## Girl Scouts of Middle Tennessee 2021-2022 Girl Scout Cookie Season



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### adventurefuls

Indulgent brownie–inspired pokies with caramel flavored crème and a hint of sea salt.

NET WT 6.3 OZ (178g) OD

### Ready for a new Girl Scout Cookie<sup>™</sup> Adventure? We are!



**PRIETARY** 

girl scouts

### Introducing... ADVENTUREFULS™

- Expertise that makes a difference
  - Collaborated with Girl Scouts to deliver flavor consumers crave
    - Grounded in macro trends including modern nostalgia, multi-textural, and emerging flavors
  - In testing, 95% of consumers intended to purchase in addition to another Girl Scout Cookie they purchase
    - Taste appeal exceeded cookie category benchmarks
- Backed by robust marketing support
  - National PR announcement
  - Little Brownie social campaign
  - Turnkey marketing toolkit
  - Integration into rewards



### Adventurefuls<sup>™</sup> will appeal to all Girl Scout Cookie Consumers

Little Brownie BAKERS

	Jangs			
PROGRAM BELIEVERS	COOKIE LOVERS	CONSCIOUS SUPPORTERS	HEALTHY INDULGERS	LIFE BALANCERS
21%	22%	20%	21%	16%
Believe in the Girl Scouts' mission and want to support particular girls achieve their goals	Love the little indulgence of a tasty treat and look for familiar flavors to satisfy cravings	Support socially responsible organizations, such as Girl Scouts	Seek healthier treats that deliver on taste	Look for balance in their busy lives and search for products with functional benefits for them & their families
They'll love Adventu	refuls because			
Adventurous positioning builds on Girl Scout Outdoor Pillar	Delicious chocolate and caramel delivers an indulgent treat	New cookie to help Girl Scouts have a successful season	High Quality Ingredients: Real Cocoa, No HFCS or Hydrogenated Oils, Zero grams trans fat, RSPO Mass Balance Certified Palm Oil, Kosher and Halal Certified	All appealing flavor, loved by both kids & adults



### Chewy, crunchy, chocolaty, lemony... Which is your favorite?



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## Our 2022 COOKIE LINEUP



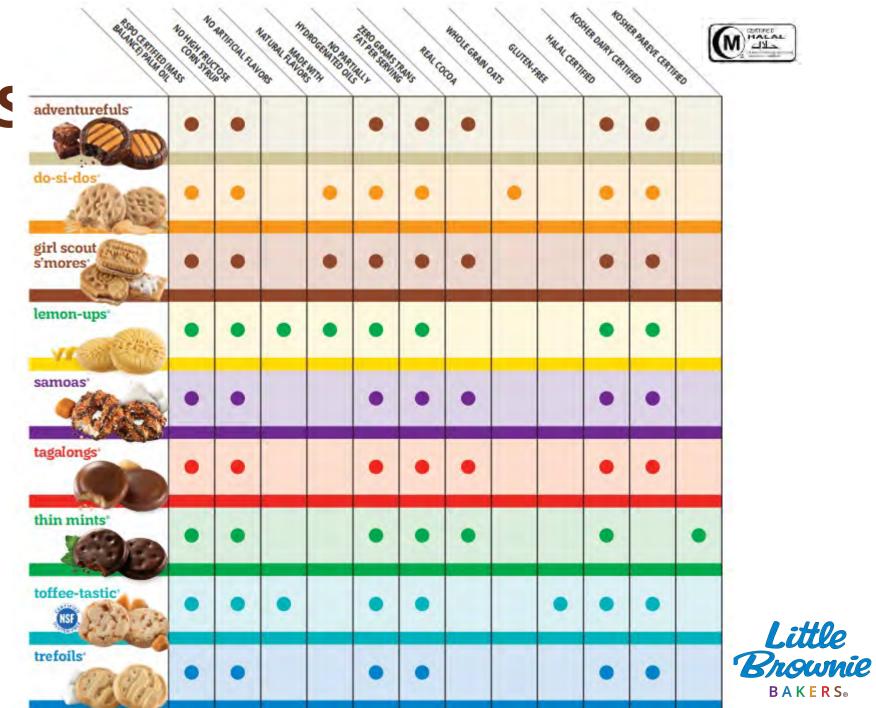
Indulgent brownie-inspired cookies with caramel flavored crème and a hint of sea salt. Approximately 15 cookies per 6.3 oz. pkg. UD
NEW!

