

**BRAVE.  
FIERCE.  
FUN!**

**girl scouts**   
of west central florida

2025–2026 Girl Scout Cookie Program®

# Caregiver Guide



Dear Girl Scout Family,

This Girl Scout Cookie Season, we are celebrating the spirit and creativity of all Girl Scouts as they sell America's favorite treats and learn to be **"Brave. Fierce. Fun!"**

Whether embarking on a brave new adventure or finding the fierce courage to talk to her first customer, every girl discovers her own sense of fun and confidence through the Girl Scout Cookie Program. Along the way, girls build lifelong skills, friendships, and memories.

The Girl Scout Cookie Program is a council-sponsored, money-earning opportunity that enables troops to earn funds to support their Girl Scout experiences. It also allows family and friends the opportunity to support their Girl Scout's troop and Girl Scouting in their community.

**One hundred percent of the proceeds from the program stay local within our council.**

The theme of this year's program is **Brave. Fierce. Fun!** We can't wait to take this exciting journey with you.

Yours in Girl Scouting,  
GSWCF Product Program Department



**BRAVE.**  
**FIERCE. FUN!**

# Table of Contents

|  |           |
|--|-----------|
| Important Dates .....                                  | 4         |
| New this Year .....                                    | 5         |
| Meet the Girl Scout Cookies.....                       | 7         |
| Five Essential Skills .....                            | 8         |
| <b><u>Selling Excitement!</u></b>                      |           |
| • Ways to Connect with Customers .....                 | 9         |
| • Top Seller Tips .....                                | 10        |
| • Pins & Badges .....                                  | 11        |
| <b><u>Cookie Sales</u></b>                             |           |
| • Gift of Caring and Hometown Heroes .....             | 12        |
| • Reaching Customers .....                             | 13        |
| • Safety Tips for the Girl Scout Cookie Program.....   | 15        |
| • Cookie Booth and What to Expect.....                 | 16        |
| • Registering for Digital Cookie .....                 | 18        |
| <b><u>Finances</u></b>                                 |           |
| • How the Cookie Crumbles.....                         | 20        |
| • Troop Proceeds .....                                 | 21        |
| <b><u>Juliette (Individually Registered Girls)</u></b> |           |
| • Council Credits .....                                | 22        |
| <b>Checklist .....</b>                                 | <b>24</b> |





# Important 2026 Cookie Dates

If you have any questions about cookie dates, please ask your troop leader.

**Jan. 5:** Cookie program begins; girls/caregivers can access the Digital Cookie system

**Feb. 6-9:** Cookies are delivered to troops

**Feb. 6:** Girls begin Cookies on the Spot, Lemon-Ups stands, and mobile booths

**Feb. 13:** Cookie booths open

**Feb. 13-15:** National Girl Scout Cookie Weekend

**March 4:** Last day customers can choose the girl-delivery option

**March 15:** Cookie program (both paper and online sales) end; last day for Junior, Cadette, Senior, and Ambassador troops to opt out of rewards

**March 22:** Last day for troops to enter final rewards; troops submit outstanding caregiver information

**April-May:** Rewards are shipped to the service unit leader for distribution to the troop leader



**BRAVE.  
FIERCE.  
FUN!**

# New this year

## Meet the New Cookie

Join us in welcoming our newest member of the cookie family—the Exploremores™. Our rocky road ice cream-inspired cookie with flavors of chocolate, marshmallow, and toasted almond crème.



## Cookie Kindness

While participating in the cookie program, take a moment to appreciate the adults supporting you. Whether it's your caregiver, troop leader or cookie manager—nominate them. Throughout the season, we will select winners and highlight them on our social media. Nominees will receive a special patch.



## V.I.P. Cookie Spirit Patch

Girl Scouts hosting cookie booths at retail businesses might be in for a *sweet surprise*! Some booths will receive a special visit from GSWCF staff members, board members, or even our CEO, Mary Pat. Occasionally, special city officials may join in, too! During these visits, Girl Scouts may be awarded the exclusive **V.I.P. Cookie Spirit Patch** for showing outstanding spirit and teamwork while running their cookie business. Keep an eye out, you never know when a special guest will stop by your booth!



