- Girl Scouts can send "cheers" to one another by choosing from an assortment of encouraging and congratulatory images.
- Girl Scouts can make sales on the go at cookie booths



For Parents:

- The option to turn girl delivery off for customers based on family preferences and cookie availability.
- The ability to turn cookie varieties on or off to match available inventory.

For Costumers:

- Customers can order and pay for cookies online and pick them up at a booth.
- All consumers will have the same checkout process when using an individual Girl Scout or troop link, ensuring a unified experience across the Girl Scout brand.



Cookie Calendar

Activity	Date
2024 Girl Scout Cookie Program Begins	January 12
Booth Lottery begins	January 14
Booth Lottery ends	January 17
First-Come, First-Served Booth Reservation 1 begins	January 21
First-Come, First-Served Booth Reservation 1 ends	January 24
Initial Order ends	January 28
First-Come, First-Served Booth Reservation 2 begins	January 28
Initial Order and Early Recognition Order due from troops	January 29
Proceed Plan deadline	January 29
ACH Authorization Forms due	January 29
ACH Pre-Authorization Charge	February 1
First-Come, First-Served Booth Reservation 2 ends	February 7
First-Come, First-Served Booth Reservation 3 begins	February 8
SU Mini Drops	February 15-22
National Girl Scout Cookie Weekend	February 16-18

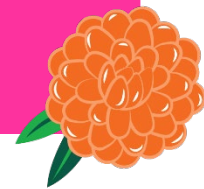


Activity	Date
Mega Drop North	February 17
Mega Drop South	February 19
Booth Sales begin	February 23
Cookie Cupboards Open	February 23
ACH Withdrawal #1	March 7
2024 Girl Scout Cookie Program ends	March 17
Main and Troop Recognition Orders due from troops	March 20
ACH Withdrawal #2	March 21
Cookie Collection Forms Due	March 25
ACH Withdrawal #3	March 28
Rewards distributed to service units	Mid-May
Troop Treasure distributed	End of May
Last day for SU to report reward discrepancies to GSHCC	May 27
Cookie Experiences	May - July

Volunteers are responsible for meeting all deadlines. GSHCC is unable to make edits or changes to rewards or orders after the posted deadlines.



The 5 Skills



The Girl Scout Cookie Program teaches girls The 5 Skills. While these skills are an integral part of the Girl Scout Leadership Experience (GSLE), remember that each girl participates for different reasons. It is important to engage families in goal setting and discovering their motivation for participating.

Goal Setting

Girls set cookie sales goals and, with their troop, create a plan to reach them. Girls need to know how to set and reach goals to succeed in school, on the job, and in life.

Decision Making

Girls decide where and when to sell cookies, how to market their sale, and what to do with their earnings. Girls must make many decisions, big and small, in their lives. Learning this skill helps them make good decisions.

Money Management

Girls develop a budget, take cookie orders, and handle customers' money. Girls need to know how to handle money—from their lunch money to their allowance to (someday) their paycheck.

People Skills

Girls learn how to talk (and listen!) to their customers, as well as learning how to work as a team with other girls. This helps girls do better in school (on group projects, on sports teams, and on the playground) and, later, at work.

Business Ethics

Girls act honestly and responsibly during every step of the cookie sale. Employers want to hire ethical employees—and the world needs ethical leaders in every field.

Use badge and pin activities to expand each skill. Remember badge work isn't designed to be completed in one troop meeting; start building on pieces of the badge and complete it throughout the year. Girls and troops can also participate in activities offered by council staff which are listed on the Activities page of www.girlscoutshcc.org/activities.

When girls sell Girl Scout Cookies, they utilize The 5 Skills and learn to think like entrepreneurs.

girlscouts

Entrepreneurship Badges & Pins

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

	Cookie Business		Financial Literacy		Cookie Entrepreneur Family	Entrepreneur
Daisy	My First Cookie Pinwheel	Cookie Goal Setter	Money Reporter	My Money Choices	Year Land 2 Cookie Entrepreneur Family Pin	Toy Business Designer
Brownie	My Cookie Customers	Cookie Decision Maker	Budget Builder	My Own Budget	Year Land 2 Cookie Entrepreneur Family Pin	Booklet Entrepreneur
Junior	My Cookie Team	Cookie Collaborator	Budget Maker	My Money Plan	Year Land 2 Cookie Entrepreneur Family Pin	Business Ambassador
Cadette	My Cookie Venture	Cookie Market Researcher	Cookie Innovator	Budget Manager	My Money Habits	My Dream Budget
	Year 1, 2, and 3 Cookie Entrepreneur Family Pin		Year 1, 2, and 3 Cookie Entrepreneur Family Pin		Business Creator	
Senior	My Cookie Network	Cookie Boss	Savvy Server	My Financial Power	Year Land 2 Cookie Entrepreneur Family Pin	Business Startup
Ambassador	My Cookie Business Success	Cookie Influencer	Financial Planner	My Financial Independence	Year Land 2 Cookie Entrepreneur Family Pin	Entrepreneur Accelerator

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Troop Cookie Manager Responsibilities



Before the Program

- Encourage your troop! They will respond to your enthusiasm
- Ensure all participants in your troop are registered for the 2024 member year
- Complete training for the 2024 cookie program
 - If completing in gsLearn, provide service unit a copy of your completion certificate
- Share your contact information and availability with participants
- Pick up program supplies upon training completion and prior to the start of the program
- Ensure all participants complete a Cookie Permission Form
 - Hold on to these until the end of the program; you will not turn in unless you need to submit a Cookie Collection Report
- Submit an ACH Authorization Form
 - Troops who participated in the 2023 Girl Scout Cookie or Fall Product Program will have their information automatically uploaded and do not need to complete the form unless banking information has changed
- Host a troop meeting to share important program information and deadlines
- Work with troop leader(s) to:
 - Talk about The 5 Skills and what motivates each participant
 - Encourage participants to set goals
 - Schedule a goal setting session; troop should set a goal and so should each participant
- Share ideas you have for new booth sale locations or other sales strategies with your service unit



