girl scouts of kentucky's wilderness road

turn **WONDER** into **WONDERFUL**

ABC BAKERS

2027 Cookie Book



Check out the online exclusive cookies for 2027!

Get ready to explore the reward choices for this year!

Take charge of your Cookie Booths!

Service Unit Cookie Manager Info

Name: _____ Email: _____ Best Time to Call: _____

Service Unit: _____ Phone: _____ Please Don't Call After: _____

Turn Wonder into Wonderful this Girl Scout Cookie Season!

Change the things you WONDER about ...



- Reaching new customers
- Growing your online business
- Increasing your average order size
- Having a product that everyone can enjoy

To WONDERFUL sales this cookie season by ...



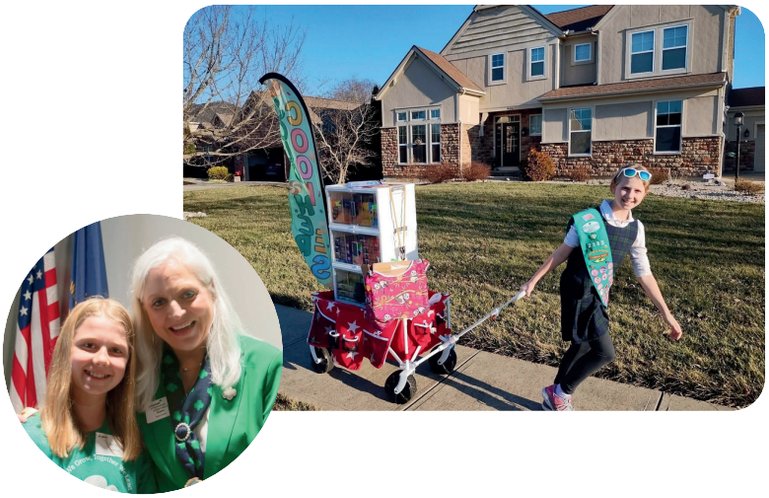
- Doing a walkabout in a new neighborhood
- Creating thank you notes for your customers with your QR code to order more cookies
- Remind your customers they can earn a chance to WIN 5 CASES OF COOKIES when they purchase 5 packages and complete the Buy 5 Program coupon on page 30)
- Although it is their second year, Exploremores could still be new to some customers, ask everyone if they have tried them
- Share the new Online Exclusive cookies with everyone and have your link ready so they can order!
- Display creative signage at your booths featuring the new online exclusive cookies and how to order. Consider tag lines such as:
  - You asked and we delivered!
  - Looking for allergen friendly treats?
  - Looking for cookies your dog will love?
  - Check these out!







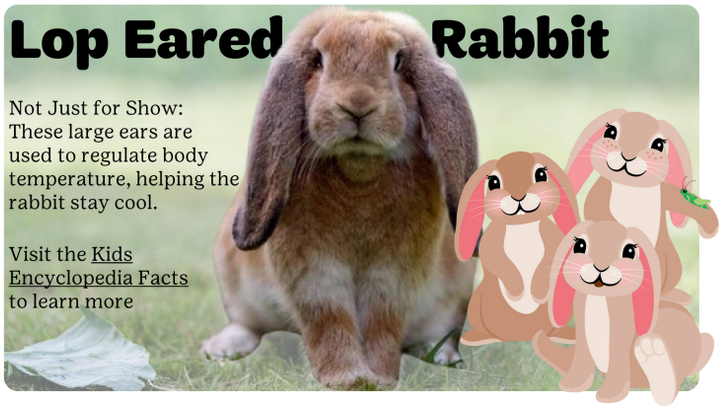
2026 Top Cookie Seller



Alice Parry from Troop 2163 broke the Council Record for most cookies sold in a season, selling 6102 cookies in 2026.

Great job, Alice!

2027 Mascot - The Lop Eared Rabbit



Their long ears help to regulate body temperature and keep them cool. There are a few ways a lop rabbit's ears can hang:

Full Lop:
Both ears hang completely down, close to the rabbit's cheeks.

Half-Lop:
One ear hangs down, and the other stands up. This can look quite funny!

Oar Lop:
The ears hang down but stick out a bit to the sides, like oars on a boat.

Horn Lop:
The ears hang down and curve slightly inwards, like horns.

There are many different breeds of lop rabbits, each with its own size, fur type, and personality. Some are very big, and some are quite small.

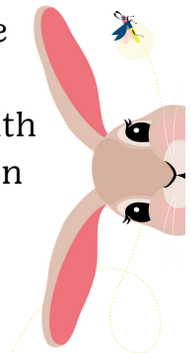
Here are a few well-known lop breeds:

- **English Lop: The Longest Ears**
  - One of the oldest and most famous lop breeds, they are known for having the longest ears of any rabbit breed. Their ears can sometimes be over 20 inches long from tip to tip! Because of their very long ears, English Lops need special care to keep their ears clean and healthy.
- **French Lop: A Gentle Giant**
  - The French Lop is a large and powerful rabbit. They are known for being calm and gentle, which makes them good pets for families. They have a strong body and ears that hang down in a U-shape.
- **Holland Lop: A Tiny Friend**
  - The Holland Lop is one of the smallest lop breeds. They are very popular because of their small size and cute, compact bodies. They are often playful and friendly, making them excellent companions.

There are many other fascinating lop breeds, such as the American Fuzzy Lop, the German Lop, and the Velveteen Lop. The Velveteen Lop is one of the smallest lop-eared breeds, weighing only about 4 pounds.

New for 2027!

Two New Online Exclusive Cookies



- Check out pages 5, 6 and 7 for product information about our new Online Exclusive Cookies for 2027.
- Encourage your girls to plan how they will share these online only opportunities with their customers, and have them share their plans with their troop. The introduction of a "Dog Cookie" is a great chance to reach customers who'd like an alternative to purchasing traditional cookies.

Your opinion counts! New Process for Collection of Council Proceeds

- In response to the 2026 Cookie Sale Evaluations, we've simplified the process for collecting council proceeds.
- All the funds collected via Digital Cookie will be subtracted from your first council proceeds collection amount.
- There will be only two scheduled collections of your troop's total council proceeds due.
- Troops will be emailed the amount of total council proceeds to be collected, which may be zero, at the start of each scheduled collection. Details about the calculation for each collection are found on page 22.

Streamlined Process for Spark Points

- View our rewards brochure on page 24 for a simplified outline of rewards available by Spark Points.
- Spark Point rewards will be documented in Smart Cookies this year along with the other rewards so there is only one submission method by troop leaders.

Cookie Plan Book Re-Organization

- We have re-organized the Cookie Plan Book into 3 sections to allow for easier navigation
- Cookie Basics – This section will provide an overview of the 2027 Cookie Program with more emphasis on Who/What/Why of the program.
- Cookie Season Month by Month – This section will focus more on the When/Where/How of the program as we cover in detail activities that should occur each month. In addition, information on how these activities should be managed or executed will be outlined.
- Smart Cookie and Digital Cookie Basics – In our final section, more detailed information will be provided on the uses of the two applications we have for managing the cookie sale. The capabilities and recommended uses of the applications will be described and instructions for use provided where feasible. In the event more detailed information is needed, directions to additional resources will be provided.



INTRODUCING
Girl Scout Sparkables™

girl scouts

Allergen Friendly & Delicious





NEW!

$7

PRODUCT FACTS:
- Allergen Friendly
- Gluten Free
- Nut Free
- Vegan

Celebrate the spark inside each of us with new Girl Scout Sparkables™! Each scrumptiously crunchy oatmeal chocolate chip cookie is dotted with vibrantly colored sprinkles. Even better? They're allergen friendly, making them perfect for parties and gatherings where even more friends can join in the yum.

Available Online Only!



Shipped to your door!

Troops can paste a QR code for their troop's digital cookie link and use this flyer for promotion!

Made by
PARTAKE®
Manufactured in a top 9 allergen free facility.

FORMULATED WITHOUT

WHEAT	EGGS	SOY
PEANUTS	MILK	SHELLFISH
TREE NUTS	SESAME	FISH

INTRODUCING
Patch Pals™

girl scouts





NEW!

PRODUCT FACTS:

- Blueberry muffin flavor
- Made with blueberries
- Grain-based recipe
- Online only, shipped to people's homes
- These delicious cookies are for dogs only!

Patch Pals™ are Girl Scouts' first ever dog cookie, created with Bark, the company behind BarkBox.

Each dog cookie has been lovingly baked into one of four cute "patches," representing Girl Scouts, community, exploration, and play—all central to how Girl Scouts grow together and shape their world with joy.

Made using blueberries, Patch Pals™ have an irresistible blueberry muffin scent and are soft-baked for a chewy texture. Unleash some joy today!

Available Online Only!



Shipped to your door!

Troops can paste a QR code for their troop's digital cookie link and use this flyer for promotion!

2026–2027 Girl Scout Cookies®
Online Exclusives Product and Food Allergen Guide

Available online only. Shipped to your door. May sell out.

Girl Scout Sparkables™





Ingredients		
	NO ARTIFICIAL FLAVORS	●
	MADE WITH NATURAL FLAVORS	
	NON-GMO CERTIFIED	●
	VEGAN CERTIFIED	●
	GLUTEN-FREE CERTIFIED	●
	KOSHER CERTIFIED	Ⓤ

Top 9 Food Allergens		
	PEANUT	
	TREE NUT	
	WHEAT	
	SOY	
	MILK	
	EGG	
	FISH	
	SHELLFISH	
	SESAME	

Product Description:
Crunchy oatmeal cookies with chocolate chips and colorful sprinkles.
Claims: Allergy-friendly, Gluten-free, Nut-free, Vegan

Ingredients:
Whole Grain Oats, Organic Brown Sugar, RSPO Palm Oil*, Water, Semi-Sweet Chocolate Chips (Cane Sugar, Unsweetened Chocolate, Cocoa Butter), Cassava Flour, Oat Flour, White Rice Flour, Rainbow Sprinkles (Cane Sugar, Tapioca Starch, Tapioca Maltodextrin, Palm Oil*, Palm Kernel Oil*, Natural Coloring [Vegetable Juices, Paprika, Spirulina, Annatto, Turmeric], Carnauba Wax, Sunflower Lecithin, Tapioca Fiber Syrup, Raisin Juice Concentrate, Baking Soda, Sea Salt, Vanilla Extract, Oat Fiber, Ground Cinnamon, Rosemary Extract (Antioxidant)

*Certified sustainably sourced

Made in a top 9 allergen free facility. Formulated without the top 9 allergens.

Patch Pals™





Ingredients		
	NO ARTIFICIAL FLAVORS	●
	MADE WITH NATURAL FLAVORS	●
	NON-GMO CERTIFIED	
	VEGAN CERTIFIED	
	GLUTEN-FREE CERTIFIED	
	KOSHER CERTIFIED	

Top 9 Food Allergens		
	PEANUT	M
	TREE NUT	M
	WHEAT	C
	SOY	
	MILK	
	EGG	
	FISH	
	SHELLFISH	
	SESAME	

Product Description:
Soft baked blueberry muffin flavored dog cookies.
Claims: Made with blueberries.

Ingredients:
Dried Bakery Product, Wheat Flour, Vegetable Glycerin, Blueberries, Natural Blueberry Flavor, Canola Oil, Lactic Acid, Honey, Brewer's Yeast, Blueberry Pomace, Cinnamon.

Made in a facility that processes nuts.

For Dogs Only. Not for human consumption.

C (Contains) **M** (Manufactured in a shared facility with) ● (Claim)

Important Safety Information: Product formulations may change without notice. Consumers should always verify ingredients, allergen statements, and nutrition information directly on the product package prior to consumption. The package label contains the most current product information and supersedes any information provided through marketing materials, customer service representatives, or other third parties.

girl scouts

To find more information about our cookies, visit **girlscoutcookies.org.**

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Why Online Exclusive?

Leveraging Online Sales

You asked. We listened. This year's NEW online items open doors for girls, equipping them with new sales tactics that will teach them about engaging new customers, building confidence and resilience, and how one great customer interaction at a booth can lend itself to a repeat shopper.

TURN BOOTH CUSTOMERS INTO ONLINE CUSTOMERS

Your booth can promote more than the cookies on the table. Make Online Exclusives part of the conversation!

- Display the products prominently. Add photos of Sparkables and Patch Pals to your booth signage so customers know there is more to explore online.
- Put your troop QR code front and center. A tabletop sign, trifold, pop-up banner, or small card makes it easy for customers to scan and shop immediately.
- Ask one more question. Try: "Would you like to see our new online-only products, too?"
- Listen for the opportunity. If someone says they cannot eat the traditional cookies, is looking for an allergen-friendly option, or mentions their dog, girls have a natural opening to share the Online Exclusives.
- Show, don't just tell. Keep a phone or tablet handy so girls can show customers the Online Exclusives available through their storefront.
- Give customers something to take home. Add the troop QR code to thank-you cards or small "Shop Our Online Exclusives" cards.
- Promote them through personal networks. Share the troop's online storefront with friends, family, former customers, workplaces, neighborhood groups, and other contacts.
- Follow up with customers. Thank returning customers and remind them that Online Exclusives can be ordered through the troop's link.
- Make the most of shipping promotions. When a shipping offer is available, share it widely. It can be the perfect reason for a customer to place an online order or add something new to their cart.

Remember that a customer who once made a small donation, purchased for Cookie Share, or simply said, "No, thank you," may now have another way to support a Girl Scout.