## Top 50 Cookie Sellers

Girl Scouts that earn the council top 50 cookie sellers will be invited to join us for a special award ceremony. Girl Scouts will be recognized on our website as the council top 50 sellers. The event will occur at GSWCF Camp Dorothy Thomas on May 30, 2026, at 10:30 a.m.



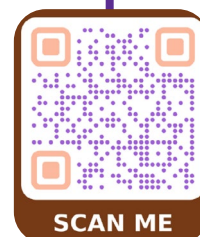
## Top 10 GOC

Girl Scouts that earn the council top 10 Gift of Caring donations will be invited to attend a hands-on tour with their adult chaperone. The tour will take place at Support the Troops warehouse in Wesley Chapel. Girls can learn firsthand where the Gift of Caring cookies go and how they are sent to our troops. They will meet the Support the Troops team and help prepare special packages to be shipped to military personnel.



## Reward Guide

The Reward Guide provides helpful detailed information about all rewards and patches, including reward experiences, council dough, camp bucks, council credit, and any information not available on the reward order card. Girl Scouts are encouraged to review the Reward Guide with their caregiver(s) before selecting their rewards.



## Earn 2027 Youth Membership

Girl Scouts who sell 400+ packages of cookies earn their 2027 youth membership. Graduating Ambassadors receive \$65 toward Lifetime Membership (must be used during MY27). If a Girl Scout earned her youth membership during the 2025 Sweets & Treats Fall Product Program, please review the Reward Guide for details.





# Meet the Girl Scout Cookies®

## All our cookies have...

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

All  
Cookies  
are \$6

## 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.

U D



### 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.

U D



### Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe

Approximately 38 cookies per 9 oz. pkg.

U D



### 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.

U D



### Samoas® • Real Cocoa • Real Coconut

Crisp cookies with caramel, coconut, and dark chocolaty stripes

Approximately 15 cookies per 7.5 oz. pkg.

U D



### 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.

U D



### Thin Mints® • Made with Vegan Ingredients • Real Cocoa

Crisp, chocolaty cookies made with natural oil of peppermint

Approximately 30 cookies per 9 oz. pkg.

U



### Explore-mores™ • Real Cocoa

NATURALLY AND ARTIFICIALLY FLAVORED

Rocky road ice cream-inspired cookies filled with flavors of chocolate, marshmallow and toasted almond crème

Approximately 18 cookies per 7.9 oz. pkg.

U D



### Toffee-tastic® • No Artificial Flavors

GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits

Approximately 14 cookies per 6.7 oz. pkg.

U D



# Five Essential Skills

1



## Goal Setting

**Girls learn how to set goals and create a plan to reach them.**

**Action steps:** Encourage girls to set incremental, achievable goals. Help them break down those goals by setting weekly challenges.

HELP US  
REACH OUR  
**GOAL**

“Encourage girls to keep climbing. Once they set a package goal, they might challenge themselves further, like building more marketing or entrepreneurship skills.”

2



## Decision Making

**Girls learn how to make decisions on their own and as a team.**

**Action steps:** Talk with girls about how they plan to spend the troop's cookie earnings.

3



## Money Management

**Girls learn to create a budget and handle money.**

**Action steps:** Build on girls' interest in learning to manage all facets of the cookie business, such as creating a budget to fund a troop experience or figuring out the percentage of customers who selected the donation option.



4



## People Skills

**Girls learn how to make decisions on their own and as a team.**

**Action steps:** Ask girls about new marketing ideas they want to try. They can discuss how to tailor their cookie pitch to achieve their goals.



5

## Business Ethics

**Girls learn to act ethically, both in business and life.**

**Action steps:** Talk to girls about the importance of delivering on their promise to customers. They can also consider offering a Girl Scouts Gift of Caring option.





# Selling Excitement:

## Ways to Connect with Customers

Girl Scouts have a number of options to reach customers during the Girl Scout Cookie Program.

**Jan. 5 – March 15**

### Phone or Text Friends and Family

Texting or phoning friends and family is a great way for girls to feel comfortable connecting with cookie customers. Girls can use their order card to collect orders or direct customers to their Digital Cookie store.