During the Program

- Mentor and support participants and caregivers by:
 - Sending out important notifications as the program progresses
 - Being the first point of contact for questions, showing best practices and helping with caregiver engagement
- Keep up to date with bi-weekly emails, emails sent from the Product Program Department, Rallyhood updates, and news on our website
 - Cookie managers must be opted in for and read program email
- Schedule and organize booths; communicate dates and ensure participants know when and where they are scheduled
- Ensure all participants are following all safety guidelines
- Keep accurate troop inventory
- Deposit funds early and often into troop account
- Order additional inventory as necessary
 - Work with your service unit for help ordering if you need guidance

After the Program

- Ensure you assign sold inventory to girls in Smart Cookies to maximize rewards
- Ensure troop balance is zero after the final ACH withdrawal
- Save copies of recommended reports prior to cookie sales platforms closing for the season
- Encourage participants to save their customer list for next year
- Count rewards upon receipt and report discrepancies within 24 hours
 - Service units must report all discrepancies by May 27; after this date, ABC Bakers is unable to replace rewards
- Pick up and distribute rewards promptly
- Give Troop Treasure card to troop leader (if earned)
- Remind participants to thank their customers





Program Supplies

Being organized and prepared for the Girl Scout Cookie Program lets the girls and caregivers in your troop know that you are ready to lead them in a successful cookie program. Their confidence in the troop cookie manager and troop leader allows the girls to focus on their goals.

Program Supplies

- Cookie Permission Form – one per participant
- Cookie samples – one package per troop
- Money envelope – one per participant
- Order card – one per participant
- Receipt books – three per troop
- Troop Cookie Manager Guide – one per troop
- Troop envelope – one per troop

Online Resources

- ACH Authorization Form
- Booth guidelines, worksheets and additional resources
- Caregiver Guide
- Cookie lineup and nutritional information
- Cookie Managers of GSHCC rally in Rallyhood (www.rallyhood.com/36401)
- Cookie Permission Form (digital and PDF)
- Just in Time trainings (designed to walk you through Digital Cookie and Smart Cookies)
- Marketing Materials (door hangers, thank you notes, etc.)
- Online training (accessed through gsLearn in MyGS)
- Reward experience dates and information
- Digital copies of printed program supplies
- Rally Guide
- Safety Tips for Online Marketing



Rallyhood is a great place for resources, collaboration, and general questions. Member or troop specific questions must be sent to Smart Cookies or GSHCC Customer Care as applicable.



Ways to Participate in the Girl Scout Cookie Program

Ready to help your Girl Scouts get the most out of cookie season? No matter how they take part in the Girl Scout Cookie Program, they'll grow their people skills, learn to set goals, make smart decisions, and so much more. Talk with them about which options they're excited to explore this year!



Text or Call Friends and Family

Is this your Girl Scout's first time running their own cookie business? Texting or calling friends and family is a great way to help them feel comfortable connecting with cookie customers. If your Girl Scout has a busy schedule, this is a flexible option.

Digital Cookie®/Smart Cookies™

Is your Girl Scout ready to take their digital marketing skills to the next level? With the Digital Cookie/Smart Cookies platform, Girl Scouts can ship cookies directly to customers, accept orders for cookie donations, or schedule an in-person delivery. And your Girl Scout can reach their sales goals no matter what their schedule is like.

Door-to-Door Deliveries

Going door-to-door is a great way for your Girl Scout to perfect their sales pitch! Get out in your community and sell in your own neighborhood. Use door hangers and business cards for customers who aren't home. They'll also grow their people skills by meeting new neighbors (with the necessary adult supervision, of course).

Cookie Stands

Would your Girl Scout feel more comfortable on their own turf? Cookie stands, similar to lemonade stands, are set up in front of a residence on private property, where they'll market their cookies to customers in their neighborhood. They're a great way to ease more introverted girls into connecting with their communities. This can be fun for the whole family!

Cookie Booths

Cookie Booths are a great way to interact with new customers, develop teamwork, and have fun. Troops or groups of Girl Scouts work together to market their cookies outside a preapproved location (like a grocery store, mall, bank, or even a drive-through booth in a parking lot) where they can practice their business skills with new customers.

Note: cookie booths must be coordinated by troop cookie managers; may only happen at council-approved locations; and must be legally open to, accessible, and safe for all girls and potential customers.)

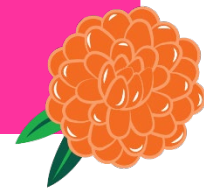
Connect With Your Community

The possibilities are endless! Girl Scouts team up with their parents/caregivers to sell cookies to their employees and coworkers, at places of worship, and at community groups. From preparing a corporate pitch to selling cookies in bulk to car dealerships, real estate agents, or financial institutions, there are so many ways to grow your cookie business.

Participating in the cookie program helps power Girl Scouts' adventures throughout the year. It's also a fun way to learn important skills for future careers and in life including goal setting, decision making, money management, people skills, and business ethics.



Cookie Share



Cookie Share is a great way for girls, troops, and customers to give back. GSHCC partners with Blue Star Moms, local food banks, blood drives, and other local organizations for Cookie Share donations. Blue Star Moms sends donations provided by GSHCC to active duty military.

Why participate in Cookie Share?



- Great way to support members of active military and your community
- Allows customers to support the Girl Scout Cookie Program even if they don't want to buy cookies for themselves
- Participants who sell *15 packages* towards Cookie Share will earn the Cookie Share patch
- Participants who sell *30 packages* towards Cookie Share will earn a boost bar that fits on the theme key ring
- Participants who sell *50 packages* towards Cookie Share will earn a boost bar that fits on the theme key ring
- All Cookie Share rewards can be earned on the Older Girl opt-out plan
- Cookie Share donations are “virtual” and will be given directly to organizations which GSHCC partners with. They will not be added or taken out of a troop's physical inventory
 - The troop will be financially responsible for these cookies. Cookie Share donations are \$6
 - Troops cannot collect any donations that are not allocated towards Cookie Share (see Volunteer Essentials for more information)
- Cookie Share donations purchased via Direct Ship do not need to be added by cookie managers
 - These are automatically credited to girls and are not shipped to customers. GSHCC handles distribution at the end of the cookie program



**Boost bars fit on the Theme Key Ring (earned by selling 360+ packages)*

Community Donations

Troops and girls can set aside physical inventory if they wish to coordinate donations to community organizations on their own. Troops and girls are responsible for identifying the organization they will be donating to and for distribution. These types of donations are not entered as Cookie Share and do not count towards the Cookie Share rewards.