Check out the Volunteer/Girl Selling Tools Available at girlscouts.org/CookieBusinessTools













COOKIE BASICS

The following section will provide an overview of the 2027 Cookie Program

5 Skills for Girl Entrepreneurship Supported through the Cookie Program

When girls participate in the largest girl-led business in the world, they "earn and learn" - they earn funds for their Girl Scout activities while learning 5 skills that will help them in business and life.

Goal Setting
Girls set Cookie Program goals and, with their troop, create a plan to reach them. This matters because 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. This matters because girls must make many decisions, big and small, in their lives. Learning this skill helps them to make good decisions in the future.

Money Management
Girls develop a budget, take cookie orders, and handle customers' money. This matters because girls need to know how to handle money—from their lunch money to their allowance and their future paycheck.

People Skills
Girls learn how to talk (and listen) to their customers, as well as how to work as a team with other girls. This matters because it helps them perform better with group projects, sports teams, on the playground, and later at work.



Business Ethics
Girls act honestly and responsibly during every step of the Cookie Program. This matters because employers want to hire ethical employees—and the world needs ethical leaders.

Quick Page Reference for the COOKIE BASICS SECTION

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Troop Checklist

Check each item as completed to have a successful cookie program!

☐ My girls, and at least two adults, are registered for the current year.

☐ Myself and at least one other registered adult with my troop have a current background check on file with Council within the last 3 years.

☐ I completed the online Troop Manager Agreement and ACH information which states I have agreed to take responsibility of the annual Girl Scout Cookie Program for my troop (this can be found on www.gskentucky.org under 2027 Cookie Program Tab.)

☐ I have completed the 2027 cookie training (online or in person).

☐ Hold a parent meeting prior to January. Explain deadlines, rewards, the Digital Cookie platform for girls/parents, expectations, and collect signed parent permission responsibility forms (can also be completed online). Distribute girl order forms. Remind girls to begin selling online and in person starting January 1.

☐ Receive the link to log into Smart Cookies and Digital Cookie and update my contact information.

☐ In Smart Cookies, review the process for placing your troop's Initial Order. Troop Initial Orders are due in Smart Cookies by January 10th at 11:30 PM EST.

☐ Review page 36 for detailed information regarding our lottery booth sale selections process which will start January 22nd and run through January 29th. This process allows troops to sign up for booth sale opportunities throughout the council area that have been secured by council or your Service Unit Product Managers.

☐ Plan for the receipt of your Initial Order of cookies. Mega Drops will be held on January 29th (Central KY troops) and January 30th (NKY troops). Service Unit Deliveries and Private Deliveries for all other areas will occur between Feb 1 - 5. Details to be finalized in January.

☐ Sort all Initial Order cookies and prepare receipts for each girl before anyone picks up cookies. Be sure to complete a receipt for each cookie pick up. Double count everything, and then have both parties sign and date the receipts. Keep one copy and give one copy to parents/guardians.

☐ Be sure to enter all receipts for cookie transfers and money collection into Smart Cookies regularly so inventory and the Girl Balance Summary stays up to date.

☐ Prepare for your cookie booths. Get your materials together and a schedule for your parents and girls. Review booth sale tips on page 39 - 42..

☐ Attend your cookie booths promoting Operation Sweet Treats and the Buy 5 Program to maximize sales (see page 30 for additional coupons to print.) Be sure to make deposits after booths into your Troop Bank Account.

☐ Participate in National Cookie Weekend by encouraging girls to participate in a "Walkabout."

☐ Collect money from girls/parents often and deposit immediately into Troop Bank Account.

☐ Submit any UDF (uncollectible debt forms) 5 days prior to each council proceed process date. More information found on page 21.

☐ Communicate with the Service Unit Cookie Manager regarding any excess supply of cookies by the beginning of March so possible transfer arrangements can be made. (Excessive supply = number of unsold cookie packages are greater than 20% of total cookie packages ordered during entire sale.)

☐ Be sure you have enough money in Troop Bank Accounts to cover the two times the troop will have council proceeds due. See information on page 22.

☐ Complete all cookie transfers (troop to girl and troop to troop) by April 2nd.

☐ Reconcile the sale with each girl, collecting all her money due and gathering her final reward selections. Enter into Smart Cookies by April 2nd.

☐ Complete email cookie evaluation with your girls.

☐ Receive girl rewards from Service Unit Cookie Manager and immediately distribute to each girl.

Calendar at a Glance

January 2027

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 Online Sales and In-Person Order taking begins	2
3	4	5	6 Last day to meet readiness requirements in order to place an Initial Order	7	8	9
10 Troop Initial Order Due by 11:30pm	11	12	13	14	15	16
17	18 Last day for Service Unit Booth files to be included in Booth Lottery	19	20	21	22 Council & Service Unit Booth Lottery by County	23 Booth Selection - all areas open, limited spots
24 Booth Selection - all areas open, limited spots	25 Booth Selection - all areas open, limited spots	26 Booth Selection - all areas open, limited spots	27 Booth Selection - all areas open, limited spots	28 Booth Selection OPEN with unlimited spots	29 Central KY Mega Drop	30 Northern KY Mega Drop
31 First planned order due for cupboard pickups starting on February 5th						













Calendar at a Glance

February 2027

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 Delivery Station, Cupboard and Private Deliveries	2 Delivery Station, Cupboard and Private Deliveries	3 Delivery Station, Cupboard and Private Deliveries	4 Delivery Station, Cupboard and Private Deliveries	5 Cupboards Open Cookie Booth Sales begin	6 *Booth Sales*
7 *Booth Sales* Planned Orders due by 11:30 pm	8 *Booth Sales*	9 *Booth Sales*	10 *Booth Sales*	11 *Booth Sales*	12 *Booth Sales*	13 *Booth Sales*
14 *Booth Sales* Planned Orders due by 11:30 pm	15 *Booth Sales*	16 *Booth Sales*	17 *Booth Sales*	18 *Booth Sales*	19 *Booth Sales*	20 *Booth Sales*
21 *Booth Sales* Planned Orders due by 11:30 pm	22 *Booth Sales*	23 *Booth Sales* Troop Bank Balance Self Report and UDF submissions	24 *Booth Sales*	25 *Booth Sales*	26 *Booth Sales*	27 *Booth Sales*
28 *Booth Sales*						



Calendar at a Glance

March 2027

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 *Booth Sales* Mid-Sale Council Proceed Payment Process Begins	2 *Booth Sales*	3 *Booth Sales*	4 *Booth Sales*	5 *Booth Sales*	6 *Booth Sales*
7 *Booth Sales*	8 *Booth Sales*	9 *Booth Sales*	10 *Booth Sales*	11 *Booth Sales*	12 *Booth Sales*	13 *Booth Sales*
14 *Booth Sales*	15 *Booth Sales*	16 *Booth Sales*	17 *Booth Sales*	18 *Booth Sales*	19 *Booth Sales*	20 *Booth Sales*
21 *Booth Sales*	22 *Booth Sales*	23 *Booth Sales*	24 *Booth Sales*	25 *Booth Sales*	26 *Booth Sales*	27 *Booth Sales* Last day for cupboards
28 Last day of Booth Sales	29	30 Troop Balance Self Reports and UDF submissions	31			



April 2027

April 2 – All transfers and rewards orders due

April 5 – End of Sale Council Proceed Payment Process Begins

Click here or scan the QR code to stay up to date with the latest calendar updates!

Ways to Participate

girl scouts

Ways to Participate in the Girl Scout Cookie Program



Ready to help your Girl Scout 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.

girl scouts

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 Business	 Cookie Goal Setter	 Money Explorer	 My Money Choices	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Toy Business Designer
Brownie	 My Cookie Customers	 Cookie Decision Maker	 Budget Builder	 My Own Budget	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Budding Entrepreneur
Junior	 My Cookie Team	 Cookie Collaborator	 Budget Maker	 My Money Plan	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Business Jumpstart
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 Pins	 Business Creator		
Senior	 My Cookie Network	 Cookie Boss	 Savvy Saver	 My Financial Power	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Business Startup
Ambassador	 My Cookie Business Resume	 Cookie Influencer	 Financial Planner	 My Financial Independence	 Year 1 and 2 Cookie Entrepreneur Family Pins	 Entrepreneur Accelerator

For details on how to earn these badges and pins scan this QR





Every $6 Box Makes Amazing things possible!

Thanks to YOU, it all adds up!

$6.00
per box of cookies
***on average**

Here's how each box supports Girl Scouts!



$2.50
SUPPORTS COUNCIL OPERATIONS
Ensures that all Girl Scouts have access to amazing opportunities and that programming is sustainable for generations to come.

$0.92
TROOP AVERAGE
Earned by troops to power adventures and activities all year long.

$0.50
RECOGNITIONS
Earned by girls, volunteers, and service units for their awesome achievements!

$0.25
LOGISTICS & TRAINING
Covers costs like credit card fees, shipping promotions, training, and more!

$1.45-2.50
BAKER
Paid to our amazing bakers for creating the delicious cookies we all love!
*Varies by flavor.

girl scouts of kentucky's wilderness road

How the Cookie Crumbles

19%
Camp Programming & Properties



33%
Membership, Volunteer Development, & Program Support

19%
Troop Proceeds & Rewards

29%
Cookie Program & Vendor Costs

gskentucky.org

girl scouts of kentucky's wilderness road

Cookie Basics

What are the benefits to participation?

By participating in the annual Girl Scout Cookie Program, not only do your girls learn the 5 Skills but it is also supporting your troop and council. YOU, as an adult will also gain skills and experiences to transition into a business mindset.

Funds earned will support your troop goals and activities throughout the year. Your troop may even be saving for a large trip! Funds earned through the program also support your council. Girl Scouts of Kentucky's Wilderness Road Council uses the funds from the Cookie Sale Program to:

- Provide financial assistance to girls who would otherwise not have a Girl Scout experience.
- Provide amazing programs with affordable fees.

Who can participate?



All registered Girl Scouts with a signed Parent Permission Form can participate in the Cookie Program. All troops must be clear of any debt due to council in order to participate. A girl with an outstanding debt cannot take traditional orders but she may participate in booth sales with her troop as long as the adult owing money is not present.

The troop must have:

- An active troop bank account with two unrelated, background checked adult Girl Scout volunteers as signers
- At least two approved adults registered with the troop, one being the leader
- Signed Troop Manager Agreement
- Completed Cookie Training

Who is responsible and for what?

The Troop Cookie Manager is responsible for:

1. All cookies ordered through Smart Cookies and received via initial delivery or cupboard pickup, cookies transferred from another troop, and on-hand Cookie Share cookies to be delivered to a local non-profit.
2. Before giving cookies to any girl participant in the cookie sale, CONFIRM (do not assume) they are a current member, have no household financial restrictions, AND have turned in a complete/signed Parent Permission Form.
3. Making sure anytime cookies or money exchanges hands that a cookie sale receipt is written out, dated and signed. by the cookie manager and the adult. Receipting helps to prevent problems and misunderstandings.
4. Following all the Money Management procedures detailed on pages 21 - 22.
5. Entering any cookie sale activies from the Cookie Sale receipts into Smart Cookies in a timely manner and for the appropriate Girl's account.
6. Receiving and distributing all the recognitions earned by the troop's girls as soon as possible upon receipt. We only have 3 weeks to report discrepancies upon receipt, so count, verify and distribute promptly. If discrepancies are reported after the 3 week deadline, we may or may not be able to fulfill with exact items.

Each family is responsible for:

1. Working with their Girl Scouts to ensure ALL cookies ordered and picked up are sold and paid for.
2. Helping protect cookie money by keeping it secure and turning it in to the Troop Cookie Manager promptly.
3. Safely storing, handling and transporting all cookies picked up to ensure they are suitable for sale.

When does the Cookie Program run?



Girls can begin taking orders: Online and in person on January 1, 2027

Initial orders are due in Smart Cookies January 10, 2027

Delivery happens January 29 thru February 4, 2027

Booth Sales run February 5 through March 28, 2027

Mid-Sale Council Proceeds Payment Process begins March 1

End-of-Sale Cookie Proceeds Payment Process begins April 5



Cookie Basics

For in-person sales, there are 9 great flavors of cookies that will sell for $6 per package this year.

**If you pre-ordered the Gluten-Free Caramel Chocolate Chip cookies, those continue to sell for $6 a bag.*

All your favorites are back—and more!


Adventurefuls


Caramel deLites


Exploremores


Thin Mints

Pre-Order Only


Caramel Chocolate Chip


Lemonades


Peanut Butter Patties


Peanut Butter Sandwiches


Trefoils



How do the cookies come packaged?

The cookies come by the case. There are 12 packages in every case. You will order your Initial Order and any additional cookies needed for your troop in Smart Cookies by the CASE. The only time you can pick up cookies by the package is the last two weekends of booth sales. You will be able to mix and match packages to equal 12 at that time.

What is the return policy on cookies?

There is a **NO RETURN** policy on all cookies. Troops and parents who sign for cookies cannot return them to the cupboards/council. If a package is damaged it can be replaced at any cookie cupboard. This policy is consistent with councils nationwide.

NEW! For 2027 - ONLINE ONLY COOKIES

This year we will have 2 online exclusive cookies: Sparkables and Patch Pals

- Girl Scout Sparkables (by Partake) are crunchy oatmeal cookies with chocolate chips and color sprinkles that are also an allergy friendly, gluten free, nut free, vegan cookie. Sparkables will sell for $7 per package.
- Patch Pals (by Bark), are a blueberry muffin flavored soft baked dog cookie. Patch Pals will sell for $9 per package.
- Both cookies are only available to be ordered online through the girl's online ordering site by their customers

Troops/Girls will NOT be allowed to purchase the Online-Only cookies for their own in-person sales.
These cookies are to be sold through Direct Ship to customers ONLY.