### Digital Cookie

*(Girl Sites and Troop Links)*

Run a cookie business through an online store. Customers purchase cookies for **in-person delivery** by the Girl Scout (**caregiver must approve each girl-delivery order within five days of purchase**), **direct ship to** their home or **donation** to Gift of Caring – a Girl Scout community service project that provides donated Girl Scout Cookies to active overseas military personnel and Feeding Tampa Bay. All orders are paid for online.

### Cookies on the Spot (In-Person Orders)

Girl Scouts can stay local and sell in their neighborhood. Use door-hanger and business card resources for customers who aren't home. Be sure to use safe selling practices if going door-to-door.

### Gift of Caring Sponsorships

Girl Scouts can ask businesses and/or individuals to partner with them through the **Gift of Caring Sponsorship program**. This program provides an opportunity to advance cookie-entrepreneur skills while fostering a worthwhile community service project.

**Feb. 13 – March 15**

### Cookie Booths

Girl Scouts sell directly to the public with cookies in hand at local businesses. Explore the different opportunities for Girl Scouts to sell in the “Reaching Customers” section, starting on page 13.

# Selling Excitement:

## Top Seller Tips

### Top Seller Tips

- The top reason why customers don't buy Girl Scout Cookies is because no one asks them. Don't be afraid to ask!
- Customers buy Girl Scout Cookies for two key reasons—they love the taste AND they want to support the girls. Always share your goals and plans with customers.
- Some customers may opt out or buy fewer cookies because of diet concerns. Be sure to promote the council's Gift of Caring program or your Hometown Hero, if your troop selects one.
- Most customers prefer to buy directly from a Girl Scout—whether they are approached in-person or sent an invite to a personal online page.
- Customers buy more boxes when the cookies are bundled. Some successful sellers will bundle with decorative bows and different gift cards/messages (e.g., birthday, anniversary or “just because”).
- Girl Scout Cookie customers are loyal and tend to buy every year. Girls should keep a list of customers each year so they can return to them.
- When customers are asked to buy multiple times, they often buy multiple boxes.
- Follow up with previous customers to see if they'd like to place another order.
- Girl Scouts should be their authentic selves, enjoy the selling process, and focus on having fun.
- Customers want to get the best value for their money. Offer them the recipe cards available at [LittleBrownieBakers.com](http://LittleBrownieBakers.com).



# Selling Excitement: Pins & Badges



When a Girl Scout places a pin or a badge on her vest or sash, it symbolizes an important achievement. Cookie Entrepreneur Family pins recognize the five skills girls learn as they begin to think like entrepreneurs through the Girl Scout Cookie Program. Cookie Business Badges demonstrate that a girl has developed specific skills related to running her own business. When a Girl Scout wears these emblems, she lets the world know she is a real-life Cookie Boss!

Earning the year-by-year **Cookie Entrepreneur Family Pin** is the best way to make the Girl Scout Cookie Program a family affair! **Cookie Business Badges** give Girl Scouts the chance to hone their skills and gain an understanding of the world of business.



**BRAVE.**  
**FIERCE. FUN!**



# Cookie Sales:

## Council Gift of Caring and Hometown Heroes

The Council Gift of Caring program is a Girl Scout community service project that provides donated Girl Scout Cookies to active duty military men and women overseas through Support the Troops, Inc. GSWCF also distributes some of the donated cookies to Feeding Tampa Bay.



The Hometown Heroes (HTH) program is a community service opportunity in which troops/girls choose a local organization to receive donated cookies. Recipients can be “heroes” in the community, such as non-profit organizations, shelters, firefighters, police departments, blood banks, or food banks. Girls should contact the selected organization for its approval prior to collecting cookie donations.

### How the Program Works

For various reasons, some customers may not want to buy cookies for themselves. Through the Gift of Caring and Hometown Heroes programs, customers can give to others while supporting Girl Scouting at the same time.

While taking regular orders, Girl Scouts let customers know they can purchase cookies to donate to military troops overseas (through Gift of Caring) or to the chosen Hometown Hero. Using the Gift of Caring/Hometown Heroes poster, girls explain that this is a Girl Scout community service program that sends Girl Scout Cookies not only to active overseas military personnel and veterans organizations, but also to local non-profits.

- Gift of Caring cookies can be purchased in-person or online. Girls should email relatives and friends (especially those who live outside of their area) and ask them to donate for your council Gift of Caring program.
- Hometown Heroes cookies can be purchased in-person only at cookie booths or during Cookies on the Spot.
- Since there are no products to deliver to customers who support the council Gift of Caring program, girls should collect money from customers at the time of the order and turn it in to the troop cookie manager.