Proceeds and Rewards



Service unit cookie teams should be familiar with the proceeds and reward plans. Ensure all troops and Juliettes in your service unit create all Recognition Orders and that you submit at the service unit level. Rewards cannot be ordered for troops without Recognition Orders. Please distribute all reward to troops as quickly as possible.

Troop Proceeds and Girl Rewards

- Troops earn \$1.00 per package sold
- Girls can earn patches, experiences and reward items
- Troops can earn Troop Treasure

Optional Older Girl Proceeds and Rewards

- Available only to troops with all members registered as Cadettes, Seniors and/or Ambassadors
 - Multi-level troops with registered Dasiy, Brownie and Junior members and Juliette participants do not qualify

- Girls must unanimously vote for Older Girl Proceeds Plan option
- Troops earn \$1.10 per package sold
- Girls can earn patches only
- Troops can earn Troop Treasure

Recognition Order Deadlines

- Recognition orders must be submitted at **troop level** by the following dates:
 - Early Recognition Order – January 29
 - Main Recognition Order – March 20
 - Troop Recognition Order – March 20

Early Reward

- The Early Reward is available to all on all proceed plans
- All participants who sell 195+ packages in their Initial Order will earn a color-changing camp light
- Will be mailed to the service unit cookie manager for distribution
- Ensure all reward inventory received is counted prior to distribution
 - Troops must communicate discrepancies to service unit cookie managers within 24 hours

- All reward discrepancies must be resolved no later than May 27, 2024; ABC cannot replace rewards after this date

Rewards Experiences

- Rewards experiences, dates, and descriptions will be available on www.girlscoutshcc.org/rewards and in Rallyhood by January 2024
- Unless otherwise stated, all experiences are for girls only and lead by trained GSHCC staff and/or affiliated GSHCC program partners
- Rewards experiences are designed to meet all Safety Activity Checkpoint guidelines, Volunteer Essentials requirements and IRS guidelines
- If a girl cannot make it to her earned experience, she can attend/receive the alternate experience/item (if available); if the girl cannot attend the alternate experience there is no replacement
- In the event that in-person experiences must be canceled due to COVID-19, girls will earn the alternate experience and/or physical item offered for each level
- The 2024 Camp Menzies Voucher can only be used during the 2024 camp season, up to a five day session for a girl or a troop/family camp session for a girl and one chaperone. Voucher cannot be rolled over to another camp, season and cannot be substituted for any other item

Lucy + Lottie the axolotls are wishing you a gill-y successful Girl Scout Cookie® season!

Troop Treasure

What is Troop Treasure?

Troop Treasure is an additional way for troops to earn funds towards supporting their Girl Scout Leadership Experience (GSLE).

- Troop Treasure is an *additional troop incentive* earned based on each troop's per girl average (PGA)
- Funds are for the whole troop, regardless of participation in the cookie program
- May be applied towards GSHCC sponsored events listed in the Activities Calendar, membership registration fees, and in-store GSHCC shop purchases
- Will be sent to each troop's registered cookie manager
 - Troops must ensure receiving names and addresses are correct in MyGS and Smart Cookies
- Troops with outstanding cookie balances are not eligible to earn



How do troops earn Troop Treasure?

Troops can earn Troop Treasure based on their troop's per girl average (PGA) for girls selling. Troops can view their PGA on their Smart Cookies dashboard and in the Troop Recognition Order. Troop Treasure will be awarded based on each troop's PGA and the number of girls selling.

What does that mean?

Troop PGA is calculated based on the total number of packages a troop sells, divided by the number of girls selling. For example, let's take a look at troop A. They have 15 girls registered but only 10 girls are selling. They did awesome and sold 3,000 packages of cookies, which means they have a PGA of 300 (3,000 packages divided by 10 girls selling). That means they will earn \$400 in Troop Treasure (\$40 multiplied by 10 girls selling).

PGA	\$/girl selling
250+	\$30
300+	\$40
350+	\$50

Troop Treasure earned in the 2023 Girl Scout Cookie Program will expire on April 31, 2024. Troop Treasure earned in the 2024 Girl Scout Cookie Program will expire on April 31, 2025. Troops are responsible for using all Troop Treasure funds prior to expiration.



Initial Order

Your Role

- Collect the total packages sold by variety from each girl
 - **Important:** Inventory needed for Girl Delivery orders must be included in each girl's Initial Order. Direct Ship orders are not included in the Initial Order as they are shipped to customers directly
- Clarify each participant's orders for accuracy if you have questions
- Remind girls that money is collected at the time of delivery for in-person orders, with the exception of Cookie Share
 - This is different from the fall product program
- Remind girls they can continue to take order card sales
 - You may want to order additional cookies in your Initial Order to cover these
- Initial Order should include order card sales plus amount estimated for troop's first 4-6 booth opportunities
- Order is submitted in PACKAGES
 - Will automatically be rounded to full cases (excluding Cookie Share) and will show in the EXTRAS section
- Once you submit your order, you will not be able to edit
 - All cookies ordered are the financial responsibility of the troop and are non-refundable
- Create and submit an Early Recognition Order after Initial Order is submitted
- Your service unit and GSHCC is unable to modify orders after Tuesday, January 30

Gluten-Free Cookies



Any gluten-free cookie orders placed using the online submission in October 2023 will be added to Initial Orders by GSHCC after orders are submitted. Stickers will be available online to place on order cards to let customers know if a girl's troop will have the gluten-free cookie. Gluten-free orders are in full cases only.



Cookie Drops



Initial Orders will be picked up at your Cookie Drop (Mega Drop or Mini Drop depending on your service unit). Troops must pick up their Initial Order at their scheduled location and date.

If your service unit attends Mega Drop, more information will be available at www.girlscoutshcc.org/MegaDrop in February. Service units coordinating Mini Drops are responsible for sharing event specific information with troops.

Inventory Discrepancies

Troops should count their inventory prior to distributing cookies to girls. Inventory received should match the inventory sheet provided at the Cookie Drop event. To resolve inventory discrepancies, troops must send an email to customercare@girlscoutshcc.org no later than 24 hours after their cookie pick-up with the following information:

- Troop number
- Type of discrepancy (shortage, overage, or damage)
- Varieties and amounts (cases or packages)

Troops will receive an email with instructions. Emails must be printed and presented at a local Cupboard. It is recommended that troops contact their preferred Cupboard ahead of time to verify inventory availability.