Sparkables


Patch Pals

What will your troop and girls earn?

NEW!!! MEMBERSHIP FOR THE 2027-2028 YEAR

NEW THIS YEAR: Girls who sell 36 or more packages of cookies qualify for the NEW MEMBERSHIP INCENTIVE. For each qualifying girl, troop proceeds from 36 of her sold packages will be applied toward her membership cost with council funding the remainder of the $65 fee. Our council will renew the memberships for qualifying girls by April 30th, provided the troop and her parent/guardian is in good financial standing.

Have a Girl Scout who is Graduating and won't be renewing next year? Ambassador Girl Scouts who are Seniors in High School can earn $65 off a lifetime membership (making it only $135).

How much will my troop earn?

Troop proceeds are based on the per girl average (PGA) of your troop. Take the total number of packages sold by your troop, divided by the number of girls selling and plug that into the chart below to figure how much your troop will earn per package sold. Don't worry, Smart Cookies (online cookie system) will figure your PGA's at the end of the sale. (Please note, girls listed for your troop who are NOT selling will NOT affect your PGA.)

PGA	Rate per Package
1-199 packages	$.84
200-299 packages	$.90
300+ packages	$1.02

What else can my girls earn by participating in the sale?

Back again this year, our rewards program will include cumulative rewards where the girls can choose from theme related items, cookie dollars, philanthropy donations, AND our Spark Points program where the girls can put their decision making and goal setting skills to the test to select rewards and experiences.

Safety Tips

- Show you are a Girl Scout. Wear your GS membership pin and/or GS clothing to identify yourself as a Girl Scout.
- Buddy up. Always use the buddy system. It's not just safe, it's more fun!
- Be streetwise. Sell in familiar areas and neighborhoods.
- Partner with adults. Daisies, Brownies and Juniors must be accompanied by an adult. Cadettes, Seniors and Ambassadors should be supervised by an adult and should never sell alone. Adults must be present at cookie booths in public places at all times.
- Plan ahead. Always have a plan for safeguarding money – avoid walking around with large amounts of it or keeping it at home or school. Give money to supervising adults who should deposit money into troop bank accounts as soon and often as possible.
- Do not enter. Never enter the house of a customer. Avoid selling to people in vehicles or going into unfamiliar areas.
- Sell in the daytime. Sell door to door only during daylight hours.
- Protect privacy and be net wise. Do not give out girls' names and addresses. Use adult emails whenever possible.
- Be safe on the road. Always follow safe pedestrian practices, especially when crossing at intersections or walking along roadways.

Cookie Basics

Digital Cookie accepts credit cards!

- Accept credit card payments easily at booth sales and for girl delivery orders through the Digital Cookie App.
- Council absorbs all credit card fees.
- Track booth sale credit card payments via dashboard or report.
- Utilize the Smart Booth Divider (in Smart Cookies) to credit girls for all booth sale packages sold.
- Visa, MasterCard, American Express and Discover cards accepted.
- **Troops may still opt to use another credit card provider (Square); however, troop absorbs transaction and all associated fees if you choose to use a different system.**

Trainings

- All troops MUST have at least one adult trained for the Cookie Program.
- Council will hold Cookie Trainings for all Cookie Managers (SU and Troop) in October.
- Services Units will be encouraged to hold in-person trainings for troop managers in November to allow for additional information to be shared, information about their specific service unit and also more in depth question/answer sessions.
- An online version of the training will also be available in November.
- Troops should hold their trainings for parents/girls in December.

ACH Procedures

- Troops must have an ACTIVE troop bank account.
- Troops should deposit money often during the selling dates.
- Troops accepting personal checks must make sure to deposit in enough time to clear the bank.
- Troops with families owing money to the troop for cookies taken can turn in an Uncolletable Debt Form (UDF) by five days prior to the start of a Council Proceed Payment process if they want to assign the debt to a parent instead of the troop.
- NEW THIS YEAR ... we will only have two times during the regular sale when the council will require a portion of the council proceeds to be paid to the council.
- The process for the first payment due will begin on March 1. Troops will need to have 50% of the council proceeds due at that time paid. The council will review money collected through electronic payments and notify troops if additional funds need to be withdrawn to reach the 50% due amount.
- On April 5, the council will start the process of reviewing the council proceeds due for the entire sale and will either deposit any over-collected monies back into troop bank accounts OR they will start the withdrawal process for collecting the balance still due.



Social Media Clarification by GSUSA regarding online cookie sales

- Girls should never post their last names, addresses, phone numbers or email addresses.
- Girls may only post about their participation in the Digital Cookie program on social media sites that allow them to restrict access to friends and family (e.g. Facebook), and not to social media sites open to anyone (e.g. Craigslist, E-Bay, Marketplace, Yard Sale Sites, neighborhood groups). When using sites such as Facebook, Instagram or TikTok, be sure any posts are set to private groups, not public where they can be shared with others they do not know.

Money Management

Troop Manager Agreement (TMA) form

The Troop Cookie Manager must complete and electronically sign the TMA form, found on www.gskentucky.org under Cookies+ as part of the troop's readiness requirement. This allows them to order cookies and gives the council permission to electronically collect council payments from their specified bank account.

Cookie Money and Bank Deposits

Require your Girl Scouts to BRING their collected cookie money OFTEN and set a deadline for the final collection. When a Girl Scout requests additional cookies, the best practice is to confirm at least 50% of her existing inventory has been paid. Money should be deposited directly into the troop's bank account as soon as possible. PROTECT it by keeping it in a safe and secure place. If you do not have the ability to easily go to your bank, the best practice is to convert collected cookie money to a MONEY ORDER, available at most big box stores for $1 and deposit like a paper check. This money order process can save you from having to go to your bank at all if your bank has an app that contains a check depositing feature. For paper checks or Payment Apps, your troop (ex: GSKWRC Troop 123) should be the payee.

Cookie Sale Receipt Books

Cookie Sale Receipt Books are provided to all troops participating in the Cookie Program. CONSISTENT use of Cookie Sale receipts is your BEST TOOL to manage the exchange of cookies and/or cookie money between the troop and Girl Scouts and for troop to troop transfers. Receipts take a small amount of time to write out but they provide clarity and will help our council function as intended: your team member. **Complete a receipt ANYTIME cookies or money exchanges hands.** Circle either COOKIES or MONEY at the top of the receipt and fill in the date. Use the left side for cookies or the right side for money. Most Important: The TROOP COOKIE MANAGER signs the bottom of the receipt AND so does the ADULT.


MONEY / COOKIE RECEIPT

TROOP # / NAME _____ S.U. _____ DATE _____

NO. OF CASES	NO. OF PKGS	VARIETIES	MONEY
		CARAMEL deLITES	
		PEANUT BUTTER PATTIES	
		SHORTBREAD	
		THIN MINTS	
		PEANUT BUTTER SANDWICH	
		THANKS-A-LOTS	
		LEMONADES	
		CINNA-SPINS	
		TOTAL	

RECEIVED BY _____

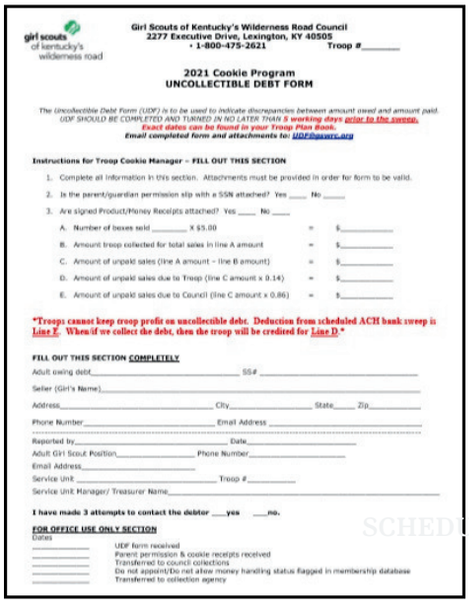
RECEIVED FROM _____

BEST PRACTICE: RECEIPTS SHOULD BE RECORDED IN SMART COOKIES WEEKLY.

Payment Procedures

The Troop Cookie Manager should handle most of the banking procedures. It is important to get money collected from girls and deposited into your troop checking account as quickly as possible. Tell girls in your troop to bring in their collected money often and set up a deadline for the final collection. As you collect money, you must deposit directly into your TROOP CHECKING ACCOUNT. All checks from customers should be made payable to YOUR TROOP.

Uncollectible Debt Form (UDF)


girl scouts of kentucky's wilderness road

Girl Scouts of Kentucky's Wilderness Road Council
2277 Executive Drive, Lexington, KY 40505
• 1-800-475-2621 Troop #_____

2021 Cookie Program
UNCOLLECTIBLE DEBT FORM

The Uncollectible Debt Form (UDF) is to be used to indicate discrepancies between amount owed and amount paid. UDF SHOULD BE COMPLETED AND TURNED IN NO LATER THAN 5 working days prior to the sweep. Exact dates can be found in your Troop Plan Book.
Email completed form and attachments to: UDF@gswrc.org

Instructions for Troop Cookie Manager – FILL OUT THIS SECTION

1. Complete all information in this section. Attachments must be provided in order for form to be valid.
2. Is the parent/guardian permission slip with a SSN attached? Yes ____ No ____
3. Are signed Product/Money Receipts attached? Yes ____ No ____

A. Number of boxes sold _____ X $5.00 = $_____
B. Amount troop collected for total sales in line A amount = $_____
C. Amount of unpaid sales (line A amount – line B amount) = $_____
D. Amount of unpaid sales due to Troop (line C amount x 0.14) = $_____
E. Amount of unpaid sales due to Council (line C amount x 0.86) = $_____

Troops cannot keep troop profit on uncollectible debt. Deduction from scheduled ACH bank sweep is Line E. When/if we collect the debt, then the troop will be credited for Line D.

FILL OUT THIS SECTION COMPLETELY

Adult owing debt_____ SS# _____
Seller (Girl's Name)_____
Address_____ City_____ State____ Zip_____
Phone Number_____ Email Address _____
Reported by_____ Date_____
Adult Girl Scout Position_____ Phone Number_____
Email Address_____
Service Unit _____ Troop #_____
Service Unit Manager/ Treasurer Name_____

I have made 3 attempts to contact the debtor ___yes ___no.

FOR OFFICE USE ONLY SECTION
Dates
_____ UDF form received
_____ Parent permission & cookie receipts received
_____ Transferred to council collections
_____ Do not appoint/Do not allow money handling status flagged in membership database
_____ Transferred to collection agency

Occasionally, we have a parent/guardian who does not pay the amount due for the products their Girl Scout sold on time. If this happens, please fill out the online Uncollectible Debt Form found on our website or on the Balance Self-Report electronic form, at least 1 week before the council proceed payment process begins. Do not delay your paperwork and do not pay for a parent/guardian's debt with troop profit. The following MUST be attached to this form in order for the council to proceed with collection:

- Complete, signed Parent Permission Form
- Manager & Adult Signed Receipts (for cookies & money)
- By turning in this form, your troop is protected from paying the council for these cookies, and the financial obligation is officially removed from the troop to the parent/guardian. The council will move forward with next steps.

Money Management

Council Proceeds Payment Process*

The total sales from the Cookie Program are divided into two parts: Council Proceeds and Troop Proceeds. At any time, you can run the Troop Balance Summary Report to find the proceed amounts based on the cookies the troop has taken at that point in time.

NEW THIS YEAR!!! There will be a Mid-Sale Start Date and an End-of-Sale Start Date for the payment of Council Proceeds. Your troop may not have a Mid-Sale payment due to the amount of monies collected via Digital Cookie at the time of payment ... see below for details.

NOTE - Bank processing takes several days and the number of days can vary between different banks.

In order to most accurately reflect your troop's amount earned per package, please transfer cookies regularly to your Girl Scouts in Smart Cookies. Weekly is recommended.

THE MID SALE COUNCIL PROCEEDS PAYMENT PROCESS WILL BEGIN ON MARCH 1

Mid-Sale Council Proceed Payment = Total Council Proceeds TIMES 50% MINUS Total Digital Cookie Payments

- February 22 - 23 - Troops are REQUIRED to report their BANK BALANCE using the SELF-REPORT form (link will be emailed prior to date). If a troop is concerned they will not have enough money fo rthe mid-sale payment, use the SELF REPORT form to request help and a potential extension. An extension request does NOT guarantee approval. Responsiveness is expected in all communication regarding an extension request.
- March 1 - The Troop Balance Summary report will be ran in Smart Cookies and used for each troop's Total Council Proceeds and Total Digital Cookie payments.
- March 1 - 2 We will email every troop their Mid-Sale Council Proceed payment amount. No payment will be needed if your troop's Mid-Sale Council Proceeds payment is less than zero.
- March 3 - We will begin submitting Mid-Sale Council Proceed payment requests for applicable troops at our bank.

THE END OF SALE COUNCIL PROCEED PROCEED PAYMENT PROCESS

Please note that bank withdrawals can take several days to process due to the different procedures at various banks

- March 29 - 30 Troop are REQUIRED to report their BANK BALANCE using the SELF REPORT form (link will be emailed prior to date). If a troop is concerned they will not have enough money fo rthe mid-sale payment, use the SELF REPORT form to request help and a potential extension. An extension request does NOT guarantee approval. Responsiveness is expected in all communication regarding an extension request.
- April 5 - The Troop Balance Summary report will be run in Smart Cookies and used for each troop's Total Council Proceeds, Total Digital Cookie Payments and Final Troop Proceeds Tier. The Girl Recognitions report will be run in Smart Cookies and used for each girl's Total Packages Sold.
- Girls who sell 36 or more packages qualify for the membership incentive. For each qualifying girl, troop proceeds on 36 of her sold packages will be applied toward her membership cost with council funding the remainder of the $65 fee. The Troop Balance Summary report will include a 36 package troop proceeds adjustment for each qualifying girl, which will appear as a credit in the Fiance section.
- April 5-6 - We will email every troop their End-of-Sale Council Proceeds payment amount,. If your troop's End-of-Sale Council Proceeds payment is less than zero, your troop will receive a deposit from the council
- April 7 - We will begin sumbbing End of Sale Council Prodceed payment requests at our bank.