# Cookie Sales:

## Reaching Customers

**Girl Scouts have a number of options to reach customers during the Girl Scout Cookie Program.**

### **Cookies on the Spot (In-Person Orders)**

After girls receive their cookie inventory, they can visit family members, friends, and neighbors and sell cookies right then and there. If they want to get a jump on it, they can use their paper order cards to take preorders. Once the cookies arrive in February, they'll deliver the preorders and collect payment.

**Begins  
Feb. 6**

### **Lemon-Ups Stand**

Girls can set up a simple stand similar to a classic lemonade stand. The stands may only be set up on residential property where the girl or a close family member (e.g., grandparents, aunts or uncles) resides and has permission to sell Girl Scout Cookies.

- The stand must adhere to local city/government ordinances and/or HOA approval.
- Never leave cookies and/or money unattended at a stand.
- A caregiver/adult must be present to supervise.
- Lemon-Ups stands are not registered as booths and will not appear in the Cookie Finder.

**Lemon-Ups  
stands begin  
Feb. 6**

### **Mobile Stands**

A mobile cookie stand means mobile—it can be a decorated car, van, truck, or even a wagon filled with delicious Girl Scout Cookies.

- Be creative and visit events happening in the community.
- Mobile stand sales can be a troop activity or done by individual girls with their caregivers.
- Because mobile stands move, do not bring tables, chairs, or tents.
- Mobile cookie stands are limited to no more than 30 minutes at each location.
- Girls and troops cannot approach any high-traffic locations (such as grocery stores, malls, and universities) or any location where there is a cookie stand set up or planned.

**Mobile  
Stands  
Feb. 6**

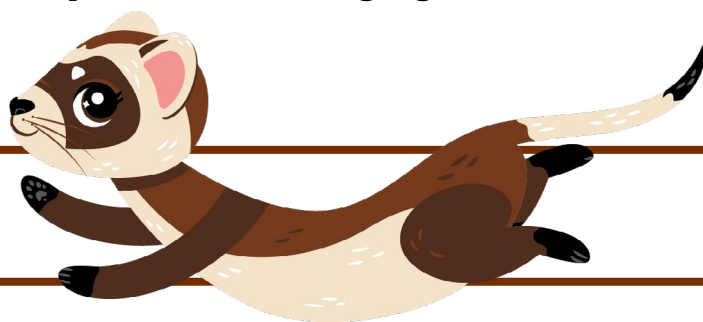
# Cookie Sales:

## Reaching Customers

### You & Me – Approval Required

A You & Me is held at approved booth location where the Girl Scout, with the support of her legal guardian, markets her cookies to customers.

- The caregiver agrees to follow specific guidelines to participate in a You & Me and must sign the You & Me Sales Agreement prior to participating.
- It is recommended that You & Me do not occur at council-partnership booth locations. Council-partnership booths are developed because GSWCF established a business relationship with specific booth expectations.
- GSWCF reserves the right to modify You & Me locations based on safety or add locations throughout the season based on availability.
- You & Me are available to Juliettes this year.
- You & Me are an experience for the legal guardian and one Girl Scout.



**You & Me  
begin Feb. 27**

### Digital Cookie - Direct Ship

Girls create a customized webpage and send emails that include a personalized message to family and friends asking them to buy Girl Scout Cookies. Customers purchase cookies through the webpage, and the cookies are shipped directly to their homes (shipping and handling charges apply). Girls can track their progress and send follow-up messages.

### Digital Cookie - Girl Delivery

Girls with local customers who wish to offer them the convenience of shopping online without the additional shipping cost can recommend the 'girl delivery'\* option.

Girl delivery orders placed after the initial order period can be fulfilled through the troop's extras or cupboard transactions. These girl-delivery cookies can then be picked up along with any additional goal-getter sales you may have. It is important to notify your troop cookie manager when you have girl delivery sales so they can check to see if there is adequate inventory or schedule a cupboard pick-up.

