

2023–2024 Girl Scout Cookie Program®

# Service Unit Cookie Coordinator Manual



# 2023-2024 Calendar

## Checklist of Important Dates



### Initial Order Taking Begins

Round 1 of Cookie Booth Selection Opens at 5 a.m. CST (3 per troop)

Round 2 of Cookie Booth Selection Opens at 5 a.m. CST (3 per troop)

Round 3 of Cookie Booth Selection Opens at 5 a.m. CST (3 per troop)

Cookie Booth Selection Opens (No Restrictions)

Initial Order Taking Ends

Initial Order Entry: Troop Leaders Locked Out at 10:00 a.m. CST

Cookie Count & Go (Rutherford County)

Cookie Count & Go (Davidson, Williamson, and Wilson Counties)

Cookie Count & Go (Outlying Counties) and Deliveries (All Counties)

### Booth Sales Begin

Cookie Cupboards Open

Council Notifies Troop of Amount Due

ACH Pull for \$1.50 per Package on Initial Order

Girl Scout Walk-About-Weekend

Small Business Day

Cookie Cupboard Closes at Armstrong

Cookie Cupboards Close in Outlying Areas

Cookie Cupboard Closes at Council at 6:00 p.m. CST

### Cookie Sale Ends

Troops Allot Cookies, Prizes, and Money

Submit Final Rewards by 10:59 p.m. CST

Council Notifies Troop of Final Amount Due

Final ACH Due to Council for Remaining Balance

Highest Awards Ceremony Honoring Stellar Sellers

All Unclaimed Prizes Due Back to Council

December 18, 2023

January 8, 2024

January 10, 2024

January 12, 2024

January 14, 2024

January 17, 2024

January 17, 2024

January 27, 2024

February 2-3, 2024

February 3, 2024

February 4, 2024

February 6, 2024

February 6, 2024

February 16, 2024

February 16-18, 2024

February 17, 2024

February 26, 2024

February 26, 2024

March 1, 2024

March 4, 2024

March 5, 2024

March 5, 2024

March 5, 2024

March 15, 2024

To Be Announced

To Be Announced

# Magic is in the air!

Whether they're a social butterfly, creative thinker, or strategic innovator, every Girl Scout entrepreneur has their own kind of magic. And Girl Scout Cookie Season is the perfect time to harness that magic and achieve their goals!

With your help, there's no limit to what Girl Scouts can achieve. We hope you're excited to get started!



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## Council Contacts

**Tracy Tudder**  
*Product Programs Manager*  
 TTudder@gsmidtn.org  
 (615) 460-0202

**Kathleen Roder**  
*Product Programs Assistant*  
 KRoder@gsmidtn.org  
 (615) 460-0209



# Volunteers = MVPs



Thank you for volunteering to serve as Service Unit Cookie Coordinator! You're an invaluable part of the cookie program, and we're here to support you with resources, tools, tips, and more.

Find everything you need for a magical season in this guide, developed in collaboration with Girl Scouts of the USA.



## Service Unit Coordinator Appointment Letter

Complete this online Service Unit Appointment Letter, also available at [gsmidtn.org/cookies](https://gsmidtn.org/cookies).

## Troop Coordinator Appointment Letter

Ask the troop cookie coordinators to complete the online Troop Coordinator Appointment Letter, also available at [gsmidtn.org/cookies](https://gsmidtn.org/cookies).



## Parent/Guardian Permission Form

Ask the parents to complete the online Parent Permission Form, also available at [gsmidtn.org/cookies](https://gsmidtn.org/cookies). Once they do so, they can receive their Girl Scout's order card and money envelope.