***As electronic payments become more common, troops often have enough funds on hand to cover their council balance before a payment withdrawal date. To better reflect today's cookie program payment process, we will no longer use the term "sweep" and will instead refer to these transactions as Council Proceed Payment collections.**

girl scouts of kentucky's wilderness road

2027 Cookie Rewards

Rewards are cumulative. Choose one item at each level.

1+ Packages

1 participation Patch



10+ Packages to Operation Sweet Treat



Achievement Bar noncumulative, awarded at each 100 packages.



36 packages = 1 girl membership

Cookie Dollars

Girl Scouts can choose to redeem these credits in many different ways such as camp, travel, and even membership! Check the following pages for more details.

Philanthropist Program

Girl Scouts can choose to be a philanthropist with their rewards. This year's donations will support a local nonprofit, God's Pantry Food Bank. Earn a patch when you choose this option.

75+ Packages	 Pencil Pouch	**OR**	$5 Cookie Dollars		**OR**	30 Meals Donated
150+ Packages	 Small Plush	**OR**	$8 Cookie Dollars		**OR**	48 Meals Donated
300+ Packages	 T-Shirt	**OR**	$12 Cookie Dollars		**OR**	72 Meals Donated
400+ Packages	 Beach Towel	**OR**	$15 Cookie Dollars		**OR**	90 Meals Donated
500+ Packages	 Plush Bunny Slippers	**OR**	$20 Cookie Dollars		**OR**	120 Meals Donated

Sold more than 600 packages? Congrats! You've earned Spark Points!
Choose rewards from this page PLUS your Spark Points on the next page.

Rewards are suject to change due to unforseen circumstances. Similar items may be used as substitutions. Some items may vary in color.

Spark Points

Ignite the Spirit of Entrepreneurship!

In addition to earning the rewards listed on the previous page, Girl Scouts who sell 600 or more packages earn Spark Points (SP).
Spark Points celebrate girls who dream big, set ambitious goals, and keep going as they reach new milestones. They provide the freedom to choose rewards that reflect each girl's unique interests, passions, and future adventures.

Here's how Spark Points work:

- Sell 600 packages and earn your first Spark Point.
- Earn 1 additional Spark Point for every 200 packages sold after 600.
- At the end of the Cookie Program, use your Spark Points to build your own custom rewards package by mixing and matching or choosing a path!

Whether you're an adventurer, creator, innovator, entrepreneur, athlete, philanthropist, or future leader, Spark Points let you choose rewards that are meaningful to you.

Looking to make a difference? Girl Scouts may also choose to use Spark Points to support our featured philanthropy partner. Just 1 Spark Point can help provide approximately 150 meals to neighbors facing food insecurity across our communities.

Girl Scouts who earn Spark Points will provide their selections to their troop cookie manager at the end of the cookie sale and their selections will be added to their rewards submission.















Items pictured may change depending on availability. Any items that may need replaced will be a similar value and as close to the original pictured image as possible.

Spark Points

Earn 1 Spark Point per 200 packages sold over 600 packages

1 - 600	4 - 1200	7 - 1800	10 - 2400	13 - 3000
2 - 800	5 - 1400	8 - 2000	11 - 2600	14 - 3200
3 - 1000	6 - 1600	9 - 2200	12 - 2800	15 - 3400

1 Spark Point


Artist Bundle


Journal Set



Pick a Program


Wireless In-Ear Headphones

Mascot Merch: 1-2 Spark Points

Redeem your Spark Points for the limited edition hoodie (1SP) or sling bottle (2SP)* only available through the Girl Scout Cookie Program!





2 Spark Points


Weekender Bag


Mini Karaoke Machine


Movie Night

3 Spark Points


Kendra Scott Bracelet


LEGO Set



Tickets for Two

4 Spark Points


Home Tools Set


Keyboard Bundle

4 Spark Points: The Golden Ticket to Camp Judy Layne

Don't forget the ultimate Camp Judy Layne Experience!
Redeem 4 Spark Points for a GOLDEN TICKET!
Experience Camp Judy Layne for a session of Resident Camp up to $375.



Not sure about Summer Overnight Camp? Save your cookie dollars and redeem them for Day Camp Experiences at Camp Shawano or the NKY Leadership Campus!

5 Spark Points


Hiking Backpack


FitBit Activity Tracker


Customizable Converse

6 Spark Points


Cricut Joy


Tent/Sleeping Bag


Kodak Smile

**Sling Bottle is in limited quantity; available while supplies last.*

Spark Points

Earn 1 Spark Point per 200 packages sold over 600 packages

13 - 3000	16 - 3600	19 - 4200
14 - 3200	17 - 3800	20 - 4400
15 - 3400	18 - 4000	21 - 4600

7 Spark Points



RC Robot

8 Spark Points

Design Your Own World Challenge

9 Spark Points



Customizable JBL

10 Spark Points



Hammock



The Gorge Experience

11 Spark Points



3D Printer



Sewing Machine



Ninja Creami Deluxe

13 Spark Points



Kayak/Life Jacket

15 Spark Points



Kitchen Aid Mixer



The Louisville Cavern Experience

16 Spark Points



Vlogging Kit



Telescope

17 Spark Points



Meta Quest

20 Spark Points



Dyson Hair Styling Tools

21 Spark Points



Nintendo Switch 2

Philanthropy Program

Girls also have the option to participate in the Philanthropy Program by redeeming each Spark Point to donate 150 meals to God's Pantry Food Bank.

Cookie Dollars

Girls can also redeem each Spark Point for $25 in Cookie Dollars.

Cookie Program Patches

What are some of the patches girls may earn?

Your girls may earn additional patches other than the Theme Patch by participating in the cookie sale. These patches have requirements that the girls must fulfill in order to earn them.



Cookie Online Patch - Girls must SELL 12 PACKAGES through Direct Ship in Digital Cookie in order to earn this patch.



Super Seller Patch - Girls must SELL 24 PACKAGES through Direct Ship in Digital Cookie in order to earn this patch.

Goal Getter Patch
Girls must
SET THEIR GOAL in Digital Cookie
and
SEND 15 EMAILS
in order to earn this patch.



Booth Sale Patch - Girls must participate in at least 1 booth sale.



Bling Your Booth
This special patch can be earned by Girl Scouts who "bling out" their booth however they see fit: with props, glitter, costumes, and more! Take photos and be on the lookout on Social Media and Rallyhood for submission details! The first 150 girls who submit will recieve this special patch.



Wacky Weather Warrior
We know that sometimes the weather is wacky! This special patch is for the Girl Scouts who brave the cold and the crazy! If you/your troop runs a booth during rain or snow flurries, take photos and be on the lookout on Social Media and Rallyhood for submission details!. The first 150 girls to submit will receive this special patch!



Secret Shopper Patch - GSKWR staff, designated volunteers, and friends will be out in the community acting as "secret shoppers." Girl Scouts who encounter a secret shopper will be eligible to earn a special patch. Practice your pitch and be ready-- you never know who'll be a secret shopper that day!



2027 Cookie Crossover Patch - Girls who participated in the Fall Product Sale 2026 can earn this exclusive patch. Girls must have created their own M2 Avatar, sent 20 emails and utilized the "share my site" function for the Fall Product Sale 2026. Then sell 325+ packages of cookies for 2027 Cookie Program. If earned, patches are sent directly to girls 8-10 weeks after the end of the cookie program.



Cookie Dollars

Cookie Dollars are a girl recognition item earned for selling Girl Scout cookies.

Here is a list of what they can be used for:

- All Council Sponsored Events
- Membership Dues
- Merchandise Purchased at the Council Shop
- Council Resident Camp
- Service Unit or Cluster Sponsored Events
- Day Camps
- Girl Scout Destinations

Things to know:

- Cookie Dollars will be distributed in May/June via a Cookie Card that will be mailed directly to the girl.
- If using for a registration, you will submit Cookie Dollars with your registration form.
- Cookie Dollars are non-transferrable.
- Cookie Dollars expire June, 2028.

Travel Credits

NEW!

SUPPORT YOUR PLANS WITH TRAVEL CREDITS!

Travel Credits are an alternative to Cookie Dollars that your girl can elect to earn during this cookie season. Travel Credits can be earned at the same rate as Cookie Dollars, though unlike Cookie Dollars, they are not limited to GSKWR experiences, shops, or programs. Reach out to us if your girl would like to earn Travel Credits!

If your girl elects to earn Travel Credits, she can put them toward one (1) trip of her choosing. This trip must be approved by GSKWR council staff, and must:
a) align with the Girl Scout Leadership Experience
b) align with Girl Scout travel progression
c) be a Girl Scout trip; non-Girl Scout trips, such as family or school trips, will not be approved.



Please note that Travel Credits cannot be held for Destinations. If your girl is saving up for a Destination, please elect Cookie Dollars and share with us her intent to travel. Where Cookie Dollars can be "matched" by GSKWR for a chosen GSUSA Destination, Travel Credits cannot be matched, and the value selected is the value earned.

Travel Credits can be "held" for up to three years and saved toward a trip of her choosing. If your girl wishes to save up for a specific trip, and would like to take advantage of saving up to three years, she (or an appropriate caregiver) must submit this to program@gswrc.org.

Travel Credits can be used for:

- Savannah, GA
- GSKWR-supported trips
- Non-Destination EF Tours
- Extended Troop Trips that align with the GSLE

Travel Credits can NOT be used for:

- Family or personal trips
- School trips
- Non-GSLE-aligned trips or just for fun trips
- Other people

Wait! What happened to Camp Credits?

Camp Credits and Cookie Dollars are now synonymous. If girls do not elect the Golden Ticket to Camp Judy Layne with 4 Spark Points, girls can choose to put any earned Cookie Dollars toward the cost of resident camp. The Golden Ticket cannot be split between multiple day camp sessions; it can only be spent on one week of resident camp.

Please note that any girl who selects the Golden Ticket will still need to pay the $50 deposit to reserve her resident camp week of choice. Girl Scouts who select a camp session valued above $375 can either pay the difference or apply for scholarship. All campers get to enjoy activities such as climbing the tower, swimming, enjoying songs and campfires, making lifelong friendships and amazing memories. Summer camp runs June and July and each week is a different theme. Look for more information about camp in December 15th or check our website!

OPERATION SWEET TREAT



If you can't eat them, treat them!

Through the Operation Sweet Treat program, our Girl Scouts can gift donated packages of Girl Scout cookies to various community groups throughout our council area. By selling 10+ packages for the Operation Sweet Treat program, girls can earn the Cookie Share patch.

TRANSFER COOKIE DONATIONS COLLECTED BY YOUR GIRLS WEEKLY!

It is important to make Cookie Share transfers regularly so when your parents look at their girl's account they have an accurate count of cookie packages credited to their girls and the amount they have due.

The types of donations that can be collected via Digital Cookie are:

Donations – These are orders that ONLY include donation packages. They did NOT purchase any cookies for themselves. Will transfer automatically from Digital Cookie to credit the girl for the sale and the package of cookies automatically.

Shipped with Donations – These are orders placed for Direct Shipment, but also included the purchase of a package of cookies to be donated. Will transfer automatically from Digital Cookie to credit the girl for the sale and the package of cookies automatically.

In-Person Delivery with Donation – These are orders that need to be delivered to a customer, but they have also requested that you donate a package of cookies on their behalf. The troop cookie manager will need to transfer this sale through VIRTUAL COOKIE SHARE or HOLD FOR TROOP DONATION (see explanation below)

Cookies in Hand with Donation – These are orders from a customer at a cookie booth who added a donation box of cookies to their order. The troop cookie manager will need to transfer this sale through VIRTUAL COOKIE SHARE or HOLD FOR TROOP DONATION (see explanation below)

Donations can be transferred two ways:

VIRTUAL COOKIE SHARE TRANSFER - The COUNCIL will donate the cookies on your behalf, these cookies do NOT come from your troop inventory. The package of cookies will be transferred to the girl using the Virtual Cookie Share transfer. The girl is responsible for turning in the money for these packages either to the troop leader OR if sold through Digital Cookie, it will automatically apply the money collected to her account.

INDEPENDENT TROOP COOKIE DONATION -If your troop chooses to donate packages of cookies from the troop inventory, the troop cookie manager will need to transfer donations a little differently. Packages of cookies will be transferred to the Girl Scout, but instead of giving them to the Girl Scout for delivery, the troop cookie manager will set the boxes aside and note that they are donations. When the troop is ready to donate these cookies, they will need to fill out a donation form (located on the council's website under Cookies), have the recipient whom is accepting the donation sign the form and then send the signed form back to the council. This lets the council know the amount donated and also has the recipient sign that they will NOT profit from the donation. Please note: Cookies donated via this method do NOT qualify for the Cookie Share patch. The troop may want to purchase a patch on their own that is more specific to the organization they are donating to.