***\*Caregivers have five days to approve each girl-delivery order in the Digital Cookie system. Caregivers should check Digital Cookie every two to three days for any girl-delivery orders requiring approval.***



# Cookie Sales:

## Safety Tips for the Girl Scout Cookie Program

### Girl Scouts

**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. Protect customers' privacy by not sharing their information, except when necessary.

### In Person

**Partner with adults.** Adults must accompany Girl Scout Daisies, Brownies and Juniors. Girl Scouts in grades 6-12 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/Online

**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 and the Digital Cookie Terms and Conditions for parents/guardians.

# Cookie Sales:

## Cookie Booth and What to Expect

All Girl Scouts must follow the rules and guidelines listed on the Caregiver Permission and Responsibility Agreement and Girl Scout Cookie Family Guide. The regulations are designed to ensure Girl Scout safety, excellent customer service, and promote a successful, fair, fun, and safe cookie season.

- A minimum of two registered and background-screened adults and at least one registered girl must be present at booths.
- Siblings or tag-a-longs may not attend.
- Sell cookies for the correct price. GSWCF sells all cookies for \$6 per package. Do not discount prices, offer promotions such as two for one, or sell a package for more than \$6.
- Arrive and leave on time. Please pack up five minutes before the end of the shift in order to allow the next booth participants time to set up. Remember to be a sister to every Girl Scout.
- Booths should be set up at a minimum of 15 feet from entrances or exits or remain in the location designated by the store.
- Booths at Publix locations must conclude by 7 p.m.
- Store locations cannot grant permission to stay later than the allotted time, as GSWCF has agreements with corporations for specific dates and time.
- **Store managers may cancel booths for any reason. If a store manager asks booth attendees to leave the store location, do so immediately. Politely thank the store manager and notify the service unit cookie manger or Product Program Department.**
- Do not ask the store location to make announcements regarding booth sales.
- Girls should allow entering or exiting customers to approach them. Never approach customers as they enter or exit the store.
- Girls are responsible for selling the cookies. Adults are there to provide guidance and handle money for younger Girl Scouts.
- Donation jars are not allowed anywhere on or near the booth.
- Do not allow girls to write on store property (walls, garbage cans, etc.).
- Girls must remain near their booths at all times; no running around or approaching people inside the store location.
- Girl Scouts should be polite and never yell to customers to attract sales, block access to the store entrance, or use aggressive sales techniques. Use indoor voices; megaphones or whistles should not be used to attract attention to a booth outside a business.
- Eating and smoking are not permitted at booth locations.
- Keep cell phone use to a minimum and focus on customer engagement.
- Remove all trash (including empty cookie boxes) yourself. Store trash receptacles are not for public trash or recycling.
- Before leaving the location, one girl and one adult should thank management at the store.
- Before leaving the location, one girl and one adult should thank management at the store.

# Cookie Sales:

## Cookie Booth and What to Expect

### Maintaining Etiquette

If Girl Scouts and/or troops (including troop caregivers) do not follow the established rules and guidelines, they may be disciplined in one or more of the following ways:

- Verbal counseling regarding any booth-etiquette offense.
- Removal from the troop's next scheduled council-level booth location.
- Girl Scout/troop will not be allowed to hold any further cookie booths at council-level booth locations for the season.
- Girl Scouts or troops will not be allowed to hold any further cookie booths for the season.

### Our Responsibility

Remember, we are all responsible for the reputation of GSWCF and the value of the Girl Scout movement. Demonstrate character, and help protect the council's reputation and maintain strong relationships with the businesses that support GSWCF through cookie booth opportunities.

### Let's Exploremore

Customers can enter the Let's Exploremore Cookie Giveaway for five cases of Girl Scout Cookies!

The Let's Exploremore program helps girls achieve their goals while giving customers an opportunity to enjoy more delicious cookies!

#### Details:

- For every five boxes of cookies purchased, customers receive one entry into the Let's Exploremore Cookie Giveaway.
- One participant will be randomly selected weekly beginning **Feb. 20**; final selection is **March 20, 2026**, for a total of five participants.
- **Entries must be received by March 16, 2026.**
- Limit: **one selected participant per household.**

**Eligibility:** You must be a resident of one of the following counties: Citrus, Hernando, Hillsborough, Marion, Pasco, Pinellas, Polk, or Sumter.