# 2023-2024 Girl Scout Cookies®

## All our cookies have...

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

## The World's Most Flavorful Lineup



### Adventurefuls® • Real Cocoa

Indulgent brownie-inspired cookies with caramel flavored crème and a hint of sea salt **\$4**  
 Approximately 15 cookies per 6.3 oz. pkg.  
 Ⓢ ⓓ



### Lemon-Ups® NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS

Crispy lemon flavored cookies with inspiring messages to lift your spirits **\$4**  
 Approximately 12 cookies per 6.2 oz. pkg.  
 Ⓢ ⓓ



### Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe **\$4**  
 Approximately 38 cookies per 9 oz. pkg.  
 Ⓢ ⓓ



### Do-si-dos® • Made with Natural Flavors • Real Peanut Butter • Whole Grain Oats

Oatmeal sandwich cookies with peanut butter filling **\$4**  
 Approximately 20 cookies per 8 oz. pkg.  
 Ⓢ ⓓ



### Samoas® • Real Cocoa • Real Coconut

Crisp cookies with caramel, coconut and dark chocolaty stripes **\$4**  
 Approximately 15 cookies per 7.5 oz. pkg.  
 Ⓢ ⓓ



### Tagalongs® • Real Cocoa • Real Peanut Butter

Crispy cookies layered with peanut butter and covered with a chocolaty coating **\$4**  
 Approximately 15 cookies per 6.5 oz. pkg.  
 Ⓢ ⓓ



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

Crisp, chocolaty cookies made with natural oil of peppermint **\$4**  
 Approximately 30 cookies per 9 oz. pkg.  
 Ⓢ



### Girl Scout S'mores® • Made with Natural Flavors • Real Cocoa

Graham sandwich cookies with chocolaty and marshmallowy flavored filling **\$5.50**  
 Approximately 16 cookies per 8.5 oz. pkg.  
 Ⓢ ⓓ



### Toffee-tastic® • No Artificial Flavors GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits **\$5.50**  
 Approximately 14 cookies per 6.7 oz. pkg.  
 Ⓢ ⓓ



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ACCEPTED

# The 5 Skills



## Skills they build

The Girl Scout Cookie Program\* helps Girl Scouts develop real-world skills in five essential areas:

### 1 Goal Setting

Girl Scouts learn how to set goals and create a plan to reach them.

*How you can help:*

Encourage them to set incremental, achievable goals. Work with them to break down their goals into small, frequent wins, like weekly challenges.

### 2 Decision Making

Girl Scouts learn to make decisions on their own and as a team.

*How you can help:*

Talk about how they plan to spend the troop's cookie earnings.

### 3 Money Management

Girl Scouts learn to create a budget and handle money.

*How you can help:*

Build on their interest in managing all facets of the cookie business, like creating a budget to fund a troop experience or figuring out the percentage of customers who chose the donation option.

### 4

### People Skills

Girl Scouts find their voices and build confidence through customer interactions.

*How you can help:*

Ask them about new marketing ideas they want to try. Practice their sales pitch together.

### 5

### Business Ethics

Girl Scouts learn to act ethically, both in business and life.

*How you can help:*

Talk to them about the importance of delivering on their promise to customers. They can also consider offering a cookie donation option for customers, like HUGS.



*Troop leaders can recognize Girl Scouts' hard work with a certificate or patch at any point in the season, from the earliest planning meetings through the booth phase!*

# Cookie Rallies



## Motivate your troop with a Cookie Rally!

A Cookie Rally is a pre-season event to prepare Girl Scout troops and families for the upcoming sale. Think of it as a pep rally, a practice run, training session, and celebration, all in one!

### Who Attends?

Rallies aren't just for the girls! Volunteers and parents are encouraged to attend so they can show support, ask questions, and understand what to expect during Cookie Season.

### When Are Rallies Held?

We recommend hosting rallies between November and January.

### What Happens?

Girls engage in activities to learn how to run their cookie business. Design decorations for booths, role-play customer service, set goals...whatever sets your troops up for a magical season!



# SUPER KITS

## **GSMIDTN Super Kits make hosting a rally a piece of (cookie) cake!**

Let us take planning off your hands. Our rally kits include materials, tips & tricks, station ideas, cookies, patches, and two additional activities for 20 girls.