Real Cocoa





### QUALITY INGREDIENTS delivered



# What is Little Brownie Bakers' position on palm oil?

- There is currently only one supplier in North America that offers RSPOcertified segregated version of the ingredients LBB uses, so supply is limited. As a socially responsible company, our goal is to secure a <u>100% deforestationfree and exploitation-free palm oil supply chain</u>, and we are working hard with our partners to make the complex shifts necessary to achieve this goal.
- Little Brownie Bakers is managed by Ferrara, a related company of the global manufacturer Ferrero Group. Ferrero Group received the highest certification level afforded by the World Wildlife Fund for sustainable practices.

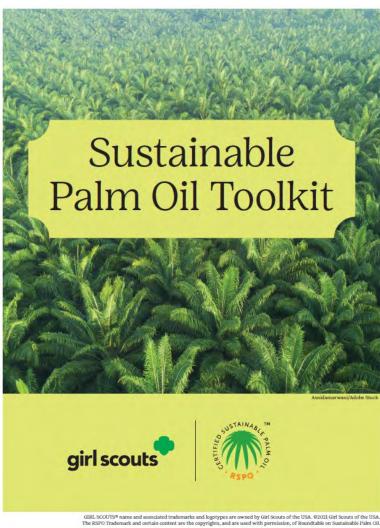


RSPO-1106110



# How can I answer Girls' and Families' questions?

- In partnership with the RSPO and the Girl Scout Cookie bakers, GSUSA released a Sustainable Palm Oil Toolkit
  - This includes a guide to help girls learn about palm oil, as well as a volunteer outline to help navigate conversations with families, girls, and customers
- For more information, visit:
  - o <u>RSPO</u>
  - o Little Brownie Bakers
  - o <u>Girl Scouts</u>



### **SUSTAINABILITY** We hold ourselves to a higher standard

- Most paperboard and corrugate packaging contains recycled fiber or 100% recycled paperboard
- Plastic trays are recyclable (in select markets)
- Many Little Brownie materials are printed on paper made from recycled materials as certified by the Forest Stewardship Council
- Our goal is for all packaging to be made from post-consumer recycled material that is Recyclable, Reusable, or Compostable
  - Ferrara is a signatory of the Global Commitment for a Circular Economy for Plastic, committed to 100% reusable, recyclable or compostable packaging **by 2025**





# We're helping her lead



# Delivering Little Brownie wow with VIRTUAL SUPPORT

- Rallies Guide features virtual and in-person options for any format you choose
- Creatively engaged in the latest platforms and programs
  - Supporting home-based Girl Scout programming
  - Envisioning new virtual events
  - Delivering live, online training
  - Hosting virtual lunch-and-learns
  - Incorporates Girl Scouts Virtual R<sup>-</sup> Guide







### Find the rally guide in the eBudde Help Center

### Contents

- 74 page, Interactive Guide
- NEW Cookie
- Meet the Mascot
- Whole Group Activities
- Goal Setting
- Rewards
- Booth Marketing
- Safety
- Teens
- Appendix
  - Rally Action Plan
  - □ In-person event planning
  - In-person Sample Agenda
  - Virtual Event Planning
  - More

### Rally: Getting to Know Adventurefuls

Girls' first stop on the journey to a successful season!