*\*Cookie variety will be based on availability*



Scan me



# Cookie Sales:

## Registering for Digital Cookie

### Step 1: Receive Registration Email

Registration emails come from “Girl Scout Cookies” (email@email.girlscouts.org) with the subject “It’s time to register your Girl Scout for Digital Cookie!”

### Step 2: Click the Pink ‘Register Now’ button in email.

This will take users to the Digital Cookie site to get started. For best results, use the most recent version of your web browser.

### Step 3: Create a Password

### Step 4: Use your new password to log in.

Enter the same email address where the registration email was sent.

### Step 5: Watch the Safety Video

Share this video with your Girl Scout to review safe selling. You won’t be able to proceed until the full video has been viewed.

### Step 6: Read and Accept the Terms and Conditions for Parents/ Guardians of Girl Scouts Agreement.

Note: Caregivers who are also cookie volunteers will see an additional Terms and Conditions document for volunteers.

### Step 7: Accept the Girl Scout Safety Pledge

Be sure to read the pledge to/with Girl Scout(s). Then check the box for ‘accept’ and click ‘continue.’

# Cookie Sales: Registering for Digital Cookie

## **Step 6: Read and Accept the Terms and Conditions for Parents/ Guardians of Girl Scouts Agreement.**

Note: Caregivers who are also cookie volunteers will see an additional Terms and Conditions document for volunteers.

## **Step 7: Accept the Girl Scout Safety Pledge**

Be sure to read the pledge to/with Girl Scout(s). Then check the box for 'accept' and click 'continue.'

## **Step 8: Activate your Girl Scout(s)**

Click the "activate" button to update your Girl Scouts' preferred name, if desired.

Girl Scouts who are 13 or older have the option to use their email address to manage most of the Digital Cookie site. Caregivers can simply enter the Girl Scout's email address on this screen in order to send an email to the Girl Scout inviting her to complete the registration process.

Girl Scouts under 13 will login in partnership with their caregiver and do not need a separate email address.

After activating the Girl Scout(s) click the 'Access Site' button to go to the Digital Cookie home page. Bookmark this site or save your registration email confirmation to access Digital Cookie at any time.



# Finances:

## How the Cookie Crumbles

The Girl Scout Cookie Program is an opportunity for our girls to grow as leaders and entrepreneurs. Not only do they learn valuable skills, but every cookie box sold helps our troops thrive while also allowing the Girl Scout to earn individual rewards. Funds are generated to directly support the Girl Scouts of West Central Florida (GSWCF), ensuring every girl can have an amazing Girl Scout experience throughout the eight counties we serve.

**100% of  
proceeds  
stay local to  
support our**

### Girl Led-Entrepreneurial Program

All Girl Scout Cookie proceeds (100%) stay within GSWCF after the cost of cookies are covered. Girl Scouts keep their portion in the form of troop proceeds and rewards. In 2025, Girl Scouts in GSWCF earned nearly \$2 million dollars in troop proceeds. These funds help Girl Scouts experience adventures, projects, and learning opportunities.

### Support Services

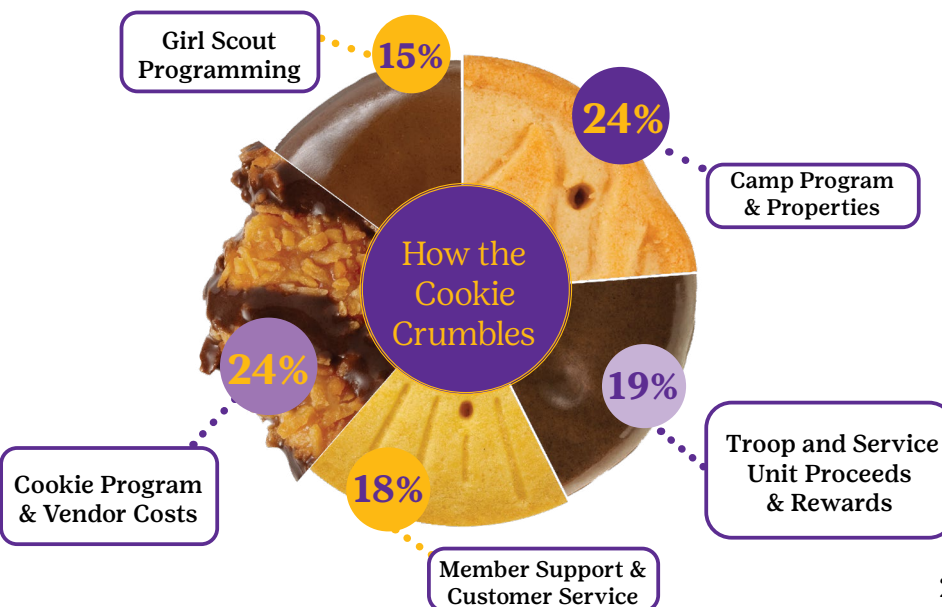
The Girl Scout Cookie Program not only provides funds for the troop but also supports all our services to volunteers, caregivers, and girls. Proceeds from the cookie program help maintain our camp facilities and properties, ensuring they are both adventurous and safe for our girls.