- Kits are \$30.
- Must be ordered in multiples of 20
- Order at least two weeks ahead of your rally.
- **Super Kits tend to sell out; we recommend ordering early.**
- Available starting November 27

Request your kit at [gsmidtn.org/super-kit](https://gsmidtn.org/super-kit)!

# Troop Training



## Set an agenda for meeting magic!

You'll want to hit the high points, but don't just read the book to them.

- **First things first:** Have each troop cookie coordinator complete the Troop Cookie Coordinator Appointment Letter (page 4) and forward a copy to you.
- Your goal is for every troop to walk away understanding cookie sale expectations and where to find answers should a question arise. Be sure to communicate all components of the Cookie Program and the overall mission: **this is a fun opportunity for the girls to build skills and learn to run a business.**
- As a team, the Service Unit Cookie Coordinator and the Service Unit Cookie Booth Coordinator can enlist some of the more experienced troop cookie coordinators to help during your information sessions. It's always better to hear a variety of voices.
- Be personable and approachable. You want them to want to call you if a question arises.
- Share an eBudde getting-started video. Then show the troop where to find the short videos on the eBudde Help Center.
- Make training short but fun.



## Leader Training Topics

- Go over pricing and cookie varieties. **(order card)**
- Give the deadlines needed for the troop's initial order, cookie delivery, and money payment. **(page 2, SU & Troop Manuals)**
- Give contact information for council and service unit team. **(page 4, Troop Manual)**
- Go over how girls sell cookies (in-person order-taking and booth sales). Mention responsibility of any on-site damages. **(pages 12-13, Troop Manual)**
- Go over Social Media Guidelines. **(gsmidtn.org/cookies)**
- Go over reward choices and due dates. Also go over cumulative and non-cumulative reward levels. **(reward order card)**
- Go over Opt-Out Information. Make sure the troop understands that if they opt out, they will **not** get the rewards listed on the reward card. They will receive an additional \$0.04 per package. Parent's e-signature on the online permission form is REQUIRED. **(gsmidtn.org/cookies)**
- Go over ACH and Troop Proceeds. **(page 15, Troop Manual)**
- Go over PGA Selling and Registration. **(page 15, Troop Unit Manual)**
- Go over Council Promotions. **(page 16, Troop Manual)**
- Advise if they are taking money upfront during individual sales to leave a business card with information for the customer. *\*GSMIDTN does not recommend taking money upfront.* **(page 20, Troop Manual)**
- Go over bad debt and how to handle it. **(page 21, Troop Manual)**
- Go over Cookie Cupboards. **(pages 24-25, Troop Manual)**
- Go over eBudde Basics. **(page 26, Troop Manual & eBudde Help Center)**
- Go over Cookie Exchange feature. **(eBudde Help Center)**

Find Family and Troop Cookie Guides, online form links, and more resources at **[gsmidtn.org/cookies!](https://gsmidtn.org/cookies)**



# Council Resources



## Cookie Count & Go • February 2-3, 2024

*Troops in Davidson, Williamson, and Wilson Counties*  
 Cookie pick-up will be at the Opryland Pavillion. Multiple drive-thru lines will be available for troops. Specific directions will be sent out through eBudde in late January.

## Cookie Pick-Up • January 24, 2024

*Troops in Rutherford County*  
 Your service unit cookie coordinator will notify you of the place, time, and instructions.

## Outlying Cookie Pick-Up • February 3, 2024

*Troops in ALL Other Counties/Service Units*  
 Your service unit cookie coordinator will notify you of the place, time, and instructions.

## Girl Scout Cookie Pick-Ups

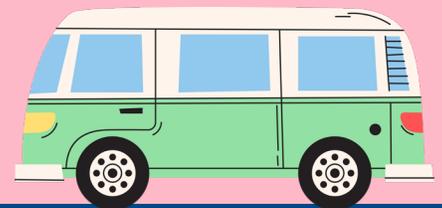
Picking up your cookie order is exciting! There are a few steps you can take to make sure everything goes smoothly. First, be aware that **troops are responsible for counting and verifying the total number of cases received**. Our team will walk you through the rest on-site.