Types of Discrepancies

- Shortages: Troops will receive a confirmation to pick up any shortages at a local Cupboard. Shortages must be picked up within one week
- Overages: Troops will have the option of getting any extra inventory transferred to their troop or returning to a local Cupboard. Troops will receive a confirmation to return inventory at a local Cupboard. Inventory should be returned

within one week. Inventory being kept by the troop will be transferred within one week

- Damages: Inventory that has been damaged and can no longer be sold (eg. packages are crushed and cookies are crumbled). Damages must be exchanged at a Cupboard within one week

Mega Drop Cupboard

Remember that girls will continue selling after the Initial Order deadline. If troops need additional cookies after the Initial Order is submitted and are attending Mega Drop, they can place a Planned Order for the Mega Drop Cupboard. Cookies will be included with the Initial Order and will be picked up together at Mega Drop. The deadline for Mega Drop Planned Orders is Sunday, February 4.

How much can I pickup in my vehicle?

Compact car	23 cases
Hatchback car	30 cases
Standard car	35 cases
SUV	60 cases
Station Wagon	75 cases
Minivan	75 cases
Pickup truck	100 cases
Cargo van	200 cases

Booth Reservations



Lottery Round

- Troops will be able to pick from locations within your service unit boundaries only
- Service units paired with another service unit will be in a district in Smart Cookies and will share booth opportunities
- January 14–17: Troops can select 10 booth preferences in Smart Cookies.
 - Will open at 7 p.m. on January 14
 - Will close at 11:59 p.m. on January 17
- Troops should vary their booth preferences by location, date and time
- Troops will be awarded 2 of the 10 requested booth opportunities
- May be awarded up to one premium site, but it is not guaranteed
- Avoid selecting only premium booth sites; Troops will only be awarded up to one premium booth site
- Not on a first-come, first-served basis; reservations awarded at random in Lottery system
- Troops will receive emails from Smart Cookies on January 18 notifying them of booth appointments they were awarded, if any

Premium Sites are high traffic locations like Walmart, shopping malls, etc. and will be marked in Smart Cookies with a P when viewing booth options. These locations are limited and marked Premium in order to allow for more troops to have access to the opportunity. It is the service unit cookie manager's responsibility to identify premium locations and mark them as such in Smart Cookies when entering booth locations.

If a troop cannot attend their scheduled booth appointment, they are required to cancel in Smart Cookies as soon as possible. The booth sale schedule is shared in the national Girl Scout Cookie Finder. Customers searching for Girl Scout Cookies are directed to booth locations that show troops scheduled in Smart Cookies. Canceling unwanted booth locations gives other troops the opportunity to fill the time slot and limits customer frustration. The troop will also receive a cancellation email when a booth reservation is canceled. **Troops who do not cancel booth reservations in the system risk losing booth privileges.**

First-Come, First-Served (FCFS)

Locations and time slots are offered on a first-come, first-served basis and are available council-wide.

Round 1

- Opens Sunday, January 21 at 7 p.m.
- Closes Wednesday, January 24 at 11:59 p.m.
- Troops can secure up to four booth appointments; only two may be premium locations

Round 2

- Opens Sunday, January 28 at 7 p.m.
- Closes Wednesday, February 7 at 11:59 p.m.
- Troops have the opportunity to secure up to 20 booth opportunities; only ten may be premium locations

Round 3

- Opens Thursday, February 8 at 7 p.m.
- Remains open until the end of the cookie program.
- Troops are able to secure an unlimited amount of booth appointments, including premium locations



Troop Secured Booths



What is a Troop Secured Booth?

A Troop Secured booth is a location that is secured by a troop for a limited number of timeslots (limited to no more than ten dates/times in two hour blocks per location, for a total of 20 hours) at a location that a troop thinks would be a good selling opportunity and is not already a service unit secured site. Troop secured booths are subject to the same rules and guidelines as service unit and council secured booth locations. These booths must be entered into Smart Cookies using the Troop Secured Booth tab and will be reviewed by GSHCC. Troops will receive an email from Smart Cookies within three business days letting them know if their booth request has been approved or denied (starting February 12).

Guidelines

- Must be reviewed and approved by GSHCC or service unit cookie managers
- Must show as approved in Smart Cookies prior to troops hosting booth
- Locations will show as Pending under Troop Reservations section of Smart Cookies until it is reviewed. Once GSHCC reviews, status will change to Approved or Denied.
- If a booth submission is denied, the troop will receive an email stating denial reason
- Submissions less than one week in advance of requested date may be denied due to insufficient approval time
- Locations must provide written permission, to be provided upon request
- Troop Secured Booths cannot be within half a mile of a service unit secured site
- GSHCC and service unit secured booths have priority in the event that a troop secured booth is scheduled during the same time and/or in close proximity to another location.
- Troop Secured booths must be within council jurisdiction
- Lemonade Stands are not submitted as Troop Secured Booths
- Must follow all booth dates and guidelines

If a location would like to offer more dates/times than allowed for a troop, they will be asked to open up the opportunity to all GSHCC troops.



Preparing For Booth Sales

Your Role

- Know the Girl Scout booth sale guidelines
- Keep track of inventory and funds
- Use the Smart Booth Divider; This will provide you historical data for future years
- Review the safety guidelines in Volunteer Essentials and Safety Activity Checkpoints
 - Only registered Girl Scouts may attend booth sales
- Encourage participants to decorate booths

How to Prepare

The troop cookie manager is responsible for reserving booths, preparing participants and caregivers for booths, scheduling participants for each site and making sure the sales are accurately recorded.