- New cookie section featuring: info sheet, SWAP idea and journaling activity
  - For younger girls: Adventurefuls Seek & Find activity
  - For older girls: customizable Adventurefuls-inspired trail mix activity
- Updated templates, menus and props throughout

### Find the rally guide in the eBudde Help Center

#### SPOT THE DIFFERENCE I'ND THE ADVENTUREFULS" GIRL SCOUT COOKIE "THAT'S DIFFERENT FROM THE OTHERS. PAGE 1 OF 3: DIFF



#### ACTIVITY

Supplies: • bowls • spoons • resealable bags • recipe cards • pencils • ingredient options (i.e., chocolate chips, caramel candies, banana chips, cereal, granola, pretzels, etc.)



#### ADVENTUREFULS -- INSPIRED TRAIL MIX\*

Encourage girls to fuel up for their adventures by making a trail mix inspired by the new Girl Scout Cookie."

Set up a recipe creation station and let girls choose what ingredients to put in their trail mix. Start them off with chocolate and caramel to represent Adventurefuls, and get creative with the rest!

#### Тор Тір

Girls can also offer their recipes to customers as a way to market the new cookie.

#### Go virtual:

Give girls 60 seconds to grab ingredients they have at home and choose what goes into their recipe. Or, create a recipe as a group by posting a poll and letting girls vote on the ingredients.

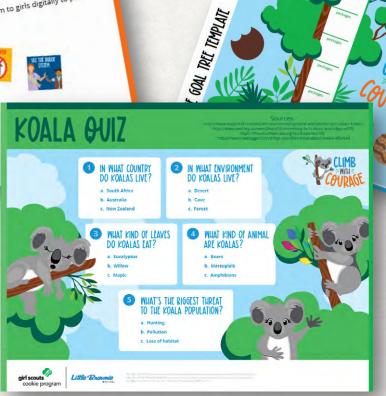




### All new **ACTIVITIES & TEMPLATES**

these activities and templates can be found in the eP Help Center





MY COOKIE SEASON GOAL



ACTIVITY

supplies: • bingo sheets

winners.

Optional: prizes for · markers

### Resources for LOW-CONTACT AND NO-CONTACT SALES



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GIRL SCOUT COOKIES ARE HERE! DRIVE-THRU

**COOKie ZONE!** 

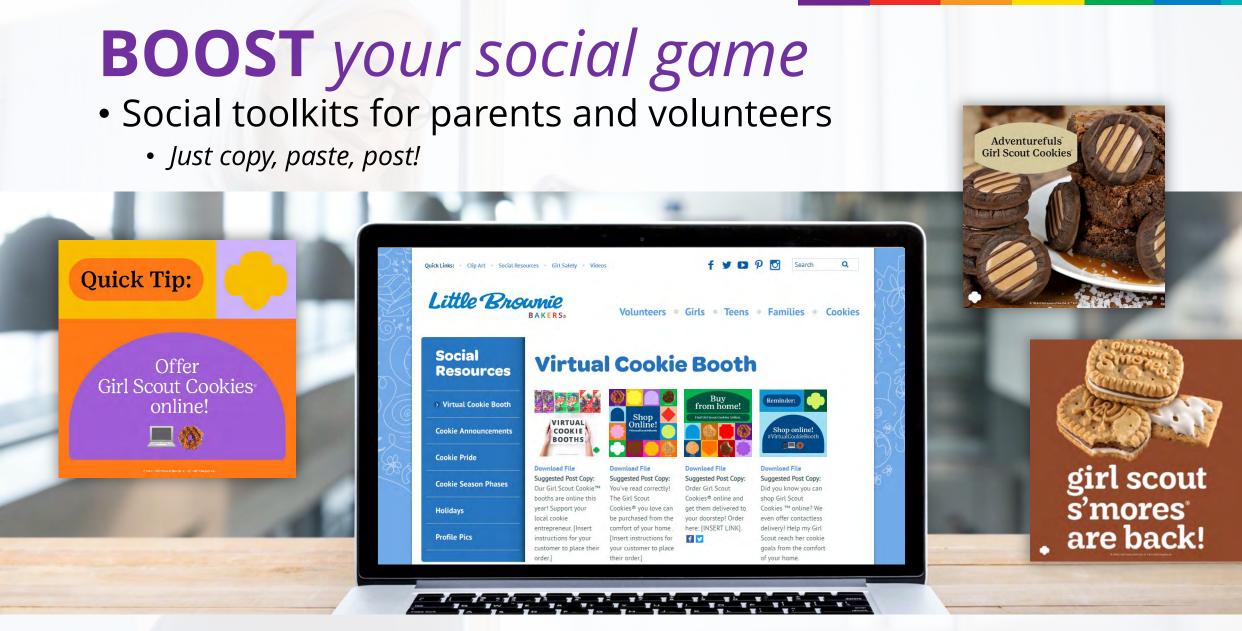
Samoas are here! ORDER GIRL SCOUT COOKIES HERE!