### Tips:

- Know exactly how many cases you ordered of each cookie variety.
- Arrive at your scheduled time.
- Make sure you have enough vehicles to load your order (see chart below).
- Line up your vehicles at the same time.

### Average Sales Per Cookie Variety

|                    |     |
|--------------------|-----|
| Thin Mints         | 26% |
| Samoas             | 19% |
| Tagalongs          | 14% |
| Adventurefuls      | 9%  |
| Trefoils           | 8%  |
| Do-si-dos          | 8%  |
| Lemon-Ups          | 7%  |
| Girl Scout S'mores | 6%  |
| Toffee-Tastic      | 3%  |



### Car Type Cases

|                         |     |
|-------------------------|-----|
| Compact car             | 23  |
| Hatchback car           | 30  |
| Mid-size sedan          | 35  |
| Sport Utility Vehicle   | 60  |
| Station Wagon           | 75  |
| Minivan (seats in)      | 75  |
| Pickup truck (full bed) | 100 |
| Cargo van (seats in)    | 200 |

\*Data from LBB, 2022-2023 Cookie Season

## Before Cookie Delivery Day

Arrange for a location where your service unit cookies will be delivered. Consider these suggestions when selecting a location:

1. Centrally located, if possible
2. Easy to find
3. Large, empty room
4. Clean, cool, and dry
5. Concrete floor (if possible), ground-level
6. Easily accessible for large trucks
7. Easy entrance and exit (no long stairways, hallways, sidewalks, etc.)

**Inform the Product Programs team of your delivery location by December 11, 2023, including the address and your cell phone number.**

- Be sure you have a forklift and driver available. If available, a pallet jack would be extra helpful.
- Organize your troops and volunteers to be on hand at delivery time to break down pallets of cookies and sort by variety.
- Inform all troops of location and their assigned pickup time. Schedule troops at 15-minute intervals so you aren't swamped.

## Distributing Cookies to Troops

- Allow plenty of time for the truck driver to unload all cookies and for both of you to agree on the number of cases delivered. An order of 3,000 cases can take two or three hours to unload. Do not schedule troops for pickup until there has been plenty of time to unload.
- Be sure **each troop has double-counted** and signed for their cookies before they start loading into cars.
- Have the troop cookie coordinator (or person picking up troop cookies) sign for the delivery on a receipt or "Pre-Printed Form" from the eBudde **REPORTS** tab.
- If you have extras or are short cases, check with your troops to see if they received too many or too few cookies.

## Delivery Day

- Stack cases by variety. Please follow directions of driver to unload.
- Inspect cases for visible damage. DO NOT accept heavily damaged cases. There may be extras on the truck for you to trade out.
- Count cases by variety to be sure you have the correct quantities **before you sign the driver's delivery ticket**. It's a good idea to have one or two others count cases as well.
- Sign the driver's delivery ticket for quantities actually received. If delivery is short, **make a note of cases short on the driver's delivery ticket**. Be sure the driver initials the shortage.
- In most cases, the delivery personnel are polite and cooperative. If problems develop, call our office immediately at (615) 460-0202.
- Once you are done with the driver, you can begin to distribute to your troops.

Cookies

**CAN NOT** be sold at a booth or business

before February 4!

# Booth Sale Guidelines



## Booth Locations

Be creative when searching for locations within your service unit's boundaries. Make sure the site is safe, clean, and friendly. Not all businesses are well suited for Girl Scout Cookie Booths. Troops may have special connections to local businesses, so be sure to ask troop leaders and families for suggestions. Think of places that have high traffic volume at peak times.