Buy 5 Program
Print and make copies as needed

The "Buy 5 Program" and how it works:

The Buy 5 Program is a contest for customers and a sales strategy for your girls. Each time a customer purchases five packages of cookies (anytime during the cookie program) the girls can give them a coupon for an entry into a drawing to win five cases of cookies! Each cluster will have a separate drawing. The average customer purchase is three packages. The girls can use this to up sell their orders. Feel free to make copies as needed. Completed coupons must be dropped off at or mailed to your closest Service Center Shop NO LATER THAN April 1st.

Buy 5 Program

Purchase 5 boxes for a chance to win 5 Cases (60 boxes) of Girl Scout Cookies!
Thank you for investing in a Girl! Your purchase helps build 5 life skills, Goal Setting, Decision Making, Money Management, People Skills and Business Ethics.

girl scouts of kentucky's wilderness road

Customer Name_____ Email address_____

Phone Number_____ Troop Number_____

We will only contact you if you WIN the 5 cases of cookies – contest in April, 2027

Buy 5 Program

Purchase 5 boxes for a chance to win 5 Cases (60 boxes) of Girl Scout Cookies!
Thank you for investing in a Girl! Your purchase helps build 5 life skills, Goal Setting, Decision Making, Money Management, People Skills and Business Ethics.

girl scouts of kentucky's wilderness road

Customer Name_____ Email address_____

Phone Number_____ Troop Number_____

We will only contact you if you WIN the 5 cases of cookies – contest in April, 2027

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Purchase 5 boxes for a chance to win 5 Cases (60 boxes) of Girl Scout Cookies!
Thank you for investing in a Girl! Your purchase helps build 5 life skills, Goal Setting, Decision Making, Money Management, People Skills and Business Ethics.

girl scouts of kentucky's wilderness road

Customer Name_____ Email address_____

Phone Number_____ Troop Number_____

We will only contact you if you WIN the 5 cases of cookies – contest in April, 2027

Please drop off at your nearest Service Center by April 1, 2027

Adult Rewards



Multiple colors and Spanish version available!

Check out the cumulative rewards that adults can earn:

If a troop has 100% of girl participation and the per girl average is 300 packages, the troop will earn an adult Cookie Theme Tshirt.

If troop has 100% of girl participation and the per girl average is 400 packages, the troop will earn 1 adult membership for the 2027-2028 membership year.

NOTE: Troop must have a minimum of 5 girls selling (Daisy-Junior level) or a minimum of 3 girls selling (Cadette/Senior/Ambassador level) to qualify for these adult rewards.

Don't forget to check out your local Girl Scout Shops for additional Cookie merchandise available to purchase in December!

Cookie Theme T-shirt, Hoodie, and Mood Cup for Adults to purchase!

If your adults would like to purchase a VOLUNTEER COOKIE T-SHIRT or HOODIE, visit us at:

https://gskwronlinestore.myshopify.com/

for options in multiple colors, both in English and Spanish!







Please note the Girl Reward T-shirt is NOT available for purchase and can only be redeemed by selecting that incentive with participation in the Girl Scout Cookie Program.

NEW THIS YEAR! If your adults would like to purchase a MOOD CUP, fill out the form below and mail it NO LATER THAN MARCH 15th along with a check or cash for the full amount due. Mood Cups will be distributed with the girl rewards when they arrive. Absolutely NO order forms will be processed after March.

Volunteer Mood Cup Order Form

Name: _____ Service Unit Name:_____ Troop: _____

Themed Mood Cups for $2.50/piece: _____ cups x $2.50 = _____

Please note that Mood Cups are available while supplies last.



Make checks payable to GSKWRC Enclosed is my payment for total of: $_____

Must mail or drop off to: Rena Pigg, 2277 Executive Drive Lexington, KY 40505

MAIL BY MARCH 15, 2027 as NO FORMS WILL BE PROCESSED AFTER MARCH 31st

COOKIES MONTH BY MONTH

The following section will provide to-dos for each month of the Cookie Program

Adult Supervision Guidance

- Booths where any Girl Scout is **not accompanied by their own parent/caregiver** require 2 registered, background-checked Girl Scout volunteers.
- Cookie booths that have **all members under the direct supervision of their own parent/caregiver** do not require adults to be registered, background-checked Girl Scout volunteers.

Example – if Girl Scouts Keisha and Tina attend a Walmart booth and they both are chaperoned by their own caregiver, neither caregiver needs to be a registered or background checked volunteer. If a third Girl Scout, Rory, joins then either Rory's caregiver must stay to chaperone or 2 registered and background checked volunteers must supervise the booth instead.

In all instances, follow any state or local regulations that may have more stringent policies in place.



Quick Page Reference for COOKIES MONTH BY MONTH

Booth Lottery	35 & 36	December	33	Private Delivery	34
Cookie Authorization Card	45	February	39	Mega Drop	38
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December

Make sure your troop is ready to participate:

- Troop must be registered for the 2026-2027 troop year and have at least 5 girls (Daisy-Junior) OR 3 girls (Cadette, Senior, Ambassador)
- Troop must have an active bank account.
- Troop must have at least one volunteer attend Cookie Training (online or in person)
- Troop must have one volunteer complete and sign the online Troop Cookie Manager Agreement
- Troop must have TWO registered adults with completed background checks within the last 3 years.

If your troop meets the above requirements by DECEMBER 1st, the Troop's Cookie Manager will receive Smart Cookie access by December 8th and Digital Cookie Access by December 28th.

If all of your girls are registered for current membership year by DECEMBER 15th, they will receive their Digital Cookie Access email by January 1st.

How do I get started with my troop?

Set up a meeting with your parents and girls and cover these steps:

- Explain all aspects of the sale including the 5 skills, price of cookies, deadlines, and what will be expected of them.
- Have each parent/guardian complete a Parent/Guardian Permission Form on our website under Cookies+/2027 Cookie Program OR with the physical form (pink form) before you hand them an Order Card. If physical form submitted, keep them in a safe and secure place.
- Discuss how many boxes each parent/guardian is comfortable with ordering for an initial cookie order which will need to be finalized by January 10.
- Work with parents/guardians and girls to set a troop cookie goal. Think about what the girls would like to do with their proceeds the troop earns.
- Encourage the girls to set their own goals based on the troop goal and the reward level they would like to earn.
- Encourage girls and their guardians to use Digital Cookie ... it is the fastest and easiest way for girls to reach their goals. This is a safe and secure website that girls/guardians log onto to set goals, solicit customers, and track orders.
- Encourage parents to watch the Parent/Guardian training on our website and also refer to the Parent/Guardian Handbook that can also be accessed on our website.



What if a girl has parents who are separated or divorced?

- Have each parent complete their own Permission Form
- Provide each guardian with his or her own Order Card
- For Digital Cookie, the girl will only have ONE account. The guardians will need to share the login information with each other in order to use the app.
- Provide separate receipts to the guardians when giving out product or collecting money to reduce confusion about which guardian is responsible for the product and money due.

January



INTITAL COOKIE ORDER
Due on Janaury 10th at 11:30pm

DID YOU PRE-ORDER GLUTEN FREE COOKIES?

If your troop pre-ordered Gluten Free Cookies, your troop is REQUIRED to place an Initial Order for your traditional cookies, that way your Gluten Free Cookies will be delivered along with your Initial Order.

Tips for your Initial Order

- Check in with your parents/guardians a few days before and get their totals on what their girl has sold on the order card and girl delivery online orders. *Direct ship orders are the only cookies that you do not need to include in your Initial Order.
- The Initial Order is placed by the case and a case of cookies has 12 packages. You will need to round up the amount of cookies you need to the case.
- If your troop is planning to participate in cookie booths, even if it's just one booth, you will want to order extra cookies on your Initial Order.

PRIVATE DELIVERY OPTION

Cookies will be delivered to each service unit via a MEGA DROP or Service Unit Delivery. These deliveries occur on a specific date and at least one person from each troop will need to be there to pick up your troop's cookies.

Troops placing an Initial Order over 300 cases can opt to have a PRIVATE DELIVERY for their troop's cookies to a home. This is completely OPTIONAL and troops must accept and adhere to the following requirements.

- Private Deliveries will occur between Feb 1 - 5.
- Troops will be given the date of their Private Delivery the last week of January. A morning or afternoon window will be provided, but troops should remain flexible due to weather and traffic potentially causing delays.
- The delivery location will have to be accessible for the delivery truck to pull or back into
- The drop location for the cookies will need to be able to have pallets of cookies pulled into. Drivers will NOT off-load cookies from pallets for delivery. A garage is typically ideal
- Someone will need to be there to accept, count, and sign for the delivery.
- To participate in the Private Delivery option, please email product@gswrc.org by December 15th to state if you are considering this option and by January 2nd to commit to this option.
- Initial Orders for Private Delivery will need to be emailed by January 7th. You will NOT enter them in the system as you would if you were doing the Mega Drop or Service Unit Delivery.

Troops place their INITIAL ORDER IN Smart Cookies no later than January 10th by 11:30pm

To gain access to the Smart Cookies system so you can place your Initial Order, you must meet all readiness requirements no later than January 6th.

- Go to: www.abcsmartcookies.com and login in
- Click My Troop at the top of the screen.
- Click Troop Information, enter or update information in all fields, click Edit Troop to save your data.
- Click on the ORDERS tab at the top, then click TROOP INITIAL ORDER.
- Click on COOKIES to place a troop order.
- Save the order. You can edit your order up until the lock out date which is shown in red at the top.
- Check with your Service Unit Cookie Manager for your Service Unit's cookie delivery date and put it on your calendar!

January

SERVICE UNIT AND COUNCIL COOKIE BOOTH SELECTION LOTTERY - January 22 – 28, 2026

All booths will be registered in Smart Cookies which will allow the troop to accept credit cards using the Digital Cookie app and it will list the booth in the Booth Finder, where customers can see where and when booths will be in their area.

Council Booth Contacts and Securing

Members of our council team will begin this October with the process of reaching out to retailers to secure booth locations. Locations that can be identified early as locations that the council will handle scheduling with are Kroger, Food City, Goodwill, AT&T, Wendy's, Sam's Club and Walmart. Volunteers are instructed to NOT reach out to these retailers unless you are specifically asked to by council.

Service Unit Booth Contacts and Securing

We are very appreciative of the Service Unit Cookie Managers that we have throughout the council. They provide a key role in helping to identify and secure local businesses that will allow Girl Scouts to set up cookie booths within their local areas. Just as with the council sponsored booth sales, these locations will initially be open for selection by ALL troops during the Lottery Week and then will remain open through the remainder of the sale.

Forms and letters to use in securing booths will be sent to all Service Unit Cookie Managers in October.
Service Unit Managers will be asked to help secure local booths during October through Thanksgiving. Then, resuming again at the beginning of the year.

By January 18, Service Unit Cookie Managers will be asked to submit paperwork for ALL booths they have been able to secure in their service unit area so they can be included in the lottery process. Service Unit Cookie Managers can continue securing booths after this date and they will be added to Smart Cookies for selection once the lottery week is over.

ALL Service Units will submit Cookie Booths they have arranged in their Service Unit area to be placed in the Council Wide booth selection lottery. ALL Council arranged booths will be placed in the selection as well. Booths will NOT be pre-assigned prior to the lottery selection process.

Cross County Rules - ONLY FOR DAY ONE OF THE LOTTERY

There will no longer be cross county boundaries for cookie booths that are arranged by the Service Units and Council. We will have the "day one selection" of locations limited to only booths within a troop's service unit, but after that, all locations are open to any troop who wishes to work them.

January

SERVICE UNIT AND COUNCIL COOKIE BOOTH SELECTION LOTTERY - January 22 – 28, 2027

DAY 1 Log into Smart Cookies any time between 3pm and 11:30 pm and follow the instructions to place your initial selections for cookie booths. (Since the first day is a LOTTERY RUN, making your selections earlier or later during this time period will have no bearing on what you receive.)
Each troop will be limited to only see booth locations that are within their Service Unit for Day 1 in order to allow initial selection to be for local locations. The troops will select 15 booth slots they would be interested in. The lottery process will run that night and they will receive an email in the morning letting them know which spots were assigned to them. Troops can receive UP TO 5 SPOTS ... but based on demand, may receive less. By choosing the most popular locations and times, it could limit the number of selections you are awarded as many others may be request them too. Selecting a variety of options will give troops a better chance at receiving more initial spots.

DAY 2 Log into Smart Cookies starting at 8pm and select 2 booth locations for your troop on a First Come/First Serve basis. Locations at this time will be open for selections throughout the entire council. Use the filter options to help narrow down the locations you want to choose from. The booths you select will automatically be assigned to your troop and you will receive a confirmation email.

DAY 3 Log into Smart Cookies starting at 8pm and select up to 3 booth locations for your troop on a First Come/First Serve basis.

DAY 4 Log into Smart Cookies starting at 8pm and select up to 4 booth locations for your troop on a First Come/First Serve basis.

DAY 5 Log into Smart Cookies starting at 8pm and select up to 5 booth locations for your troop on a First Come/First Serve basis.

DAY 6 Log into Smart Cookies starting at 8pm and select up to 6 booth locations for your troop on a First Come/First Serve basis.

DAY 7 Log into Smart Cookies starting at 9am and select booth locations for your troop on a First Come/First Serve basis.

Important Considerations

As you are booking times/locations, please do not book any booths that you do not think your troop will be able to work. If a troop is seen as selecting an excess of booths especially at a single location, the council will set restrictions on how many the troop can select. They could additionally ask the troop to forfeit some of the locations selected so that other troops have the opportunity to select the location.

Throughout the sale, troops can check the booths available in Smart Cookies and sign up for them as needed. We encourage troops to check regularly for booth opportunities as we may have been able to secure new locations/times OR troops may have had to cancel a booth, leaving it now available for selection.