Cookie proceeds support GSWCF troops and the Council in the following ways:

- **GSWCF's Investment in Girls** (programs, four camps, volunteer trainings and member services)
- **Direct Girl Proceeds & Rewards** (including troop and service unit proceeds)
- **Cost of Cookie Program & Vendor Costs** (packaging, transportation, warehouse and training)

### Membership

Every dollar of membership dues goes to GSUSA. This helps to cover the cost of fundamental services supporting the Girl Scout movement, such as accident insurance, technology improvements, program development, research, training, and resources at the national level. GSWCF does not retain any portion of the membership dues.





# Finances:

## Troop Proceeds

### Troop Proceeds

Troop proceeds are based on a per-girl-average (PGA) of girls selling, with the chance for troops to earn greater proceeds with a higher PGA.

### Requirements

- Troops must have a minimum of five girls registered for MY26, three must be participating, with at least one of the girls unrelated to the others. This is to ensure the council is complying with tax requirements related to its nonprofit status.
- For troops that do not meet this minimum, participating Girl Scouts will be classified as Juliettes for the cookie program and will receive council credits instead of troop proceeds.

### Opting Out of Rewards

- Girl Scout Junior, Cadette, Senior, and Ambassador (J/C/S/A) level troops can opt out of rewards to receive additional proceeds.
- All active girls in a J/C/S/A troop must agree as a whole troop to opt out of rewards, sign the agreement document and the leader must submit the signed form using the opt-out jotform by the deadline.
- Troops that opt out will not receive general rewards. They can still earn patches, the troop reward, and Gift of Caring rewards, and attend the Super-Seller event.
- **Multi-level troops with Daisies or Brownies do not qualify to opt out of rewards.**

| Troop PGA     | Troop Proceeds | Additional Earnings  | Troop Bonus   |
|---------------|----------------|--|---|
| Less than 325 | \$0.88/box     | Troops (J/C/S/A) that choose to opt out of rewards earn an additional \$.05 per box. | Troops that meet specific bonus requirements can earn \$.03 additional per box. |
| 325 or more   | \$0.93/box     |  |   |



# Juliette (Individually Registered Girls):

## Council Credits

Juliettes earn council credits when they sell cookies!

- Credits are distributed by the Product Program Department to Juliettes, also referred to as Individually Registered Girls.
- Caregivers receive an email from GSWCF informing them of the total amount of council credit their Girl Scout earned. The email is sent after the program concludes and all funds are collected from caregivers.
- Council credits can be used for membership, summer camp, programs, events, Destinations (through GSUSA Destinations or travel conducted with EF Tours or Explorica), and items in the Girl Scout Store.
- Any Girl Scout with an outstanding balance due will not receive council credits or rewards until the full balance is paid.
- For questions about council credits or assistance using them, email [info@gswcf.org](mailto:info@gswcf.org) or call 813-281-4475.

### Processes & Procedures

- The Juliette's adult sponsor (Juliette cookie mentor) attends training with other troop cookie managers and must sign an agreement. The Product Program Department issues the Juliette cookie mentor a unique Juliette number for eBudde purposes.
- The Juliette cookie mentor supports the Girl Scout by entering orders into eBudde, distributing the cookies, depositing all collected funds into the council account using the bank account information, and ordering the Juliette's rewards. Please note: No proceeds are kept by the Juliette cookie mentor or the Girl Scouts(s); proceeds are earned by troops.
- Any Juliette with an outstanding balance due will not receive council credits or rewards until the full balance due is paid.