### Some great ideas for booth sale locations are:

- Banks
- Pharmacies
- Beauty Salons
- Pizza Carry-Outs
- Sporting Events
- School Events
- Churches
- Hardware Stores
- Office Buildings
- Colleges/Universities
- Gas Stations
- Fast Food Restaurants
- Community Centers
- Bowling Alleys
- Car Washes

## Working with Local Businesses

- When asking businesses to host your troops, explain the value the Cookie Program has for the girls. Mention the skills that girls learn (page 6). You are serving as an advocate for ALL troops!
  - » If you would like help writing businesses a letter, the Product Programs department would be happy to help. We can provide a personalized letter on letterhead.
- As you begin the process of scouting out potential booth sale sites, talk to the store managers. Ask them the process for requesting permission to sell at the establishment.
  - » Use the method of communication they prefer, whether it is in writing, email, or phone.
- Have a proposed schedule. Selling 4:00-6:00 p.m. on weekdays outside large businesses is often great for foot-traffic.
- It is impossible for the Product Programs team to provide a comprehensive list of businesses and their rules of solicitation. In some cases corporate policy may prohibit solicitation, but because of franchise agreements, the business owner has flexibility. The best tactic is to simply and respectfully ask for booth opportunities.
- In counties with multiple services units, the service unit cookie booth coordinators **should work together** to maximize booth opportunities and equalize the effort!
- Some service units have little or no commercial development, while others are retail heavy. Be a team!

## Council Booth Sites

Booth sites at the following locations are arranged by GSMIDTN. **Due to contractual obligations we ask that you do not approach management of these locations.** We will share available dates and times via eBudde.

**Follow the contractual guidelines with the dates and set-up locations with the following sites:**

- Cool Springs Galleria
- McKay's Bookstore
- Opry Mills Mall
- Kroger (all Middle Tennessee locations)\*
- Walmart (all Middle Tennessee locations)\*
- Green Hills Mall

\*REMINDER: All Kroger and Walmart locations are now handled through council and will be uploaded onto eBudde for reservations. At the time of this guide's publication, locations are not guaranteed.

## Adding Booth Locations to eBudde

- All booth sites must be entered into eBudde (more information on page 15).
- Council will provide service unit cookie coordinators a form for each of their booth site locations. Submit complete forms to [ProductPrograms@gsmidtn.org](mailto:ProductPrograms@gsmidtn.org) for them to be uploaded into eBudde

» **All booth site location forms must be completed and submitted by **January 22, 2024**.** Failure to do so will result in disqualification for all service unit bonuses.

## Additional Booth Locations

If a troop wants to host a booth location that is not listed on eBudde or is outside of your service unit area, email a request to [ProductPrograms@gsmidtn.org](mailto:ProductPrograms@gsmidtn.org), including:

- Date & Time
- Location
- Troop Leader Name & Phone



# ebudde Starters



## A must-have for Girl Scout Cookie™ volunteers

The eBudde cookie management system offers calendar reminders, reports, training, and much more — on either your desktop or mobile device. It's also where sales are recorded so Girl Scouts get full credit for their hard-earned rewards.



## Quick tips to get you started

- Download the eBudde app and/or go to [ebudde.littlebrownie.com](http://ebudde.littlebrownie.com) OR [cookieportal.littlebrownies.com](http://cookieportal.littlebrownies.com)
- Once you've been added to the system, you will receive an email with a link and login information.
- Explore the dashboard on both the desktop and app, where you'll find messages, links to tools, and resources you'll need throughout the season.
- Visit the eBudde Help Center for any questions related to tech and training.



## Visual learner?

There's a video for that on the Little Brownie Bakers® YouTube channel! Check out this playlist for step-by-step eBudde training videos.



VIDEO TUTORIALS

# eBudde Booth Reservations



## Booths with a Single Date/Time

Occasionally a troop or service unit may have the opportunity to have a cookie booth at a business owned/operated by a friend or family member. If a booth site has five or fewer available time slots (and is not one of the businesses listed previously), we ask that the troop leader or service unit coordinator submit the booth site via eBudde, and Council will approve it. All booth locations, dates, and times must be entered into eBudde.

For instructions on getting approval for a site not listed on eBudde and/or through your service unit, refer to the **eBudde Help Center > From the Council > Troop Additional Booth Site Request**.