January

TROOP SECURED BOOTH PLANNING CAN BEGIN JANUARY 2

Troop Secured Booths

Troops are welcomed and encouraged to set up Troop Secured Booths, however, there is an approval process that must be followed in order to do so. Troops who are found holding booth sales that have not been accepted through the approval process risk losing the ability to participate in booth sales for the remainder of the cookie season.

During the month of February, Troop Secured Booths may only be approved within your own Service Unit. This allows local troops the opportunity to secure booths close to home first. Starting in March, troops can reach out to potential locations that are in other Service Units, but must follow all of the steps below in the approval process.

- Reach out to the Service Unit Cookie Manager (or council if there isn't one) to find out if it is ok to reach out to the location. This allows the SU Cookie Manager to share any information with the troop they have about this location and their preferences.
- If the SU Cookie Manager agrees, the troop may then reach out to the location to request setting up a booth. The troop volunteer should be professional in their request and note all requirements of the location such as where to set up, dates and times allowed, any limitations to the number of girls, etc. This information should be documented on the Troop Secured Booth Form (located on the council's website under COOKIES) and the store manager/owner must sign the form.
- Troop Secured Booth Form must be sent to the SU Cookie Manager and council at product@gswrc.org for approval. If approved, the troop will be asked to submit the booth in the Troop Secured Booth section of Smart Cookies.
- The council will review the submission in Smart Cookies and approve so the booth will show up for the troop in their reservations. Please allow at least 2 business days for this approval process, especially in February when booths are at their busiest time.







Is a booth location permissible?

Guiding principle: Girl Scouts should not sell in or in front of establishments that they themselves cannot legally patronize. Examples being bars, dispensaries, or casinos.

Consider not only the policies and regulations but also the standards and perception of your local community/government.

Locations that serve alcohol – yes if criteria met

Family friendly restaurants with bars or breweries that house a kitchen are permissible.

Members should never in any way promote the purchase of alcohol, such as a cookie/beer pairing or a coupon offer with purchase of cookies. Booth must be set up away from the bar and present adults may not consume alcohol during the booth.

Dispensaries – No

GSUSA has been steadfastly combating the unauthorized uses of the Girl Scout trademark by the cannabis community, which has been marketing—without GSUSA's authorization—certain cannabis products under our youth-appealing brand. We are continuing to aggressively fight these unauthorized uses of the Girl Scout brand and hope that our councils and volunteers will join Girl Scouts of the USA's efforts by discouraging cookie booth locations at such locations.

February

Cookie Delivery for Initial Orders happens from
January 29th - February 4th 2027

Delivery Dates that are already set:

Fayette, Jessamine, Estill, Woodford - Friday, January 29th
Boone, Kenton, Campbell, Grant—Saturday, Jan. 30th
Delivery Stations outside of Central and Northern Kentucky – Feb. 1 – 4th
Cupboard or Private Deliveries - Feb. 1 – 4th

All other troops should check in with their SU Cookie Manager and you should receive notification at least one week before delivery where and when your Service Unit Cookie Delivery will happen.

What should I expect at cookie delivery?

Each delivery site is a bit different but here are the basics:

- Arrive at your assigned or chosen time.
- Be sure to use a vehicle large enough to hold all your cookies at once. See the chart below for general guidelines. Please note that this guide is accurate if your car is free of car seats, strollers and the like. If you need multiple vehicles, be sure you get in line together.
- You are required to get out of your car and count the cookies. Your troop is responsible for the cookies that you sign for.
- If there is an error, notify a delivery worker immediately. If you get home and find an error, contact council immediately.
- If due to an emergency your troop misses your cookie pick up, contact council immediately.
- If the troop leader is NOT the person coming to pick up the cookies during initial delivery, please send a physical/signed copy of the Cookie Authorization Card on page 45 with the person picking up the cookies. They should present this to the council staff member who will be having them sign for the troop's cookies and this copy will be kept by council for our records.

Vehicle Type	Case Capacity
Compact Car	1-23
Standard Sedan	20-45
Standard Wagon*	45-70
SUV/Minivan*	50-100
Standard Van	150-200

*SUVs/Wagons need to have rear seats folded down to reach the case capacity. Wagons or smaller SUVs like Honda CRV, Toyota Rav4, and Ford Escapes may hold closer to the 50-75 case capacity.

**A standard pickup truck, without straps, a tarp, or cap will hold only around 30-50 cases in the bed.

IF you are receiving a Private Delivery:

- Please refer back to the Private Delivery standards that need to be met in order to accept your Private Delivery outlined on page 34.

Delivery to your Girl Scouts and families:

Follow these easy steps to ensure a successful delivery to your parents and girls:

- Notify the parents of the date, time, and location that they can pick up their order. Give yourself enough time to get home, unload and prepare the orders.
- Sort all cookies and orders before you let any parents pick up cookies.
- Prepare cookie receipts for each girl. When parents pick up, have them count and verify their order. Complete a receipt for every cookie transaction.
- Remember, parents are responsible for all cookies that they sign for. You must write a receipt each and every time cookies or money exchanges hands! Keep your receipts in a safe place with the Parent Permissions Forms.
- If you have a girl with separated parents, be sure that the parents pick up their separate orders.
- Remind parents that if they need more cookies, you will need to know by Friday weekly in order to place a Planned Order for more by Sunday.

February



Preparing for Cookie Booths

- Check with the troop cookie volunteer to determine if you will use troop cookies or an individual Girl Scout's cookies at the booth. If using troop cookies, determine who will deliver them to the booth location and who will return any unsold cookies back to the troop cookie volunteer.
- Determine how much change to take to the booth and whether it will be supplied by the troop.
- Check with the troop cookie volunteer to verify the troop's Digital Cookie troop link is set up to allow for electronic payment processing; verify your access and review any instructions for use to ensure smooth payment acceptance from customers.
- Determine if your Girl Scout is ready to booth. Consider things like the length of time for the booth shift, if they will be okay standing in the same area for the duration of the booth, and how they will react if rejected or ignored by customers.
- Work with your troop cookie volunteer to schedule the booth, and consider volunteering to help supervise at the booth.
- Encourage Girl Scouts to unleash their creativity to make signs and decorations to attract customers.
- Check your council shop or girlscoutshop.com for tablecloths, booth kits, and other cookie gear.
- Have Girl Scouts practice their sales pitch and replies to potential customer responses.

Suggested amount of cookies needed for a booth sale:

On the average, troops will sell 4-6 cases an hour based on LOCATION, TIME AND WEATHER. An average recommended amount to take for a 2 hour booth would be:

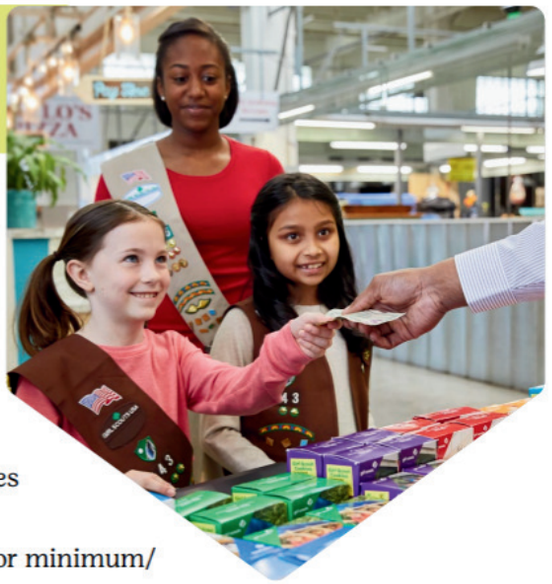
1 case Adventurefuls	1 case Exploremores	2 cases Caramel deLites	2 cases PB Patties
1 case Lemonades	1 case Trefoils	1 case Peanut Butter	3 cases Thin Mints

Cookie Booth Finances

- Reduce cash transactions by offering council-approved electronic payment options whenever possible.
- Follow council and troop rules for accepting large bills or checks.
- After receiving cash and making change, Girl Scouts should hand the money to a volunteer for safekeeping and to deposit into the cash box as soon as possible.
- Keep the cash box in a safe place or behind a barrier of cookie packages; consider using a money belt or apron in place of a cash box.
- Use an inventory worksheet to reconcile sales at the end of the booth.
- Turn booth funds over to the troop cookie volunteer promptly and avoid keeping money at home or at school.

February

Booth Requirements



Remember to follow all guidelines that your council sets, like approved and designated booth locations, as well as requirements for setting up, running, and taking down a booth.

- All booth sales must take place in a designated, council-approved area.
- Check with your troop cookie volunteer to determine who is authorized to approach locations to request permission to hold a booth and how to sign up for expanded cookie booths opportunities if offered by your council.
- Girl Scouts should not sell in or in front of establishments that they themselves cannot legally patronize.
- Girl Scouts must be present at cookie booths; follow your council's guidance for minimum/maximum attendees.
- Have a minimum of two adults (at least one of whom is a registered Girl Scout volunteer with the required background check) present at all times.
- Always have a first-aid kit and caregiver contact information available at the booth.
- Only Girl Scout Cookies may be sold at booths.
- Girl Scouts may not engage in any direct solicitation for money; however, Girl Scouts may promote their cookie donation

Booth Etiquette

- While at a cookie booth, make sure Girl Scouts wear their uniforms, other Girl Scout–branded clothing, or their membership pin to clearly identify themselves as Girl Scouts. It's a great way to show your Girl Scout pride!
- Booths should not block a store entrance or exit.
- Make sure there is enough room for both the cookie display table and the participating Girl Scouts. Ensure that pedestrians, bikes, and cars can safely pass by.
- Arrive early enough to set up, but do not encroach on the time of troops selling before you.
- Begin packing up before the end of your shift so troops following you can start on time.
- Be sure to clean up after your shift, taking empty cases with you.
- Set up—and remain—in the designated area.
- Always be courteous and polite; avoid yelling at customers.
- With adult supervision, Girl Scouts should do the selling.

HOW TO REPORT A COOKIE SALE BOOTH or SOCIAL MEDIA PROBLEM

If you see a booth which is NOT following Girl Scout procedures or you see behavior that is unsafe, you can report this to the council through the following link. Do not use social media to post concerns. Submissions will be monitored daily & the council or a SU Cookie Manager will follow up and act as necessary. This link will also be provided to ALL businesses where booths have been approved so they can submit any issues they have with troops as well. This link should also be used to report issues with posts on social media that do not follow the GSUSA Guidelines.

girl scouts

Booth Inventory Sheet

Be sure to plan for the weather in your area and include umbrellas, spare scarves, gloves, and handwarmers as necessary. Booths should not block a store entrance or exit.

- Table
- Chairs
- Tablecloth, displays, and signage
- Pop-ups, if allowed
- Change—be sure to take cookie price into consideration when determining how much change to bring
- Money pouch or cash box
- Technology for processing electronic payments (cell phone, card readers)
- Cookies
- Bags/boxes for large customer orders
- First-aid kit
- Required approval paperwork or documentation (i.e., approval forms, sign-up confirmation, permission forms)
- Inventory worksheet

Booth Location: _____ Date: _____ Troop #: _____

Cookie										
Price	$____	$____	$____	$____	$____	$____	$____	$____	$____	$____
Starting Inventory										
Packages Sold (Use Tally Marks)										
Donations (Use Tally Marks)										
Ending Inventory										
Total Packages Sold										

Girl Scout on Duty	Start Time	End Time

Adult Supervisors

Ending Cash	
Starting Cash	−
Total Cash Collected	=
Credit Cards	+
Checks	+
Total Money Collected	=
Expected Total Amount (packages sold x price)	−
Over/Short Money Collected for Boxes Sold	=

Notes: _____

Adult Signature: _____

girl scouts

"What If?" Scenarios

Have an amazing cookie season and get ready to reach your goals!

What if someone asks you, "What's the difference between Girl Scouts and Scouting America?"

- Girl Scouts and Scouting America are two completely different organizations.
- Girl Scouts bring their dreams to life and work together to build a better world! And research shows there's no better place to discover their full potential.
- Talk to cookie customers about what the Girl Scout experience has been like for you and your troop.

PRO TIP: Stay positive. Don't put other organizations down. Just lift Girl Scouts up!

What if someone asks about a cookie we don't sell anymore?

- Thank them for loving Girl Scout Cookies!
- Ask them what they loved about that cookie, was it chocolate? Was it fruit flavored? Based on their response, recommend a different cookie.
- Some cookies come and go based on their popularity/food trends and to make room for new and exciting flavors.

PRO TIP: If you have a Digital Cookie page, share it with customers. Explain that purchasing cookies either at a booth or online helps you reach your goals.

What if someone steals money or cookies from the booth?

- Try to get a good look at the offender so you can describe them to security or the police.
- Call 911, and alert security (if applicable).
- Report any incidents to your council according to its guidelines.

PRO TIP: Never attempt to physically recover stolen items or confront a suspect.

What if you're approached by an angry customer or someone makes you uncomfortable?

- Try to get a good look at the person in case you need to describe them to security or the police.
- If the situation calls for it, call 911 and alert security.
- If it feels safe to do so, we want you to feel empowered to capture the person with your smartphone's video, photo, or audio recording to provide evidence to police.

PRO TIP: Never argue or negatively engage with a customer. Try to stay calm.

What if a customer complains about where the cookie proceeds go?

- You can say, "Girl Scout Cookie proceeds stay local to power amazing adventures and life-changing opportunities for girls, such as STEM activities, trips, community projects, and charitable donations. The more cookies you buy, the more you help troops and Girl Scouts gain the skills needed to take on the world!"

PRO TIP: Always practice good listening skills before replying. Do not engage with someone if the situation escalates.