Troops should bring:

- Assortment of cookies
- Table, chairs (if allowed on property)
- A cash box or apron with change available
- A data-enabled device logged in to Smart Cookies to accept credit card payments
- Booth Sale Worksheet
- Copy of the booth sale guidelines
- Print out of booth confirmation in Smart Cookies
- First aid kit

Optional:

- Decorations
- Hand sanitizer
- Gloves

Financial Transactions at Booths

- Accepted forms of payment are:
 - Cash
 - Credit Card
 - Checks discouraged in order to minimize troop's liability

Booth Guidelines

- 1-4 girls and 2 adults required at all times
 - Only registered Girl Scouts may attend booth sales
 - Minimum of 2 adults required for all Girl Scout activities
 - At least one volunteer must be a registered volunteer with background check
 - At least one female volunteer
 - Booth cannot be hosted with one adult
- Can only be set up at locations that are entered and approved in Smart Cookies
- Booth sales should be girl-led
- Recommended to wear at least one official uniform item, but not required
- Participants must have submitted Permission Form
- Customers should be approached when they are exiting establishments
- Leave the place better than you found it
- Arrive and depart booths on time to ensure other troops can set up for their reservations.
- No selling on public streets. Wagon sales are only allowed in residential areas.
- No blocking the entrance or exit of an establishment
- Cash boxes should not be out in the open or unattended
- Sell only Girl Scout cookies at booths
 - Raising funds for other organizations at booths is not permitted
- Have fun!



Booth Inventory

\$6 per package

12 cookie packages per case

How much should I order?

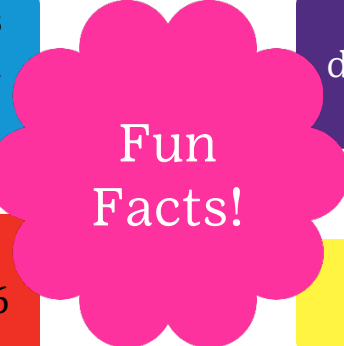
Keep in mind variables that could impact booth sales, such as, time and day of week, location, and weather. Based on average sales (three year trend), we recommend you order based on the below mixture:

All Locations/All Varieties	Average sales per 2 hour time slot
First Friday	124
First Saturday	121
First Sunday	103
First Week (Mon-Fri)	103
Second Saturday	100
Second Sunday	92
Second Week (Mon-Fri)	87
Third Saturday	92
Third Sunday	84
Third Week (Mon-Fri)	87
Fourth Saturday	94
Fourth Sunday	85

All Locations/All Dates	Average sales per 2 hour time slot
Adventurefuls	10
Toast-Yay	6
Lemonades	11
Trefoils	5
Thin Mints	25
Peanut Butter Patties	14
Caramel DeLites	21
Peanut Butter Sandwiches	5
Caramel Chocolate Chip	2

The oven that bakes Trefoils® is as long as an American Football field.

A cookie season of Caramel deLites® needs as much coconut as 6 blue whales weigh.



ABC uses enough peanut butter in Peanut Butter Patties® to fill 6 swimming pools.

Girl Scouts have been selling Lemonades® since 2006.

A-lot-l Alternatives to Booth Sales

In addition to booths, we recommend that troops explore alternative ways to get cookies to customers while teaching girls new skills, marketing strategies, and inventory management.

All alternative options must follow booth dates and guidelines



Lemonade Stands

- Held on private, residential property only
- Residential areas such as parks are considered public areas and require approval as Troop Secured Booths
- Cannot be in commercial/business areas
 - Booths in commercial/business areas must be submitted as Troop Secured Booths
- Do not require approval
- Are not entered into Smart Cookies for safety as locations are shared in the National Cookie Finder
- Can have one adult if only one girl is present
- If there are two to four girls present, must have two adults
- Must follow booth guidelines (unless otherwise noted above)

Cookie Drive-Thrus

- Work with service unit and local businesses to secure a safe location and collaborate on advertising these drive-thrus
- Must be entered and approved in Smart Cookies prior to troops hosting the sale
- Share drive-thru locations with your community and invite individuals to visit locations while keeping a safe distance
- Booths must be set up in such a way that girls never approach vehicles in the line of traffic

Walkabouts and Wagon Sales

- Adult supervision is required for Walkabouts and Wagon Sales
- Troops can post flyers or leave door hangers in their neighborhood
 - Resources are available online
- Personal information, such as address, cannot be posted on public pages.

Virtual Booths and No-Contact Deliveries

- Tap into social networks and share cookie links following safety guidelines
 - For safety, links cannot be posted on sites/pages where selling is the primary focus. Includes but not limited to: Craigslist, eBay, Facebook Marketplace, Nextdoor for Sale, etc.
- Encourage girls to get creative and have fun
- Participants should communicate with customers to determine where they would like cookies dropped off



Safety

Girl Scout Safety Practices

- **Show you're a Girl Scout.** Wear the Girl Scout membership pin, vest, sash or other Girl Scout clothing to identify yourself as a Girl Scout.
- **Buddy up.** Always use the buddy system. It's not just safe, it's more fun.
- **Plan ahead.** Be prepared for emergencies, and always have a plan for safeguarding money.
- **Protect Privacy.** Girl Scouts' last names, home addresses, and email addresses should never be given to customers or posted online. Protect customers' privacy by not sharing their information, except when necessary.

In Person Sales

- **Partner with adults.** Girl Scouts must be supervised by an adult and must never sell or deliver cookies alone.
- **Sell in the daytime.** Sell during daylight hours, unless accompanied by an adult.
- **Do not enter any homes or vehicles.** Never enter someone's home or vehicle. Only approach vehicles at designated drive-thru cookie booths.
- **Be streetwise.** Become familiar with the areas and neighborhoods where you'll be selling and delivering cookies. Avoid alleys.
- **Be safe on the road.** Always follow safe pedestrian practices when crossing at intersections or walking along roadways. Be aware of traffic when unloading products and passengers from vehicles.

Digital Sales

- **Be safe online.** Girl Scouts must have their caregiver's permission to participate in all online activities.
- **Participate in Digital Cookie.** Read and abide by the Girl Scout Digital Cookie Pledge.
- **Read and agree.** Read and agree to the GSUSA Internet Safety Pledge.
- **Caregivers' agreement.** Read and abide by the Digital Cookie Terms and Conditions for Parents/Guardians.



Cookie Cupboards



What is a Cookie Cupboard?

- Operated by a GSHCC staff or volunteers who have offered their space and their time to warehouse an inventory of cookies
- All Cupboards are CLOSED on Mondays for inventory days
 - Periodically closed throughout program based on demand
- Inventory cannot be returned or exchanged
- Inventory is based on the Planned Orders placed by troops
- May not be restocked for all varieties towards end of cookie program

What is a Planned Order?