## Deleting Booth Sites

If a troop is unable to operate a booth site they have signed up for, they must remove their troop from that site date/time as soon as possible via eBudde. This will ensure other troops have the opportunity to sign up for it and that it is accurately represented in the Cookie Locator app.

- In the past few years, several customers have reached out to us saying they used the Cookie Locator and went to a cookie booth site, only to find no one there. This doesn't make for happy customers, and it reflects poorly on our entire council.

## eBudde Instructions

### **Computer**

1. Click Booth Sales
2. Click Date and Time
3. Click their Troop Number
4. Click Update

### **App**

1. Click Date and Time
2. Click their Troop Number
3. Click Update

*Instructions will also be emailed closer to booth sales.*

## Prohibited Booth Locations

Girl Scouts of the USA prohibits cookie sales/booth locations at any establishment that primarily markets or sells products that are only legal for adults. This includes, but is not limited to: liquor stores, bars, breweries, wineries, distilleries, tobacco or vape stores, hookah bars and/or lounges, and adult stores.



## CouncilAlignMENT Features for Service Unit Coordinators

### ***What tools does the “Profiles” tab provide me?***

This tab is available to service unit coordinators and allows you access contact information and troop rosters in your service unit.

- Click “Site Menu” > “Profiles” > “Individual” to look up individual girls or adults in your service unit. This is helpful when you need to contact an individual.
- Click “Site Menu” > “Profiles” > “Troop” to look up a troop roster or seek information about the meeting location of a specific troop in your service unit.
- Click “Site Menu” > “Profiles” > “Troop” to access a view of all registered troops in your service unit. Ensure the registration year is correct.

You can download reports with helpful information about your service unit. Many service unit coordinators will share these reports with their SU leadership team and Product Program Managers. The next couple pages show helpful steps for completing common reports, but please take the time to explore all the features and possible reports you may need. Reach out to your Regional Executive with any questions.



## Roster of Troop Leaders & Contact Information

1. Click “Site Menu” > “Reports” > “Membership List of Individuals”
2. Under “Membership Info,” ensure the Registration Year is correct and choose specific Service Unit.
3. Under “Troop Info” click “Position ID” > “Troop Leader”
4. Click “Proceed to Next Step” in bottom right corner.

Choose all the fields for which you are interested in gathering information. When you check a field, be sure to change the number to your preferred column order for viewing data on excel.

1. Under the “Troop Info” column, click “Troop Number” and choose 1 for sort order.
2. Under the “Troop Info” column, click “Troop Grade Level” and choose 2 for sort order.
3. Under the “Troop Info” column, click “Troop Leaders” and choose 3 for sort order.
4. Under the “Contact Info” column, click “Mobile Phone” and choose 4 for sort order.
5. Under the “Contact Info” column, click “Preferred Email” and choose 5 for sort order.

After you have chosen the data you need, scroll to bottom and click “Generate Report.”

Your report will appear! You can click “Export to excel” to download, save on your computer, and share with other volunteers on your service unit team.

A screenshot of a web application interface for generating a report. The interface is titled "Report Filters" and is divided into two main sections: "Membership Info" and "Troop Info". The "Membership Info" section includes fields for "Reg Year" (set to 2023), "Service Unit" (with a dropdown menu), "Service Unit Girl Goal" (0 to 0), "Service Unit Adult Goal" (0 to 0), "Reg Area" (with a dropdown menu), "Reg Area Girl Goal" (0 to 0), "Reg Area Adult Goal" (0 to 0), "Membership Date" (mm/dd/yyyy to mm/dd/yyyy), "Summary Number", and "Reg Type" (with a dropdown menu). The "Troop Info" section includes fields for "Troop Number", "Position ID" (with a dropdown menu), "Troop Duration" (with a dropdown menu), "Troop Frequency" (with a dropdown menu), "Troop Grade Level" (with a dropdown menu), "Meeting Day" (with a dropdown menu), "Meeting Time", "Available Count", and "Participation" (with a dropdown menu). Each field has an "Exclude?" checkbox next to it. The interface also shows a "Home" button and a "Site Menu" dropdown at the top.