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Little Brownie **BAKERS**<sub>@</sub>

# Powering Growth



### eBudde Enhancements.... Caregiver information in eBudde

• Councils will now be able to import caregiver emails into eBudde. This will allow for council, SU's and troops to communicate via eBudde directly with parents and/or caregivers.

Settir	ngs (	Girls Init.	Order	Delivery	Girl Orders	Trans	actions	Txn	Pickups	Cookie Ex
				has been selected as a DO				ill be	Printable	
	required, and	d any girls in grade le	evels K. 1, 2,	3, 4, 5, 6, 7, 8, 9, 10, 11 or	12 will be red	uired to ha	ve accurat	e		
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lecky	Last Name	GSUSA I	d 0201 💵	Caregiver email		Grade	DOC Eligible	DOC		
First Name Becky Cindy	Last Name Harrigan	<b>GSUSA I</b> TEMP799252518	d 0201 💵	Caregiver email slickbh12@becky.lbb.c		Grade	DOC Eligible	DOC		



### eBudde Enhancements...

### **Caregiver Branch Email – Service Unit Version**

 Allow council/area/service units/troops to email caregivers using current email capabilities

#### Branch E-mail:

#### Calling all cookie communicators!

Please help us keep the eBudde<sup>™</sup> system humming by using the best tool for the communication job:

- For basic information such as policies and procedures, post files on your council's section of the VIP eTraining system. Volunteers can access
  them again and again without bogging down the system.
- For alerts and timely reminders, use eBudde's<sup>™</sup> in-system messaging. Now you can upload your file and the link will be sent to recipients. The
  attachment link will expire 45 days from the day of upload.

Remember "Branch email" is provided as a convenience to broadcast information to your branch of the council. Unlike the "Notices" system, email messages will only go out once per "send". Recipients will not be able to reply to this email.

When you use the best tool for the communication job, you help keep eBudde" quick and lively for everyone. Thanks!

Message:		Plain Email 🥥 Html	Email O
			* Send Email To
			Troop Leaders
			Troop Cookie Chairs
			Troop Cookie Pickup Only Users
			Troop Booth Recorder Only User
(	(D)		Troop View Only Users
(max 5) Attachment: Choo	se File No file chosen		Girl Caregivers
I'm not a ro	bot reCAPTC Privacy - Terms		



### eBudde Enhancements... Caregiver Branch Email – Troop Version

• Include email on reward reports



Branch Email: #18020 @



**Caregiver E-mail:** 

#### Calling all cookie communicators!

(max 5MB) Attachment: Choose File No file chosen

I'm not a robot

Please help us keep the eBudde™ system humming by using the best tool for the communication job:

- 1. For basic information such as policies and procedures, post files on your council's section of the VIP eTraining system. Volunteers can access them again and again without bogging down the system.
- For alerts and timely reminders, use eBudde's" in-system messaging. Now you can upload your file and the link will be sent to recipients. The attachment link will expire 45 days from the day of upload.