What if you're asked to leave by store management or security?

- If a problem arises with property/store management or security guards, follow their instructions.
- Report the request to your troop cookie volunteer so they can work with the service unit or the council to resolve the matter.

PRO TIP: Bring a copy of the authorization if it's available from your council.

What if someone asks why Girl Scouts use palm oil in their cookies?

- Palm oil is an ingredient found in most baked snacks sold in the U.S.
- Palm oil ensures shelf life and serves as an alternative to trans fats.
- We continue to explore alternatives, but there are no viable or readily available alternatives at this time.
- Girl Scouts of the USA is a member of RSPO (Roundtable on Sustainable Palm Oil) which supports efforts to promote the growth and use of sustainable palm oil products.

PRO TIP: If someone is asking questions that you can't answer, feel free to direct them to http://www.girlscouts.org/cookie for more info.

What if another troop shows up at the same time?

- Contact troop cookie volunteers to verify sign-ups in case someone has arrived at the wrong location.
- Work together to find a solution. Consider splitting the time or having one troop per door.
- Do not involve store management with troop conflicts.

PRO TIP: Girl Scouts and their adult volunteers should always behave in a manner appropriate to a public setting.

February Cookie Links

This season, each troop will have a Troop Cookie Booth Link that they can share throughout the cookie program to promote touchless ordering and curbside pickup of cookies. The cookies ordered using this link will post in the Smart Booth Divider and troops can divide the cookie packages between girls in the troop.

How do troops find their Troop Cookie Booth Link?

Troop Cookie Booth Links are offered by ABC, and troops will have two links on the troop information webpage in Digital Cookie.

Troop Shipped Only Link:

This link is for direct ship and donation orders only. This is the same link that will appear in the Girl Scout Cookie Finder. It can also be shared by the troop if they wish for direct ship or donation orders to be divided between all girls in the troop.

Troop Cookie Link:

This link is only for local deliveries and donation orders. This link will not appear on the Girl Scout Cookie Finder. The Troop Cookie Link can be used to manage drive thru cookie booths or curbside pickups at traditional booths.

Customer Tips for the Troop Cookie Link:

- Give clear pick up locations when communicating or specifying drive thru or curbside locations.
- Approve orders promptly. Troop volunteer must approve order before transaction can be completed.
- Refunds can be issued per your Council's instructions if a consumer does not pick up their order.

Tips for the Troop Shipped Only Link:

- Create a QR code for your Troop Shipped Only link and print them off to keep them at your cookie booth. This way if you have a customer that wants to purchase Thin Mints, you can give them the QR code so that they can order them directly from your troop!
- Be sure to divide up your troop's shipped only sales under the Orders tab.

Safety:

A troop volunteer or girl must never deliver cookie orders coming in from the Troop Cookie Booth Link to the home of a person you do not know.

A troop volunteer or girl must never decide to meet someone beyond your pre-established safe booth location to deliver cookies to someone you do not know. Simply reroute the customer order to a physical booth location or the troop Direct Ship Troop Link.



Social Media Clarification by GSUSA regarding online cookie sales

- Girls should never post their last names, addresses, phone numbers or email addresses.
- Girls may only post about their participation in the Digital Cookie program on social media sites that allow them to restrict access to friends and family (e.g. Facebook), and not to social media sites open to anyone (e.g. Facebook on Community or Group pages, Craigslist, E-Bay, Marketplace, Yard Sale sites).
- When using sites such as Facebook, Instagram or TikTok, be sure any posts are set to private groups, not public where they can be shared with others they do not know.
- **If you are concerned about a post - Use the link at the bottom of page 40 for reporting to council for follow up.**

February Cookie Cupboards

What is a Cookie Cupboard?

Cookie Cupboards are locations throughout the council that offer additional cookies for pick up after Initial Order is placed if you would happen to need more.

Inventory Reviews and Cupboard Order Approvals

Troops are recommended to transfer cookies to their girls or other troops weekly in order to keep their inventory updated in Smart Cookies. While the council prepares their orders to fill the cupboards with the needed cookies, they will also review orders placed by troops. If the council is concerned in regards to the amount of inventory a troop is showing on hand, they may choose to hold on approving their cupboard order until it can be determined if the troop's inventory is correct and manageable.

Other reasons the council may choose to deny a cupboard pickup for a troop:

- Council has received complaints about the troop from retailers regarding when they were working a booth at their location.
- Council has received complaints about troops "no-showing" to a booth WITHOUT cancelling it in Smart Cookies,
- Troop has been found setting up a booth location that was NOT approved by council and set up in Smart Cookies.
- If there are issues with a council proceed payment that was due, an order for additional cookies will not be approved until that matter can be resolved with the Finance Department.

Cookie Cupboard Basics

- If you need additional cookies, you place a PLANNED ORDER in Smart Cookies every week by Sunday at 11:30 p.m. You may pick them up on the date and timeframe you selected, which can be as early as the following weekend.
- Troops are not required to pick up their full planned order and are allowed to make changes to their planned order at pickup based on availability. The exception is the LAST TWO WEEKS of the sale when troops are financially responsible for all Planned Orders placed in Smart Cookies.
- You can go to any cupboard in Girl Scouts of Kentucky's Wilderness Road Council to pick up.
- You MUST bring a Cupboard Authorization Card (see page 45) even if you are the Troop Leader or Troop Cookie Manager.
  - * Hint: Fill the form out and take a picture with your phone! *
- **There are no returns on any cookies.**
- Keep your cupboard receipts and verify that they were entered into Smart Cookies correctly. If there is an error, contact the Cupboard you picked up cookies from.
- The main cookie cupboards are at the Service Centers. Many Cookie Cupboards are in volunteers' homes. Keep in mind that the cupboard managers have volunteered their time and homes to help us. Be considerate of their household. After January 15th, you can check www.gskentucky.org for locations and hours of operation of all cookie cupboards throughout our council.
- All cookies picked up must be in full case quantities. The last two weekends, you may combine 12 boxes of different varieties to equal 1 case.

How do I place a PLANNED order to pick up at a Cookie Cupboard?

Log onto abcsmartcookies.com

- Hover over the Orders tab and click on Planned Order

Pick a Cupboard

- The Planned Order screen shows the Troop number, Troop contact information and the Cupboards that are available to the Troop to pick up additional cookies from
- Choose a Cupboard by clicking on and highlighting it - Click Continue

Set up Delivery and Quantity of Order

- Once the Cupboard is chosen, the edit option is available if there are other locations to choose from and you want to pick a different Cupboard to pick up from. To change locations click edit and select again.
- When you select the Cupboard, you'll see a list of dates indicating the days the Cupboard is available for pickups. Select a date and click continue.
- Select a time that suits your schedule. Click save.
- You may edit your cupboard, date and time selections by clicking edit under the appropriate category.
- The varieties will be shown beneath the cupboard information.
- Enter the number of cases. There is a field for Order Notes available. Click Save.

February Cookie Cupboards

What happens if I do not pick up my PLANNED ORDER on my scheduled pick up date?

Cookies not picked up by noon on the day after your PLANNED ORDER PICK UP DATE, will go back into inventory for other troops. If you still need those cookies, you will need to place a new planned order for them for a new date/time.

When picking up cookies from the cupboard ...

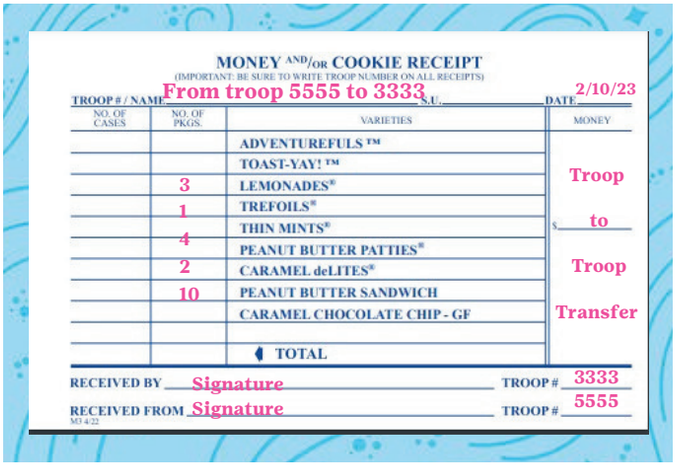
A receipt will be provided to you at the cookie cupboard for the cookies that you have picked up. When signing the receipt, please be sure to both PRINT and SIGN your name. Receipts will be recorded and cookies transferred in Smart Cookies by the end of the weekend.

ALTERNATIVE OPTION FOR PICKING UP MORE COOKIES - Troop to Troop Cookie Transfers

Troop to troop cookie transfers are a great way to help and support sister Girl Scout troops and can be done between troop cookie managers. If a troop has cookies that you need, simply swap or transfer them and add the transaction in Smart Cookies within the week that the transfer happens.

Entering a Cookie Transfer (the giving troop must do this)

1. Both parties must sign a paper receipt for the transaction after verifying counts. Please sign & print name.
2. Enter in Smart Cookies in the "Orders" tab.
3. Select "Transfer Order".
4. Under the "type of transfer" dropdown, choose "troop to troop".
5. Enter in the other troop's number that you are transferring to.
6. Enter the quantity you are giving the other troop, this will be in packages.
7. Type in any notes you may want to add then click "save" at the bottom to complete the transfer.



MONEY AND/OR COOKIE RECEIPT

(IMPORTANT: BE SURE TO WRITE TROOP NUMBER ON ALL RECEIPTS)

TROOP # / NAME From troop 5555 to 3333 S.U. DATE 2/10/23

NO. OF CASES	NO. OF PKGS.	VARIETIES	MONEY
		ADVENTUREFULS ™	
		TOAST-YAY! ™	Troop
	3	LEMONADES®	
	1	TREFOILS®	$ to
	4	THIN MINTS®	
	2	PEANUT BUTTER PATTIES®	Troop
	10	CARAMEL deLITES®	
		PEANUT BUTTER SANDWICH	Transfer
		CARAMEL CHOCOLATE CHIP - GF	
		TOTAL	

RECEIVED BY Signature TROOP # 3333

RECEIVED FROM Signature TROOP # 5555

MS 4/22

Girl Scouts of Kentucky's Wilderness Road - Cookie Authorization Card 2026.
This card and an ID must be present to pick up cookies from any cupboards.

You must have this card in order to pick up cookies.

Troop #_____ Service Unit _____

Troop Cookie Manager: _____

Name and Phone Number (print please)

Troop Cookie Manager Signature:_____

Additional Adult Authorized to Pick up Cookies:_____

(please print name of adult/s)

You must have this card in order to pick up cookies.

March

Tips for preventing leftover cookies

Even the most seasoned cookie-selling troops can end up with a few extra packages of cookies at the end of the sale. However, troops may have trouble paying the cookie bill if they have several cases of cookies leftover. This can be avoided by following several simple guidelines:

- Troops should know how many packages of cookies the troop has on hand at all times and how many packages the troop needs to fill girl orders or for upcoming cookie booths.
- DON'T WAIT UNTIL THE LAST FEW WEEKS OF THE SALE if you think you have excess inventory - communicate early and often with your Service Unit Cookie Manager and the council to find opportunities for cookie transfers to other troops or additional booth opportunities.
- Troops should schedule additional cookie booths or ask girls to take extra cookies on a walkabout.
- Consider promoting our cookie donation program to increase sales with both existing customers and potential customers from a "no" to a "yes" when asked to purchase.

Who is responsible for cookie funds and cookies?

Responsibility for cookies and cookie money belongs to those adults who are registered as leaders, troop cookie managers, and the parent /guardians involved in the sale. Girl Scout of Kentucky's Wilderness Road Troop Finance Policies state:

1. Any person in default of a past product sale payment may NOT participate in future product sales and will be released from his/ her volunteer position if payment is not received within 60 days of written notification of debt.
2. Girl Scouts of Kentucky's Wilderness Road Council will pursue outstanding debts owed to the Council and when practical, debts owed to registered troops/groups up to and including appropriate legal action.

What if our troop has leftover inventory after the program ends?

See below in "Final Steps" on how to report unsold inventory and complete an extension form with our Finance Department.

Final Steps in Smart Cookies

Check transfers from Cupboard to Troop in Smart Cookies weekly for accuracy!

If there is a discrepancy, you MUST notify the cupboard manager where you picked up your cookies from!

Due April 3rd by 11:30 p.m.

- TROOP TO GIRL TRANSFERS in Smart Cookies must be completed BEFORE submitting your recognition order.
- A troop's cookie transfers to girls should be cookies given out to individual girls to fill orders and cookies sold at cookie booths. Any inventory still on hand should NOT be transferred so that Smart Cookies shows the cookies the troop still has on hand.
- Troop benefits from following this guidance:
  - Troop to Troop Transfers - Identifying troops with excess inventory so the council can connect them to troops who need cookies. Other than selling cookies, a Troop to Troop transfer is the only way a troop can reduce their on hand inventory and financial responsibility. (Gentle reminder: cookies can not be returned and troop is responsible for paying for ALL COOKIES they take.)
  - Additional Options and One-on-One Guidance from the council for selling the troop's remaining inventory.
  - Not Holding Girl Recognitions
    - Recognitions for the troop will be released to girls up to the level that corresponds to their successful payments to council
    - The troop will still be responsible for paying their full balance due in a timely manner.
    - The troop will need to share the steps the ENTIRE troop intends to take to sell their remaining cookies with the Finance Department (finance@gswrc.org), who will give them an Extension Form to complete upon approval.
  - If a troop chooses to transfer ALL COOKIES, even their unsold inventory, to the their girls, the council will HOLD ALL TROOP RECOGNITIONS until the troop's balance due is paid in full.

