

New volunteer conference calls

Oct. 23 – The Girl Scout Cookie Sale Program

How does my troop participate in the Girl Scout Cookie Sale Program?

(Anita)- Each troop should identify a volunteer to act as the troop cookie manager (TCM). All troop cookie managers are required to attend training with the cookie manager for the service unit. At the training, the troop cookie manager will receive all the materials and resource information for your troop to participate in the cookie program.

Do I the leader have to be the cookie manager for my troop?

No, and it is highly recommended that another adult serve as the troop cookie chair.

Does the cookie manager have to complete a volunteer application?

Yes, because they will be interacting with the girls and also handling funds so an approved application must be on file for the troop's cookie manager.

I am a Daisy troop leader and my friend used to be in Girl Scouts. She told me Daisies cannot sale cookies. Is this true?

(Anita)- This is the first year that Girl Scout Daisies will be allowed to participate in the cookie program. Check with your service unit cookie manager or service unit director for more information.

How much money can my troop earn from the cookie sale?

(Anita)- The amount that troops can earn is based on the number of cases sold. Your troop will get more information on troop proceeds as well as the recognitions that girls earn through participating.

Can my troop do additional fundraisers?

(Sabrina & Anita)- Yes, according to the council policies as long as your troop participates in the cookie sale and submits a Troop Money Earning application for approval. The Troop Money Earning form is located in the forms section of the council Web site. But remember whenever you are soliciting businesses, to contact the fund development department first.

So if we don't participate in the cookie sale we can't do additional fundraisers?

(Sabrina & Anita)- This is correct. Funds from our annual cookie program helps us continue to provide quality service to our volunteers and girl members, as well as maintain our camp properties and facilities, program events and volunteer training. Sabrina- Doing a lot of fundraisers is not where the focus should be for the girls either.

How can I make sure that my girls are safe when participating in the cookie sale?

Please follow guidelines in *Safety Wise*. Never have a booth sale with only one adult.

Can our troop set up a Web site to sell cookies?

Girls cannot sale on a Web site. Please look into the Little Brownie Baker's Cookie Club as a tool to utilize the Internet. It will allow a troop to take orders from people they wish

to email. To locate the information please go to Visit the council's [Web site](#) to locate the information. Selling Girl Scout Cookies on Web sites such as Craig's List or eBay is strictly prohibited.

I have an older girl troop and they really don't want to sell cookie, is there another way they can be involved and learn from the program?

The cookie sale is a program. Older girls may wish to explore the cookie entrepreneurship program. Girls can make presentations to increase speaking skills. They can also plan a service project.

What ways does the council benefit from the cookie sale?

Program that we offer the girls at economical costs, upkeep of council camps, training that is offered to volunteers at no costs etc.

May I use the cookie sale profit to re-register my troop?

Yes, profits can be used to fund not only the activities but the basic troop meeting needs such as snacks, uniform components, handbooks, recognitions etc.

What if my troop wants to have a booth sale, how can we plan this?

The troop will want to discuss a location. Permission must be obtained from the business manager or owner. A permission form may be obtained from the service unit cookie chair. The council does list the booth sales on our Web site so that the general public can see where to purchase cookies. It is recommended that troops stagger the shifts for girls or number of booth sales that each girl can participate in. The council is coordinating a Walkabout Week during March 9-15 to allow girls to go door to door with actual cookies for people to purchase. The week will be highly advertised and troops are encouraged to venture into safe familiar neighborhoods to sell cookies.

Participant's Q & A

1. **How far in advance should we contact a location for a booth sale?** You may wish to contact the business as soon as possible. Please contact your service unit cookie manager to see what larger locations they are coordinating for the entire service unit.
2. **Does the council assist in providing support for shipping cookies to troops overseas?** Information on how to coordinate this service project will be provided on our council Web site.
3. **Is cookie training held on Saturdays?** It varies between service units. Contact the service unit cookie manager for dates.
4. **Is there a new cookie?** Yes, a caramel inspired cookie called Dulce-de-Leche
5. **Do troops order extra for booth sales?** Troops must order by the cases, therefore they will automatically have some extra. Troops will also have an option to go to the warehouse for extra once the cookies have arrived. Girls are also encouraged to continue taking orders with the Go Getter cards. They allow for girls to collect orders after the initial orders have been turned in.

6. **How much time is it between when the girls actually receive the cookies and when the cookies are due?** About a month.
7. **Does a case have a variety and what is the best seller?** Cases come in one flavor. The best seller is the Girl Scout Thin Mint cookie.
8. **How much of the \$3.50 per box does the troop keep?** It varies depending on the number of boxes ordered by the troop. There is a useful calculator tool that will be given out at training.
9. **Do Girl Scout Daisies earn camperships?** Girl Scout Daisies can earn all the recognitions.
10. **Is the electronic way to log orders continuing?** Yes, E-Budde will be offered. Service unit cookie managers will share the information at training as well as paper forms.
11. **What is the next step for new troop cookie managers to get information?** They should communicate with the troop leader to get the service unit cookie manager's contact information to learn the training date.
12. **Will Girl Scout Daisies be allowed to participate in the Walkabout Week?** Yes, on a limited basis and time frame. There should be ample adult supervision.
13. **What is the date to have troops registered to participate in the cookie sale program?** Monday, Dec. 15
14. **Should selling goals be set for individual girls or based on troop?** Girls should set goals with their families. The troop's goal should be set as a whole. Troop funds belong to the entire troop and not to one individual girl.
15. **Is the cookie training online?** No, it is a physical meeting that is set by the service unit cookie manager.
16. **What type of time commitment is entailed for the troop cookie manager?** About three months, November, January and March.
17. **How many boxes are in a case?** 12
18. **If we have extra can we switch with other troops?** The best thing to do is to contact the service unit cookie manager. This person will be able to assist in coordinating switches made between troops.
19. **Can we get more than three permission slips to participate in booth sales?** Yes, stagger the girls to participate especially with large troops. Booth sales are allowed during March.