Remember "Caregiver email" is provided as a convenience to broadcast information to the caregivers for your girls. Unlike the "Notices" system, email messages will only go out once per "send". Recipients will not be able to reply to this email.

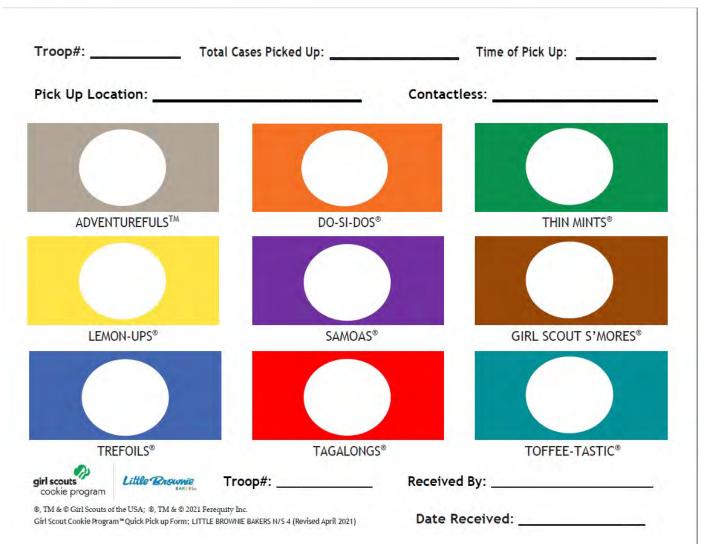
When you use the best tool for the communication job, you help keep eBudde" quick and lively for everyone. Thanks!

Message:	Plain Email 🔍	Html Email O

reCAPTCHA. Privacy • Terms \* Send Email To Select All slickbh12@becky.lbb.com rharrigan6614@becky.lbb.com



### eBudde Enhancements... a new Bubble Sheet



Little Brownie BAKERS®

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### And don't forget our eBudde App...



eBudde<sup>™</sup> App (4+) Support for Cookie Volunteers Little Brownie Bakers, L.L.C. Designed for iPad ★★★★★★ 2.4 • 19 Ratings Free



### eBudde<sup>™</sup> APP

Stay in the know, on the go! This must-have app puts power at your fingertips, wherever you are in the cookie season.

### What it includes:

- Streamlined dashboard
- Easy management of orders and rewards
- Important messages and upcoming events
- Options for finding booth locations and exchanging cookies
- Help Center

### Where you'll find it:

• App Store and Google Play







# Rewards

to inspire girls as they reach for their goals





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### Koala FUN FACTS

- Although sometimes called "koala bears," they're not bears at all -they're marsupials
- Koalas' strong, clawed feet are perfect for climbing eucalyptus trees
- Just like people, koalas have individual fingerprints
- Koalas have 3 "fingers" and 2 "thumbs" on each hand to help grip branches
- Koalas can sleep up to 18 hours a day











Girls can earn Katie when they sell 60+ Gift of Caring pkgs.





BAKERS®



Little Brownie BAKERS®

### **ECO-FRIENDLY REWARDS PACKAGING** and options

### Girls spoke and we listened!

- Less waste, more function
- Recyclable and reusable packaging and less packaging overall
- In select items, fabric is made of 50% recycled polyester<sub>1</sub> or natural vegan kraft paper fabric that is biodegradable<sub>2</sub>
- Featuring mascot chosen by girls in national vote

