



**GIRL SCOUTS OF GULF COAST FLORIDA**

**GIRL SCOUT COOKIE PROGRAM**

**FAMILY GUIDE**

PUBLISHED 12/8/2021



*Revisions will be listed here along with page numbers.*

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## 2021 GIRL SCOUT COOKIE PROGRAM KEY DATES

### **January 5, 2021**

Cookie order taking begins and Digital Cookie opens! Girls should not collect orders before this date.

### **January 15, 2021**

Your girl's initial order is due to your troop cookie manager. They may give you a date prior to this to turn in your order form. Be sure to follow this deadline to ensure arrival of your girl's cookies.

Goal Getter order cards are used to gather additional orders. Those orders are picked up at Cookie Cupboards by the troop cookie manager after February 5. Girls who participate in the Goal Getter phase will earn a special patch!

### **February 2-5, 2021**

Your troop cookie manager will have you pick up your initial order. Deliver cookie orders as soon as possible after you receive them from your troop. You will be asked to sign a receipt every time you pick up cookies and/or turn in money. Be sure to keep these receipts for your records.

### **February 5, 2021**

Booth sales occur. Girls can continue to do walkabouts with cookies to sell directly to customers and continue to take orders. This is the Cookies in Hand phase. Girls can utilize the Digital Order Card to accept credit card payments for cookies they are selling to customers.

### **February 19-21, 2021**

National Girl Scout Cookie Weekend. Keep an eye out for fun promotions and national media!

### **March 7, 2021**

The last day of cookie booth sales.

### **March 12, 2021**

Cookie Program Ends .The last day of booth sales and the official end of the 2020 Girl Scout Cookie Program. Girls should not continue to collect orders after this time.

**April-May** Rewards begin shipping. Your troop cookie manager will contact you to arrange pick-up. Some rewards (such as 1000+) will be shipped to you directly by council, so make sure we have your correct address on file!

*Check with your troop leadership for troop-specific money and order deadlines as they may vary from what is listed here.*

# THE FIVE SKILLS LEARNED FROM COOKIES

## GOAL SETTING

Girls set cookie sale 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 ones.

## 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 do 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.



## GiRL Safety

Safety has always been a main focus and priority for our council. More detailed information can be found in [Volunteer Essentials](#) and [Safety Activity Checkpoints](#) on our website at [www.gsgcf.org](http://www.gsgcf.org).

- **Show you're a Girl Scout**—Wear your Girl Scout vest/sash; let's show the world what a Girl Scout can do!
- **Buddy Up**—Always use the buddy system. It's not just safe, it's more fun.
- **Partner with Adults**—Adults must accompany Girl Scout Daisies, Brownies, and Juniors when they are taking orders, selling, or delivering product. Girl Scouts Cadettes and older must be supervised by an adult at all times when selling door-to-door and must never sell alone.
- **Plan Ahead**—Always have a plan for safeguarding money, and avoid walking around with large amounts of it or keeping it at home or school. Give proceeds to supervising adults, who are to deposit it as soon as possible.
- **Do Not Enter**—Never enter the home or vehicle of a person when you are selling or making deliveries.
- **Protect Privacy**—Girls' names, addresses, and email addresses are never to be given out to customers. Protect customer privacy by not sharing their information.
- **Be Net Wise**—Take the GSUSA Internet Safety Pledge before going online and follow the specific guidelines related to marketing online.

## COVID-19 Safety PROTOCOLS

- Girls and chaperones must be wearing a mask at all times while participating in in-person cookie program activities—this includes cookie booths, walkabouts, and drive-thru booths.
- Masks must be worn properly while participating in public cookie program activities—covering the mouth and nose. Visit the [CDC website](#) for guidance on mask use.
- To maintain effective social distancing, traditional cookie booths are restricted to no more than two girls/two adults. If locations allow, exceptions may be made for a parent/caregiver with multiple Girl Scouts in their household.
- Troops and girls are strongly encouraged to use contactless payment methods when possible. Any in-person cookie sales should strive to minimize direct contact.
- Anyone who has COVID-19 symptoms (such as fever, cough, sore throat, etc.) should not participate in in-person cookie activities until symptoms subside or a negative COVID-19 test has occurred.
- Anyone who has been exposed to someone with a positive COVID-19 case may not participate in cookie program activities until a 14 day quarantine period has passed.
- Leaders must maintain active knowledge and rosters of in-person troop cookie activities. A [COVID-19 Exposure form](#) must be submitted in the event of a positive COVID-19 test of anyone

participating in the cookie program (girls, chaperones, volunteers). A council staff member will send an email to the parent/caregiver of any girl who may have been exposed, to volunteers, and to the facility, maintaining the confidentiality of the individual(s). Girl and volunteer health information is private and strictly confidential.

- At select cookie booth locations, additional COVID-19 precautions will be required by the location. Be sure that participating girls and chaperones are aware of and are ready to adhere to any listed precautions. Failure to adhere to location specific precautions may cause loss of booth locations for the entire council.