# CouncilAlignMENT Reports



## Report of Number of Girls in Troops

1. Click “Site Menu” > “Reports” > “Membership Count”
2. Under “Membership Info,” ensure the Registration Year is correct and choose specific Service Unit.
3. If you only want to know the number of girls in troops, scroll to the bottom of “Membership Info” and click “NO” for Adults.
4. Click “Proceed to Next Step” in bottom right corner.

Choose all the fields for which you are interested in gathering information. When you check a field, be sure to change the number to the column order you want it to be appear on excel.

1. Under the “Troop Info” column, click “Troop Number” and choose 1 for sort order.
2. Under the “Troop Info” column, click “Troop Grade Level” and choose 2 for sort order.
3. Under the “Membership Info” column, click “Adult or Girl” and choose 3 for sort order.

After you have chosen the data you need, scroll to bottom and click “Generate Report.”

Your report will appear! You can click “Export to excel” to download, save on your computer, and share with other volunteers on your service unit team.



# Service Unit Bonus



Service units can receive a bonus if the following steps are met:

## TIER 1\*

\$0.005 per package additional proceeds, if the service unit booth sales are submitted to council by January 22, 2024  
*\*This is REQUIRED to earn any proceeds on the next levels.*

## TIER 2

\$0.005 per package additional proceeds, if the service unit's PGA selling is 185+ packages

## TIER 3

\$0.005 per package additional proceeds, if the service unit's PGA selling is 215+ packages

ACH dates are located on the Troop Agreement Form at [gsmidtn.org/cookies](https://gsmidtn.org/cookies).

### February 16, 2024

ACH pull from troop account for \$1.50 per package

### March 15, 2024

ACH pull from troop account for remaining balance due to Council.

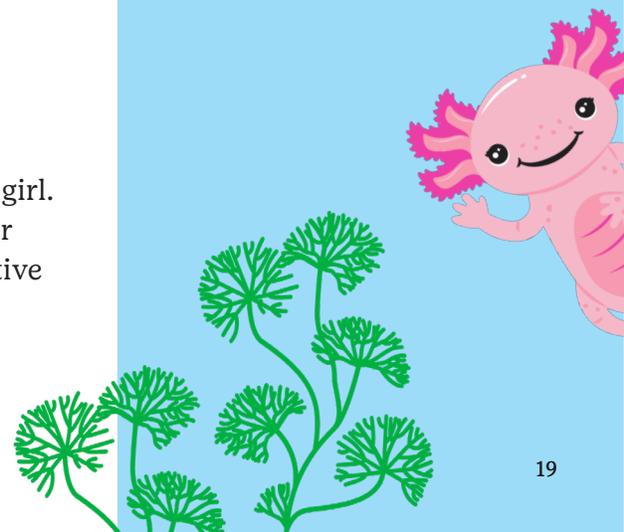
## Fall Product Bonus

If GSMIDTN's total **2023 Fall Product Sale** equals \$910,000+ **AND** your service unit has a Fall Product PGA of \$330+, your service unit is eligible to receive \$0.005 per package of Girl Scout Cookies sold in the 2024 Cookie Program.

*This will be distributed to eligible service units in late April 2024.*

## What is PGA?

The Per Girl Average (PGA) is the breakdown of cookies sold per girl. The PGA is based on the number of girls selling, NOT the number of girls registered. For statistical purposes we do not delete inactive troops and/or girls who have left the troop. However, we will transfer girls from troop to troop.



# Cookie Gear



## The Cabin

4522 Granny White Pike, Nashville, TN 37204

**Phone:** (615) 460-0222

**Email:** NashvilleShop@gsmidtn.org

## Hours:

### Monday-Friday

8:30 a.m. - 4:15 p.m.

### First & Third Saturday of Each Month

10 a.m. - 2 p.m.



Come to our Nashville shop for a plethora of Cookie Season supplies! Items change from year to year but typically includes tablecloths, banners, cookie carts, and more!