- Placed at a local Cookie Cupboard by 11:59 p.m. on the Sunday before a troop would like to pick it up
 - An order placed on Monday, for example, would be available for pickup Tuesday of the following week
- Help GSHCC accurately stock Cookie Cupboards based on community demand

- List of Cookie Cupboards will be shown at time order is placed
 - Troops pick the location, day and time most convenient for them
- Orders held for 48 hours
 - Orders not picked up within that timeframe will be canceled and cookies made available for other troops

What is an Unplanned Order?

- Picked up at local Cookie Cupboard on a *first-come, first-served* basis
- Only used in the event that troop needs more cookies outside of Planned Order
- At discretion of Cupboard manager
- Contact local Cupboard to check if they accept Unplanned Orders and to check available inventory before visiting
 - Capacity for excess inventory varies by each Cupboard location
- If Cupboard does not have inventory needed, consider contacting another Cupboard or work with another troop to process a Troop to Troop transfer
- Planned Orders take priority over Unplanned Orders

Typical Planned Order Week					
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday
Planned order deadline by 11:59 p.m.	Based on planned order volume, existing cupboard inventories and existing inventory at Master Cupboard (delivery agent), Product Program purchases additional inventory from ABC Bakers by noon on Monday.	Transit Time from ABC Bakers distribution center to GSHCC Master Cupboard.	Transit Time.	Transit Time. Delivery Agent starts delivery routes to Cookie Cupboards council-wide, if inventory is available at their warehouse. Cupboards are stocked based on existing inventory vs inventory needed for Planned Orders.	Monday's order arrives at GSHCC Master Cupboard (may arrive following week as transit time can be 5-7 days). Delivery agent continues Cupboard deliveries, if inventory has arrived. Cookies available for pick-up as early as Friday (check with Cupboard).



Note: Though there may be pick up times available early in the week at local Cupboards, GSHCC suggests troops schedule pick-up for Thursday or later. Due to transit times, Cupboards may not have inventory to fill Planned Orders scheduled for pick-up Tuesday-Wednesday.

Transfer Orders



Maintaining accurate inventory is very important and key to having a successful cookie season. Inventory management is a critical part of the Girl Scout Cookie Program for your troop and the girls involved and directly impacts your troop's bottom line. Anytime inventory is given to someone else, the transfer should be entered in Smart Cookies as soon as possible to facilitate inventory management.

Your Role

- Monitor troop inventory regularly
- Verify all transfers have been entered accurately and in a timely manner
- Smart Booth Divider is highly encouraged for booth sales; Can be used after each booth sale or can divide all booth sale packages at the end of the program
- Do not create negative inventory

What is negative inventory?

- When a troop's on hand inventory shows up as a negative number in the system
- Troop has *transferred out* more cookies than what was in troop inventory
- Make sure all transfers were entered in the system correctly
 - Are Cupboard to Troop, Girl to Troop, and/or Troop to Troop transfers correct? Did your troop receive extra inventory at Mega Drop that was not reported?
- **What happens with negative inventory?**
 - Troops will be contacted to correct their inventory transfers by GSHCC
 - If not corrected by March 24, GSHCC will process Girl to Troop transfers to correct the discrepancy
 - May impact girl rewards

What Is a Transfer Order?

Transfer Orders are how inventory gets assigned to troops and girls in Smart Cookies.

Types of Transfers

Troop to Troop Transfer (T2T)

- Transfers inventory between troops
- Troop transferring *out* will process transfer in system
- Can transfer by individual packages

Troop to Girl Transfer (T2G)

- Transfers inventory to participants within a troop
- Reduces troop on hand inventory and increases each girl's packages sold
- Two types of T2G transfers
 - With financial responsibility in the PACKAGES field: Girls will need to turn in money collected
 - Without financial responsibility in the BOOTH field: Money was collected at a booth
 - Strongly recommended to use Smart Booth divider to distribute packages sold at booth instead of transfer order

Girl to Troop Transfer (G2T)

- Transfers inventory back to troop
- At each troop's discretion
 - Troop can choose to accept or decline excess inventory
 - Some troops may not accept returns

Cupboard to Troop Transfer (C2T)

- Planned Orders convert to C2T transfers once picked up from Cupboard
- Increases troop on hand inventory
- Troops should verify C2T transfers are accurate and entered in timely manner
- Only Cupboard managers can process these order types
- Can only transfer in full cases

Financials

Troops will deposit all monies (including checks) into their own bank account and the troop's balance due will be withdrawn via ACH (Automated Clearing House).



ACH

- Bank account information automatically uploaded for troops who participated in 2023 Girl Scout Cookie and/or Fall Product Programs
 - Verify accuracy prior to first ACH withdrawal
- New troops or troops with new banking information are required to submit ACH Authorization Form by **January 29**
- Pre-authorization charge ensures accounts have been submitted and are valid
 - Will appear as one cent deposit
 - Troops who do not pass pre-authorization will be contacted by GSHCC and will not be able to place Planned Orders
- Payments received for online orders (Direct Ship and Girl Delivered) automatically credited to troops and Girl Scouts
 - Reduce ACH balances due (e.g. Troop owes \$250 to GSHCC, they sold \$100 online, ACH balance would reduce to \$150)
 - Not deposited into troop accounts unless troop is due a refund at end of program
- Troops must notify GSHCC minimum of three business days prior to withdrawal date to request an extension
 - Troops responsible for non-sufficient funds fees (NSF) if extension not requested by deadline
 - Send requests to customercare@girlscoutshcc.org
 - Requests must include troop number and reason for request
 - Meant to help troops needing additional time for fund collection; cannot be used to delay all payments

Payments

- Collected at time of delivery; not at time of order
 - Different than Girl Scout Fall Product Program
 - Cookie Share donations and online orders (Direct Ship and Girl Delivery) are only exceptions

Accepted payment methods:

- Cash
 - Bills over \$20 not recommended
 - Deposit often to prevent loss and theft
- Checks
 - Only accept from friends and family and not in amounts over \$60
- Credit Cards
 - GSHCC will cover Digital Cookie fees for the 2024 cookie program
 - Troops responsible for fees associated with other payment systems