 $_1$ Used in phone tote and hip pouch  $_2$ Used in leaf pouch and phone tote



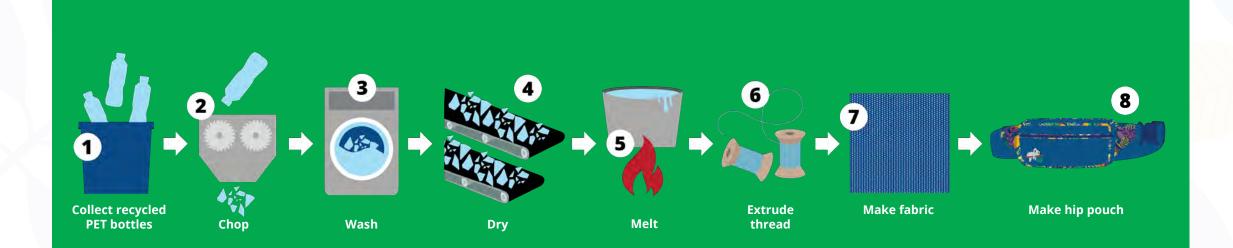


# Eco-friendly PACKAGING

- Eliminated traditional plastic polybags on individual items.
- Reduced amount of packaging
  - Paper wraps and hang tags
  - Reusable mesh bags less waste, more function
- New paper packaging is recyclable
- Reuse, then recycle:
  - Bracelet packages convert to colorful bracelet stands
  - Stamp set insert turns into reusable blank gift card.
  - Colorful stamp box stores stamp set.



# The Story of **RECYCLED** Fabric





## Eco TRIO

#### **Hip Pouch**

50% recycled polyester fabric and trim = 5 recycled PET bottles per hip pouch

The second for

A and the second

ADVENTURES

PLEASE

Crossbody Tote White 50% recycled polyester fabric = 2.5 recycled PET bottles Base made with kraft paper fabric

#### Leaf Pouch Made with kraft paper fabric



### Little Brownie Resources



**Clip Art** 

Patterns & Templat hotography

heme Graphics

Virtual Backgrounds

Cookies

- All cookie info •
- Selected clip art & • social resources
- Mascot resources ٠
- Virtual backgrounds •
- Booth guides & ٠ signs
- Cookie House party • resources
- Cookie Rookie & • **Cookie Captain** resources
- Safety information •

eportal.littlebrownie.com/
Art
Little Brownie BAKERSe Volunteers Girls Teens
For Volunteers Climb With
2021-2022 Theme Courage Toolkit
Climb With Courage Toolkit We're offering Girl Scout Cookie <sup>Th</sup> volunteers like you more options than ever for guiding girls to success! Use this toolkit to help girls build essential skills and learn to think like entrepreneurs. No matter
Cookie Season Planner which path you take - virtual, in-person or both - we've got tips and resources to support you the whole way.
Booth support Virtual Resources Going completely contactless? We ve collaborated with Girl Scours of the
Cookie House Party USA on resources to take your Girl Scout Cookie Program® to the next level - virtually.
Activities for girls Overview
Video Summary on Girl Scouts® VIP eTraining Cookie Captains Other Key Resources
My Cookie Friend  Virtual Meeting Backgrounds  Social media shareables  Mascot-themed fun
Talking to families girlscoutcookies.org/troopleaders
eBudde™ App In-Person Resources The traditional pathway to success for Girl Scout Cookie™
Girt safety entrepreneurs also has some fresh updates, including options for low- and no-contact participation.



lunteers	Courage Toolkit		I EWE Roats Climbing 5 COLOR
2022 Theme	eourage roomit	eBudde App	
b With Courage kit	We're offering Girl Scout Cookie™ volunteers like you more options than ever for guiding girls to success! Use this toolkit to help girls build essential skills and learn to think like entrepreneurs. No matter	eBudde <sup>wu</sup> app newiy updatedi	
Season Planner	which path you take — virtual, in-person or both — we've got tips and resources to support you the whole way.	e e	
support	Virtual Resources		
House Party	Going completely contactless? We ve collaborated with Girl Scouts of the USA on resources to take your Girl Scout Cookie Program® to the next level – virtually.	Girl Scout Cookie Backgrounds	
ies for girls	Overview	Girl Scout Cookie Backgrounds	
Rookies and Captains	Video Summary on Girl Scouts® VIP eTraining Other Key Resources		
okie Friend	Virtual Meeting Backgrounds     Social media shareables     Masco-themed fun		
g to families	<ul> <li>Resources from Girl Scouts of the USA wat girlscoutcookies.org/troopleaders</li> </ul>	Little Brownle Bakers® Is now on Facebook	
е™ Арр	In-Person Resources The traditional pathway to success for Girl Scout Cookie™	Follow ©littlebrownlebakers on Facebook	
fety	entrepreneurs also has some fresh updates, including options for low- and no-contact participation.	.e.uko	
	Overview		
	In-Person Cookle Sale Guide     Video Summary on Girl Scouts® VIP eTraining		