You'll definitely find a wide variety of fun patches, which you can reward your troop with throughout the season! Fun patches are \$1.50 each.

Don't hesitate— Cookie Season items always go quickly!



# Online Resources



## Girl Scouts of the USA



Find helpful information at [girlscouts.org/cookieresources](https://girlscouts.org/cookieresources)

- About Girl Scout Cookies®
- Troop Leader Resources
- Cookie Business Badges
- Cookie Entrepreneur Family Pin
- Safety Guidelines

## Little Brownie Bakers



You'll find plenty of extras at [LittleBrownie.com](https://LittleBrownie.com)

- Digital Marketing Basics
- FAQs and Nutrition Information
- Social Media Tools and Graphics
- Own Your Magic Resources
- Resources for Girl Scouts to Grow Their Cookie Businesses
- Cookie History

## Girl Scouts of Middle Tennessee



Find everything about our local sales at [gsmidtn.org/cookies](https://gsmidtn.org/cookies)

- Cookie Manuals
- Costume Reservation Form
- Super Kit Rally Reservation Form
- CloverGo Information
- Cookie Flyer
- Goal Tracker Printouts
- Inventory Sheet
- Family Meeting Guides
- Safety Activity Checkpoints
- And more!





# 2023–2024 Girl Scout Cookies® Ingredients and Food Allergen Guide

Product formulations can change at any time. Consumers should always review the ingredient statement for their individual allergies or dietary restrictions for the most up-to-date information on the ingredients contained in the product in that package. For more details, check [littlebrowniebakers.com](http://littlebrowniebakers.com) or [girlscoutcookies.org](http://girlscoutcookies.org).

## All our cookies have...

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



|             | Adventurefuls®              | Lemon-Ups® | Trefoils® | Do-si-dos® | Samoas® | Tagalongs® | Thin Mints® | Girl Scout S'mores® | Toffee-tastic® |
|-------------|-----------------------------|------------|-----------|------------|---------|------------|-------------|---------------------|----------------|
| Ingredients | NO ARTIFICIAL FLAVORS       | ●          |           |            |         |            |             |                     | ●              |
|             | MADE WITH NATURAL FLAVORS   | ●          |           | ●          |         |            |             | ●                   |                |
|             | REAL COCOA                  | ●          |           |            |         | ●          | ●           | ●                   |                |
|             | MADE WITH VEGAN INGREDIENTS |            |           |            |         |            | ●           |                     |                |
|             | GLUTEN-FREE                 |            |           |            |         |            |             |                     | ●              |
|             | KOSHER CERTIFIED            | Ⓢ ⓓ        | Ⓢ ⓓ       | Ⓢ ⓓ        | Ⓢ ⓓ     | Ⓢ ⓓ        | Ⓢ ⓓ         | Ⓢ                   | Ⓢ ⓓ            |

|                | Adventurefuls® | Lemon-Ups® | Trefoils® | Do-si-dos® | Samoas® | Tagalongs® | Thin Mints® | Girl Scout S'mores® | Toffee-tastic® |
|----------------|----------------|------------|-----------|------------|---------|------------|-------------|---------------------|----------------|
| Food Allergens | PEANUT         | M          | M         | M          | C       | M          | C           | M                   | M              |
|                | TREE NUT       | M          | M         | M          | M       | C*         | M           | M                   | M              |
|                | WHEAT          | C          | C         | C          | C       | C          | C           | C                   | M              |
|                | SOY            | C          | C         | C          | C       | C          | C           | C                   | C              |
|                | MILK           | C          | C         | C          | C       | C          | C           | M                   | C              |
|                | EGG            | M          | M         | M          | M       | M          | M           | M                   | M              |
|                | SESAME         |            |           |            |         |            |             |                     | M              |

C (Contains) M (Manufactured in a shared facility with) \* (Made with coconut)



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We hope to see  
you at these  
upcoming  
programs!



January 17, 2024  
Camp Sycamore Hills

April 13, 2024



girl scouts   
of middle tennessee