ACH	Date	Amount
Pre-Authorization	February 1	\$0.01 deposit
ACH #1	March 7	25% of balance due
ACH #2	March 21	75% of balance due
ACH #3	March 28	Remaining balance due or deposit for refund



Bounced Checks and Counterfeit Bills

- Troops must notify GSHCC no later than Monday, March 25 if they receive counterfeit bills or bounced checks
- Troops are responsible for fees associated with bounced checks or counterfeit bills
- Steps to follow:
 - Obtain bank letter showing proof of bounced check or counterfeit bill, deposit date, and amount
 - Send copy of letter to customercare@girlscoutshcc.org and include service unit, troop number, cookie manager name and troop leader name
 - GSHCC will follow up with troop regarding potential credit

Theft

- Troops are responsible for safeguarding funds and cookies
- Participants are responsible for funds and cookies in their possession
- Troops must notify GSHCC no later than Monday, March 25 if they experience theft
- Steps to follow:
 - Report theft to service unit cookie team immediately (within 24 hours)
 - Report theft to local authorities (within 24 hours) and obtain copy of report
 - Consider filing claim with insurance company. GSHCC is not responsible for any associated deductibles
 - Send supporting documentation to customercare@girlscoutshcc.org and include service unit, troop number, cookie manager name and troop leader name
 - GSHCC will follow up with troop



Misappropriation of Funds

Misappropriation of Girl Scout funds is strictly prohibited. GSHCC reserves the right to pursue collection efforts and/or remove a volunteer or member found to be misappropriating funds. GSHCC reserves the right to remove volunteers for non-compliance/no response to suspected misappropriation inquiries. GSHCC reserves the right to immediately suspend a volunteer if there is reason to suspect misappropriation of Girl Scout funds.

Examples of misappropriation of Girl Scout funds include, but are not limited to:

- Using funds for personal use
- Girl Scout account funds spent without group approval (troop, service unit, etc.)
- Self-reimbursement
- Funds not benefitting the whole troop/group
- Theft/embezzlement
- Non-Girl Scout related purchases
- Co-mingling Girl Scout funds with personal funds

Loss

- If cookies are lost, the troop is financially responsible for those cookies
- It is the caregiver's responsibility when cookies are in participant's possession

Conflict Resolution

These processes are meant to reduce stress and frustration when troops encounter conflicts.



Outstanding Cookie Balances

- Goal is to ensure money earned is used to enhance Girl Scout experience
- GSHCC cannot help recover funds without a Cookie Collection Report submitted by the deadline
- Troops having difficulty collecting funds should follow these steps:
 - Call caregiver to discuss situation; document interactions and attempts to collect
 - Submit Cookie Collection Report by Monday, March 25
 - Include Permission Forms, receipts, log of interactions/attempts to collect
 - Cannot be submitted without permission form
 - ACH balance due will be adjusted prior to final ACH withdrawal
 - Troop will receive credit in amount submitted on collection form, pending proof of balance due
 - Will be listed as **Collection** in the system
 - No payment can be accept from caregivers after submission of collection report
 - GSHCC will work with caregivers directly for payment collection

Product Complaints

If there is a complaint due to the overall quality of the cookies, please visit www.abcbakers.com/contact-us, email ABCSmartCookieBakers@hearthsidefoods.com or 800.221.1002.

Performance Management

When a performance issue is identified, inappropriate behavior is displayed or the troop does not follow program guidelines, GSHCC will bring it to the attention of the volunteer as soon as possible. Concerns reported to GSHCC Customer Care will be addressed using the following steps:

- 1. Coaching:** An informal discussion with the cookie manager and/or troop leader is often sufficient to prompt voluntary corrective action by the volunteer. A summary of the discussion may be given to the volunteer in writing and will be documented in the corresponding caregiver and troop records. Cookie managers will be notified if concern is regarding a caregiver. Service unit will not receive copies.
- 2. Written Warning:** When a troop's performance or behavior necessitates, a written warning will be addressed to the troop with copies to the service unit cookie manager and will be documented in the corresponding troop's records.
- 3. Dismissal:** If the troop's performance continues to deteriorate, an acceptable level of performance is not achieved, or the situation merits, the troop will no longer be allowed to participate in the cookie program and/or volunteer will be removed from their role.



Wrapping Up the Program

Your Role

- Assign all sold inventory to participants
- Create and submit the Main and Troop Recognition Orders by March 20 at 11:59 p.m.
 - Rewards cannot be ordered for troops without recognition orders
- Troops with outstanding cookie balances will go into collection process and will not receive Troop Treasure (if earned)
- Count all rewards upon receipt and prior to distribution
- Print copies of recognition reports for each troop to facilitate distribution
 - Count items with girls at time of pick-up
 - Save signed copy of report for your records
- Reward discrepancies:
 - Troops must notify service unit within 24 hours and must resolve with them directly
- Rewards must be distributed to participants as soon as possible
- Download and save copies of troop balance and recognition reports

Service unit cookie teams and GSHCC are unable to make changes to Recognition Orders after March 24

Thanking Customers

Remind girls to find a special way to say “thank you!”—whether through a thank you video or a personalized note, Girl Scouts will want to show their customers some appreciation!



Product Program Terminology

ABC Bakers: One of two bakers licensed by Girl Scouts of the USA to provide cookies for the Girl Scout Cookie Program.

Automated clearing house (ACH): The electronic transfer of money from one bank account to another via computer-based systems, without the direct intervention of bank staff.

Bakers: The licensed companies that supply Girl Scout Cookies to councils. There are two licensed bakers, ABC Bakers and Little Brownie Bakers. Cookies with the same flavor profile may have different names depending on baker of origin (e.g. Samoas are from LBB and Carmel deLites are from ABC).

Booths: Public location of a stationary sale of Girl Scout Cookies.

Case: Term used for a container of 12 packages of Girl Scout Cookies.

Cookie Permission Form: Form giving permission for a girl to sell cookies and acknowledging caregiver responsibility to pay for all cookies ordered on their behalf.

Cookie Cupboards: Volunteer-staffed or council employee-staffed cookie storage locations (such as warehouses or council offices) where volunteers can pick up cookie restock orders.

Cookie Share: Packages of cookies purchased by customers that GSHCC will deliver to the military or other nonprofits on behalf of our troops. The girls collect the money but do not physically take possession of the cookies.