# Juliette (Individually Registered Girls):

## Council Credits

### Council Credits Distribution

Council credits are based on the number of cookie packages sold. Girl Scouts earn the highest level of council credit achieved (see chart) for the highest number of packages sold. Council credits are not cumulative.



**Council Credit Chart**

| Boxes           | Council Credit |
|-----------------|----------------|
| 12-35 boxes     | \$14           |
| 36-71 boxes     | \$20           |
| 72-107 boxes    | \$41           |
| 108 -143 boxes  | \$62           |
| 144 -179 boxes  | \$82           |
| 180-215 boxes   | \$103          |
| 216-251 boxes   | \$123          |
| 252-287 boxes   | \$144          |
| 288-323 boxes   | \$164          |
| 324-359 boxes   | \$185          |
| 360-395 boxes   | \$205          |
| 396-431 boxes   | \$226          |
| 432-467 boxes   | \$246          |
| 468-503 boxes   | \$267          |
| 504-539 boxes   | \$287          |
| 540-575 boxes   | \$308          |
| 576-611 boxes   | \$328          |
| 612-647 boxes   | \$349          |
| 648-683 boxes   | \$369          |
| 684-719 boxes   | \$390          |
| 720-755 boxes   | \$410          |
| 756-791 boxes   | \$431          |
| 792-827 boxes   | \$451          |
| 828-863 boxes   | \$472          |
| 864-899 boxes   | \$492          |
| 900-935 boxes   | \$513          |
| 936-971 boxes   | \$534          |
| 972-2,500 boxes | \$554          |

# Checklist

You and your Girl Scout can prepare for the best experience possible by gathering a few tools for a successful cookie program:

- ☐ Ensure you and your Girl Scout are registered for the 2025-2026 membership year.
- ☐ Complete an eligible background screening, if you want to volunteer to help at the troop's cookie booths.
- ☐ Review your email in MyGS and ensure it is set as the primary email for your caregiver profile. This is required to set up the Digital Cookie account, and all correspondence from the council about rewards is sent to this address.
- ☐ Attend the caregiver meeting provided by your troop to get all the information you'll need for the cookie program.
- ☐ Complete and submit the online Caregiver Responsibility and Permission form for each Girl Scout in the family who is participating in the cookie program.
- ☐ Turn in the Girl Scout's cookie order form (if applicable) to the troop on time.
- ☐ Request and sign a receipt from your troop leader when picking up cookies and/or providing funds for sold cookies.
- ☐ Check your Girl Scout's Digital Cookie site every two to three days to view all "Girl Delivery" orders. Confirm the girl-delivery orders within five days. If you don't have enough cookies to fulfill the orders, contact the troop cookie chair to get the cookies you need.
- ☐ Deliver all cookies that have been ordered and picked up for your Girl Scout (including any Digital Cookie girl-delivered orders) to the customers as soon as possible after receipt.

## Important Information to Remember

- Adhere to all cookie program dates.
- Check with your troop for the dates weekly orders are due.
- Provide your troop cookie manager with cookie orders, including her girl delivery orders.
- Verify the date that cookie funds are due to your troop.
- Accept financial responsibility for all products and money received.
- Count your inventory to confirm you received all cookies you ordered when picking up your Girl Scout's cookies.
- Sign and get a copy of your receipt for the cookies you pick up.
- Collect payment when your Girl Scout delivers the items to customers, but not before.
- Turn in the troop cookie money when requested.
- The troop cookie chair is responsible for reporting all caregivers with outstanding funds to the council after the program ends.
- Any caregivers with outstanding funds on March 22, 2026, will be reported to the Product Program Department for collection.

### IMPORTANT:

Cookies are not returnable to the troop or the council. Do not store cookies in a car, direct sunlight, a garage, on a cement floor, porch, patio, or in any warm place as well as a location where animals, bugs or water can reach them. Remember, you are responsible for these cookies, even if they get wet, melt from heat, or otherwise become unsalable.



# Have an exciting cookie season!

**Please contact the  
GSWCF Product Program Department  
with any questions.**

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Caeti Howells, Product Program Coordinator

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**BRAVE.  
FIERCE.  
FUN!**