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## Little Brownie Resources

#### https://cookieportal.littlebrownie.com/

Budde Help Center

eBudde™ Basics
 Managing Your Sale

Service Units

**Digital Cookie** 

eBudde App

Virtual Rally

Social Media Training

Cookie Booth

**Cupboard Management** 

Service Unit Manual Troop User Manual

Cupboard User Manual

From the Council

Delivery Stations Users Manual

Delivery

Manuals

FAQs

Cookie Sale Resources

Troops



- User manuals
- Quick sheets
- Microburst training videos
- Rally guide & resources
- Mascot resources
- Cookie allergen & ingredient info
- In-person and virtual booth toolkits
- Selected social resources (for volunteers)
- FAQs

#### Welcome to the eBudde Help Center

For Girl Scouts, eBudde is the engine that drives the business of Girl Scout Cookies. This cookie order management system links troops, service units, councils and Little Brownie Bakers so communications and orders run smoothly.

The eBudde Help Center is designed to guide you through the basics and help you overcome any special challenges that may come your way. In the Help Center, you're connected to a world of resources specially designed to help you have a great cookie season.

Search

<<< Click on the arrow to the left of **From the Council** for great resources from your council



### Little Brownie Resources



- Cookie recipes ٠
- Rally & sale • inspiration
- Cookie sale updates • and announcements
- Microburst training • videos
- Selected clip art & social resources
- Fun & games!

Samoas® Co @SamoasCookies · Fo Company			
Home About Instagram Photos	More * 🗰 Liked Q …		
About See All	Create Post		
Samoas® cookies are the ooey, gooey, delightfully chewy Girl Scout Cookie™ from Little	Photo/Video Q Check in 🛓 Tag Friends		
Brownie Bakers®. 511,672 people like this including 9 of your friends 482,074 people follow this	Samoas Cookies 3h · O Can you spot the lie? Answer by dropping the correct emoji in the comments! Girl Scouts	7.	
<ul> <li>http://www.littlebrowniebakers.co</li> <li>m/</li> <li>Send Message</li> </ul>	Two truths and a lie		New
Food & Beverage Company Samoas_cookies Photos See All	Samoas <sup>.</sup> have been around longer than any other Girl Scout Cookie <sup>.</sup>	Little Brownie Little Brown	ie Bakers
Textel         Image: Second sec	Samoas were created in 1974	@littlebrowniebakers	• Food & Beverage 🛛 🐱 Following
		Home Lemon-Ups® Poll Events	More 🔹 🖬 Liked 🖾 Message 🔍 …
		About See All	Create Post
		Our mission is to bake delicious Girl Scout Cookies® with a single	🕼 Photo/Video 🛛 🍳 Check in 🛛 🛓 Tag Friends
		purpose: to support Growth for Girls. 1,638 people like this including 2 of your friends	Little Brownie Bakers 3h · @ It's time to climb! @ Check out new Climb with Courage theme graphics, now available on LittleBrownie.com: https://bit.ly/2TenpTC
		<ul> <li>1,930 people follow this</li> <li>https://www.littlab.com/inholes/</li> </ul>	Girl Scouts

https://www.littlebrowniebakers.c



# **Climb with Courage**

on your adventure



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### THANK YOU FOR ALL THAT YOU DO AND HELPING THE GIRLS....