Delivery agents: The transport companies that handle product delivery for Girl Scout councils.

Digital Cookie: Application used primarily by participants to sell cookies to customers online, track progress towards a goal, and manage sales.

Direct Ship: An online sales platform for Girl Scout Cookies, designed to supplement and enhance the traditional cookie program. Smart Cookies lets customers order cookies through an online system and have their cookies shipped directly to them.

Early Reward: Rewards girls or troops earn based on their first order (Initial Order) placed with their council.

gsLearn: An online learning site that allows for just-in-time training and the ability to track all accomplishments, both online and in person. Learn at your own pace, access additional resources, and repeat info when needed.

Initial Order: This is the first order the council places with its baker for cookies, which includes girls' orders and troops' orders.

Jurisdiction: The geographic area over which a Girl Scout council's authority extends.

National Cookie Finder: Found at www.girlscoutcookies.org; members of the public can type in their type in your zip code to locate a cookie booth near you.

Package: Term for a single container of cookies.

Per Girl Average (PGA): The average number of packages girls sell. This could be determined for a troop. Calculated by taking total packages sold divided by total girls selling.

Registered member: A person who has paid annual dues to be a member of Girl Scouts or is a lifetime member of Girl Scouts.

Rewards: Merchandise or cookie credits given to acknowledge a girl's efforts in the cookie program. Rewards are based on the number of packages sold during the cookie program.

Retail Price: The price the customer pays for a single package of cookies.

Smart Cookies: Application used by troops for cookie business management tasks like sourcing additional cookies for the troop and allocating cookie sales.

The Five Skills: Girls participating in the Girl Scout Cookie Program earn funds for their Girl Scout activities while learning key skills that will help them in business and life. Goal Setting, Decision Making, Money Management, People Skills, and Business Ethics.

Troop proceeds: The portion of cookie earnings that a troop keeps and spends on the items its members decide to fund, for example trips or community service projects.

Troop Treasure: Earned rewards for girls participating in the cookie program, based on sales activity. Troop Treasure can be spent on Girl Scout programs and mission-related items and services such as camping and other events, troop activities, or Girl Scout merchandise.

Warehouse: A large facility that a council may use to store its cookies.

Get your Cookie Booth Swag!



Banner
36"L x 20 1/2"H
\$19.95



Roller Banner
\$5.95



Zippered Money Pouch
\$7.95

Yard Sign Kit
24" W x 16" H
\$12.95



Own Your Magic Lanyard
\$4.00



Table Cloth
60" square \$16.95
72" x 108" rectangle \$19.95



Rolling Cart
\$39.95



Half Apron
\$15.95

Tote Bag
\$6.95

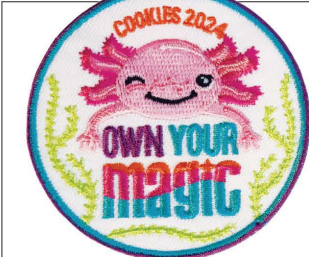


To purchase items listed, call 916.453.5220 or email girlscoutshop@girlscoutshcc.org

OWN YOUR magic

Cookie Program Dates:
January 12—March 17, 2024
Rewards are cumulative!

Goal:



Theme Patch
45+ packages



Custom GSHCC Pin
85+ packages



Charm Bracelet
160+ packages



Small Plush
255+ packages



Achievement Bars
start at 100+
(increments of 100)



and

GSHCC Branded T-Shirt AND
Theme Cookie Key Ring
360+ packages



Large Plush Pillow
475+ packages



GSHCC Branded Hoodie
625+ packages



all 3
items!



Beach Towel, Drybag Backpack,
AND Axolotl Plush Belly Jelly (4 Assorted colors)
775+ packages



Crocs Clogs AND Custom GSHCC Charms
OR iFly STEM Experience
975+ packages



Paddling Experience AND Inflatable Raft
OR 3D Printer Package
1350+ packages



2024 Camp Menzies Voucher
OR Nintendo Switch Lite Gaming Bundle
1750+ packages



San Diego Safari Zoo Experience
OR San Francisco Excursion
OR Record Player AND Music Experience
2800+ packages



iPad AND Design Workshop
OR Crater Lake Roadtrip
4000+ packages










Colors may vary. All reward experiences are designed to meet Safety Activity Checkpoint guidelines.

All events with a green star require an adult chaperone. Events with a pink star are for Cadette, Seniors or Ambassadors only. If in-person experiences must be canceled due to COVID-19, girls will earn the alternate experience and/or physical item offered for each level. The camp voucher can only be used for a 2024 Camp Menzies season (up to a five-day session or any weekend camp session for a girl and one chaperone) and cannot be rolled over to a future year. For more information, please visit www.girlscoutshcc.org/rewards.

Girl Scout Cookies®

2024 Food Allergens Guide



	CONTAINS (Y) OR MANUFACTURED IN A SHARED FACILITY WITH (M)					DOES NOT CONTAIN				CERTIFICATIONS		
	Wheat	Soy	Coconut	Milk	Peanuts	NO High Fructose Corn Syrup	NO Artificial Colors	NO Preservatives	NO Trans Fat	Certified Gluten Free	Made with Vegan Ingredients	Certified Kosher OU-D and Halal
 Adventurefuls®	Y	Y	M	M	M	Y	Y	Y	Y		Y	Y
 Toast-Yay!®	Y	Y	M	M	M	Y	Y	Y	Y		Y	Y
 Lemonades®	Y	Y	M	M	M	Y	Y		Y		Y	Y
 Trefoils®	Y	Y	M	Y	M	Y	Y	Y	Y			Y
 Thin Mints®	Y	Y	M	M	M	Y	Y	Y	Y		Y	Y
 Peanut Butter Patties®	Y	Y	M	M	Y	Y	Y	Y	Y		Y	Y
 Caramel deLites®	Y	Y	Y	Y	M	Y	Y		Y			Y
 Peanut Butter Sandwich	Y	Y	M	Y	Y	Y	Y	Y	Y			Y
 Caramel Chocolate Chip						Y	Y	Y	Y	Y	Y	Y



For complete nutrition facts and ingredients, visit girlscoutcookies.org or www.abcbakers.com for more information.