- GIRL RECOGNITION ORDER - the system populates based on the amount of boxes that are transferred to each girl. The troop cookie manager will need to enter the selections made by the girl at each level.
- Orders for SPARK POINT RECOGNITIONS will be in SMART COOKIES this year with the recognition order process. Use the chart on the recognition sheet to determine the number of Spark Points a girl has earned and record her choices accordingly. Please double check the math to be sure all points are used and she does not choose over the amount earned.



Follow Youtube link in the upper right corner of the Smart Cookies platform to see video tutorials on how to enter transfers and recognitions.

SMART COOKIES and DIGITAL COOKIES

Our two platforms used to manage the sale by council, troop leaders and parents/guardians

Smart Cookies is the tool for the council, service unit managers and troop managers to manage the cookie sale. Parents/Guardians and Girl Scouts do NOT have access to Smart Cookies. Smart Cookies is used to manage the sale from the standpoint of actual physical inventory given to the troop and to girls and does not track indvidiual customer sales data.



Digital Cookie is the tool for parents/guardians to manage their Girl Scout's cookie sale. Think of it as an electronic cookie form that also allows the girl to accept payments and promote their sale. Parent/Guardians and girls may sometimes notice a difference in packages sold in Digital Cookie versus where they know their Girl Scout is in regards to achieving their goal. This is because transfers from booth sales and cash sales do not always communicate from Smart Cookies back to Digital Cookie.

Troop Cookie Managers will always be able to provide the actual packages credited to a Girl Scout and her amounts due to parents/guardian's through Smart Cookie Reporting. To do so, they will have to record transfers regularly.

Quick Page Reference for SMART COOKIES and DIGITAL COOKIES

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Smart Cookies

For Service Unit & Troop Managers

What is the Role of Smart Cookies in the Cookie Sale?

Smart Cookies is the tool for the council, service unit managers and troop managers to manage the cookie sale.

Some of the things this application does:

- Where you will input any orders for cookies either for your intial order or for weekly planned orders from cupboards
- You will use this site to sign up for booth sales that have been scheduled by the council or your SU Manager.
- Any booths you set up for your troop will be entered by you into Smart Cookies for approval and so you can use the credit card feature in Digital Cookie.
- All transfers of cookies to/from your troop or to/from your girls will be recorded in Smart Cookies.
- All payments made to your troop from your girls will be recorded in Smart Cookies whether it is from you entering that your received cash/check OR Digital Cookie transferring credit card data.
- Reporting!!! In this system you can run all kinds of reports to help you manage your sale relating to inventory, booths, balances due, etc
- Smart Cookies is the MAIN application Troop Leaders use to manage the sale for their troop.

When will you receive access to Smart Cookies?

All readiness requirements (outlined on page XX) must be completed by Troop Cookie Managers in order to receive access to Smart Cookies. The Smart Cookies system will open for those Troop Cookie Managers who have met their readiness requirements on December 8th.

Be on the lookout for this important email!

Add noreply@abcsmartcookies.com to your safe sender list!

ABC Bakers provides YouTube training videos to guide you every step of the way! Training can be accessed directly from www.abcsmartcookies.com/safety-and-training

From: noreply@abcsmartcookies.com <noreply@abcsmartcookies.com>
Sent: Tuesday, November 29, 2022 4:34 PM
To: abcbakers.troop+test@outlook.com <abcbakers.troop+test@outlook.com>
Subject: ABC Smart Cookies Registration

Dear Girl Scout Volunteer,

Girl Scout Cookie season is starting soon! To help you get ready for a great cookie season please set up your account and register on the ABC Smart Cookies website, click the link below to get started:

https://app.abcsmartcookies.com/#/registration?token=88273fb7-c1e7-4531-9d3e-577860f90a53

By registering on ABC Smart Cookies website, you will be able to complete your profile, start managing your cookie sale and have access to all of the resources available on the ABC Smart Cookies website!

Thank you,

The ABC Smart Cookies Team

If you'd like to unsubscribe and stop receiving these emails click here

Making the Most of Smart Cookies

MENUS

Dashboard

The dashboard has a lot of valuable information for the troop. While ABC Bakers has been working to make the refreshing of data automatic, please be sure to manually refresh your dashboard any time you refer to the data. You can do this by going to the top of the page and clicking on the refresh button. It will show you the date and time that the data is based on.

My Troop

Whether you are logging in as a Troop Leader or a Service Unit Cookie Manager, make sure that your contact information is correct. The email address that is in Smart Cookies is the email address that any system emails will be sent to.
The mailing address for Service Unit Cookie Managers is the address that the rewards will be sent to.
Making sure all contact information is correct and updated is important.



Orders

The Orders menu is where you place orders for cookies. Here you will place your troop's Initial Order, any planned orders from cupboards, and your virtual cookie share orders. You will also manage all of your transfers. By using the Manage Orders feature you can review ALL transfers that have been made and make changes if needed.

The Transfer Orders option is where troop cookie managers will transfer cookies to your girls as they pick them up. This is a key step in the cookie sale process and one that we will be asking troop cookie managers to do weekly. This will allow the council to see the remaining inventory you have left so we can make sure your cupboard orders do not exceed recommended inventory levels.

Any time you are transferring cookies, you are transferring the financial responsibility of that cookie from one person to the other. It can be from the Troop to the Girl, from Troop to Troop, from Girl to Girl, etc.

Cookies

The Cookies menu provides information about our cookie lineup and each cookie specifically, so you can any answer any questions that pop up! This section will most likely NOT provide information on the new online exclusive cookies as a different bakery produces these items.

Making the Most of Smart Cookies

Booth



The booth menu allows you to Schedule a Booth either during the Lottery Week or throughout the sale as you pick up additional booths. You can review the booths that you have secured under My Reservations and enter the information for approval for booths your troop itself has arranged under Troop Secured Booths.

All booths are to be registered in Smart Cookies. This gives troops the ability to run credit cards through Digital Cookie with no service fees AND allows the booths to show up on the Cookie Finder site so that customers can see where cookies can be purchased.

Under the My Reservations option, this is where you would cancel a booth if you can not work it.

Also under My Reservation, you can select a booth worked and use the Smart Booth Divider feature in order to divide the cookies sold at the booth among the girls who worked the booth. By using this feature, girls who worked booths will automatically be awarded the Booth patch without the troop leader having to manually select it as in the past.



Recognitions

The recognition section will be accessible later in the sale when it is time to start entering the recognitions that your girls have earned. You will create the Main Recognition Order to select the rewards that the girls have earned. This year, Spark Point rewards will also be recorded here instead of being collected separately from parents/guardians.

Back this year, we also have Adult Rewards available. By creating the Troop recognition order, troops can place their order for the Adult Troop Rewards if the troop meets the needed qualifications.

Resources

Want some fun clip art to use for a poster or sign? You can find all of the sale images here! Just check out this border (below) for a great example of what you can choose from!



Making the Most of Smart Cookies

Finances



This section does offers a place for the troop cookie manager to input all monies collected from girls for their individual sales. This information will have been documented via receipt when received and then should be updated regularly under the Girl tab. By adding in this information, a Girl Balance Summary can be run in order to show the girl the amount of money they still have due.

Also visible in this section are all transactions applied to the troop through electronic payments. While hard to review in this section, running financial reports for the troop or girls under the Reports tab can provide a much easier to review format.

Reports

The reports section has a multitude of reports that can be pulled to help you manage your sale for your troop. You can also run reports under the Archived option in order to make comparisons to how your troop has done in the past.

The most valuable reports for the troop is the Troop Balance Summary and the Girl Balance Summary. Each shows all transactions applied to the troop or girl in regards to cookie transfers and money collected. From this report, troops and girls can see their balance due.

Another valuable report is the rewards summary for your troop and for your girls. We recommend running this report at the end of the sale so you have that information available as rewards start shipping out.

If you need any assistance reading or intrepreting any of the reports available, please reach out for assistance.

Safety & Training

This is where you can find various training videos that help you to learn all the necessary functions of Smart Cookies. The videos are titled by topic and are quick videos to show you the exact steps needed to perform specific tasks within Smart Cookies. These videos are provided by ABC Bakers themselves as they are the experts with their software!



So many great tools to help you manage the cookie sale!

If you need additional help navigating Smart Cookies, please refer to the training videos offered in Smart Cookies, reach out to your Service Unit Cookie Manager for help or reach out to our Product Deparatment for assistance.

ABC Volunteer Online Resources

Online Resource Name:	What you will find:	Where to find it:
Volunteer Flickr Art Gallery	Complete gallery of seasonal theme and mascot images, clip art, and selling tools	https://www.flickr.com/photos/abcbakersvolunteergallery/albums/
Smart Cookies Inventory Management System	Online order management system for volunteer users, also includes cookie program resources like the goal chart, rally guide, allergen flyer, idea starters and standard cookie forms. Cookie variety nutritional details and recipes also live here.	www.abcsmartcookies.com for the login page www.abcsmartcookies.com/resources www.abcsmartcookies.com/cookies
ABC Volunteer Technology Help Desk	Phone and email details on how to reach ABC's volunteer help desk with questions about the Smart Cookies inventory management system	www.abcsmartcookies.com/help/
ABC Bakers YouTube Channel	Library of video tutorials on how to use Smart Cookies to manage your cookie program	https://www.youtube.com/user/ABCCouncils, or simply click the YouTube icon located at the top right of any www.abcsmartcookies.com webpage
ABC Social Media Pages	ABC's Facebook and Instagram pages	https://www.facebook.com/LemonadesCookie/ https://www.facebook.com/abcbakers/ https://www.instagram.com/lemonadescookie/ or simply click the Facebook or Instagram icons located at the top right of any www.abcsmartcookies.com webpage

girl scouts

Digital Cookie®



PLATFORM FOR GIRLS/CAREGIVERS

Returning this year for the 2027 Cookie Program, girls will log into the cookie platform, Digital Cookie. Girls/parents will not log into Smart Cookies. Email links will be sent from GSUSA in late December for access to the platform.

Digital Cookie gives girls the opportunity to:

- Create their cookie story that can be shared through emails, texts, personal social media
- Set their cookie sale goal and monitor their progress
- Take orders in person and collect payment both for individual sales and during booth sales
- Track which orders they have and have not delivered yet
- Send Cheers to their troop members for encouragement and congratulations

COMING IN JANUARY

Once the Digital Cookie platform has been released for this cookie season and additional training information is provided by GSUSA, we will share additional information and links to instructions for specific tasks in Digital Cookie.

Unlock your Power. Build Your Business. Become a Digital Entrepreneur.

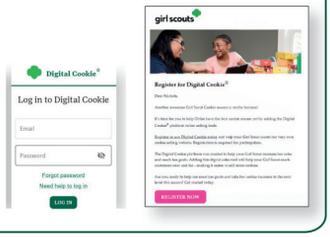
girl scouts

Through Digital Cookie®, turn your goals into action, confidence into leadership, and your unique strengths into real-world success.

STEP 1

Register for Digital Cookie

Look for the Digital Cookie registration email in your inbox . If you can't find it, contact your council or visit **digitalcookie.girlscouts.org** and click the "Need help to log in" link.



STEP 2



Set Up Your Site

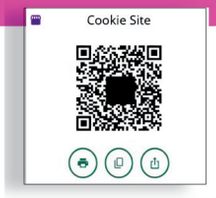
Take a few minutes to set your sales goal, write your cookie story, upload a fun picture or video. Then publish and be ready to go!

Prepare now by talking with your family about your goals and create a fun video telling customers why they want to support your business.

STEP 3

Add Customers

Expand your reach and increase sales! Add customers to your list, then use Digital Cookie to email them to your storefront or share your personalized link and QR code for easy ordering.



In Season

Use the Digital Cookie app to sell cookies wherever you go!

The app makes it easy for you to take payment from customers purchasing cookies. Girl Scout's sites must be published before logging into the mobile app.

Download on the App Store | GET IT ON Google Play



Track Orders and Inventory

- View/approve your orders.
- See what your customers are buying.
- Make sure you have enough cookies to fill your orders.
- Prepare to deliver to customers.



Send Cheers

Cheer on your troop mates by sending encouraging messages and gifs to boost their confidence. It all helps your troop reach their goals by working together.

Need Help?

Look for the Digital Cookie Support button for step-by-step instructions, tutorials, videos, tip sheets, and more.

Need 1:1 help? Click the customer support button to chat live with a representative or submit a support request for additional assistance.

Need Help?



1 Refer to this Troop Cookie Plan Book.

Use the index for each of the three sections of the book to help you find the specific information you are looking for.

2 Check out the council's website under the Cookies tab

https://www.gskentucky.org/en/cookies/the-cookie-program.html

3 Reach out to your Service Unit Cookie Manager!

We are so lucky to have many volunteers on our Service Unit teams who are experienced with the cookie sale. Reach out to your Service Unit Cookie Manager with questions. If your SU doesn't have a cookie manager, reach out to another member of the service unit team.

4 Reach out to the Product Team at Council

Our product team is focused on helping all volunteers, girls and parents/ guardians to have a successful cookie season. Please reach out if there is anything that we can do to help your Girl Scout succeed!

product@gswrc.org
(800) 475-2621



5 Check out weekly updates in Rallyhood.

Rallyhood is your one-stop spot for all things Girl Scouts of Kentucky's Wilderness Road! View updates, utilize the calendar, access important resources and links, and have real-time conversations with other volunteers. It's where the Girl Scout community stays connected and informed.

Haven't set up your Rallyhood Account yet?
Use the following link: https://bit.ly/40DVQ68