## **SOCIAL MEDIA AND ONLINE MARKETING**

- The Girl Scout Cookie Program is a girl-led program, and online marketing and sales efforts should always be led by a girl while also being supervised by her parents or caretakers.
- Girls are only to use the internet to market the Girl Scout Cookie Program to friends and family (for clarity, “friends and family” are people whom the girl or her family personally know).
- Friends and family of a girl participating in the cookie program must not market or share a girl’s contact information, sales links, or sales information on public-facing online sites. They also should not share their sales link with any news outlets (this includes online and traditional news media, such as radio, television, or magazines). Public-facing sites are defined as any website that is not a personal page.
- Girls/Caregivers should only post about their participation in the cookie program on social media sites that allow them to restrict access to friends and family (e.g. personal Facebook page), and not to social media sites open to anyone.
- Girls/Caregivers may post online on their personal social media page that they are selling and where they will be selling.
- Should any online marketing activities be deemed in violation of these guidelines, GSGCF and GSUSA reserve the right to intervene and request removal or remove the post. Girls who do not follow these rules may have their Digital Cookie page deactivated, and may be suspended from further participation in the cookie program.
- Parents, girls, and volunteers must contact and collaborate with GSGCF in advance of any national or local news media opportunities.
- Girl Scout cookies may not be sold on any sales platform such as eBay or Amazon.
- Troops/girls may not pay for ads/boosted posts/etc for sales promotion.

# WAYS TO PARTICIPATE

**ORDER CARD · Digital COOKIE · GOAL Getter · TRADITIONAL COOKIE BOOTHS · DRIVE-THRU COOKIE BOOTHS · POP-UP COOKIE BOOTHS · VIRTUAL COOKIE BOOTHS · LEMON-UP STANDS · WALKABOUTS · COOKIE HOUSE PARTY**

Girl Scout Cookies are \$5 per package for traditional varieties (Thin Mints, Samoas, Tagalongs, Trefoils, Do-si-dos, and Lemon-Ups). Specialty cookies are \$6 per package (Girl Scout S'mores and gluten-free Toffee-tastic). There are 12 packages in each case of cookies.

Girl Scouts must abide by the set price for cookies and may not offer discounts, coupons, or special offers.

Complete nutritional information on all eight varieties can be found at [LittleBrownieBakers.com](http://LittleBrownieBakers.com).



## HOMETOWN HEROES (DONATED COOKIES)

Hometown Heroes is a special participation option of the Girl Scout Cookie Program that allows customers to purchase cookies to be donated to support our local hometown heroes, essential workers, active military personnel, and veterans during any portion of the program.

What's great about the annual Girl Scout Cookie Program is that as a family you can customize your Girl Scout's experience. You can participate with the troop in all the ways below or pick what is right for you and your Girl Scout!

Because there's no product to deliver, girls should collect payment for Hometown Heroes cookies when the customer places the order. At the end of the sale, GSGCF will place an order from our baker, pair with troops to deliver locally, and partner with Support Our Troops®, who will ensure the cookies end up in the hand of deployed military!

## ORDER TAKING

*Initial order through the end of the program*

Girls can use their order cards to visit friends, family, and local neighborhoods, with adult supervision and approval, and take pre-orders for their cookies. Girls should not collect money for any order prior to delivery unless customers order through Digital Cookie (see below for details on Digital Cookie). Girls will then give their order cards to their troop cookie manager by their designated deadline.

Tips:

- Contact friends/family/former customers to ask if they want to support your cookie business.
- Post fliers (with permission) for employees at caregiver’s work; include information about the seller, why she’s selling, what her goals are, and how the funds raised will be used.
- Parents/caregivers and girls are only permitted to take orders within our council boundaries (not including Digital Cookie). Our council serves ten counties: Manatee, Hardee, Highlands, Sarasota, DeSoto, Charlotte, Glades, Lee, Hendry, and Collier.
- Make it contactless—utilize a door hanger to drive customers to your Digital Cookie page.

## Digital Cookie

*Initial order through the end of the program*

This year, it’s more important for girls to explore the digital side of the cookie program. The primary parent/guardian of girls will receive an email invitation to participate in the Digital Cookie platform.

For those who missed the email, Digital Cookie has some easy steps to request access.

Digital Cookie is a website that allows girls to set up an online storefront, let customers know about their goals, and even complete activities that can help them earn financial literacy badges! Through the website and accompanying app, girls can accept credit card payments directly for customers utilizing the girl-delivered and cookies in hand features.

Customers can purchase cookies through Digital Cookie to be shipped to their home or delivered by the girl. All Digital Cookie orders are paid for by credit card by the customer, so there are no funds to collect.

Through Digital Cookie girls can:

- Collect orders from customers to be girl-delivered, shipped, or donated.
- Accept credit card payments for cookies.
- Earn Digital Cookie specific rewards.
- Increase their sales to hit their goals.

Tips:

- All girl-delivery orders collected prior to turning in your initial order will be automatically added to your girl’s initial cookie order. You will receive these cookies and should deliver to customers right away. No money to collect, since online orders are paid for with a credit card.
- If girl-delivery orders come in after the initial order, you will need to contact your troop cookie manager to pick up more cookies.
- Work with your troop cookie manager to get the cookies to fulfill any girl-delivered orders through Digital Cookie.
- Girls can only have one Digital Cookie account; separated caregivers are encouraged to work together to manage one Digital Cookie account for their Girl Scout.
- GSGCF cannot delete or change an order once it’s approved. Therefore you must be willing to deliver to the customer before you approve an order.
- Have your Girl Scout create a video to advertise her Digital Cookie link to friends and family.
- Make it contactless—arrange a porch drop-off for girl-delivered cookies.

## FOUR EASY STEPS TO GET MOVING WITH THE DIGITAL COOKIE PLATFORM!

- 1) **Register.** To sign up to use the Digital Cookie Platform, look for your Digital Cookie registration email. If you can't find it, contact [customercare@gsgcf.org](mailto:customercare@gsgcf.org) for details.
- 2) **Set up your site.** In just a few minutes, you can set up your sales goal, share your cookie story, and upload a fun picture or video. Then you're ready to save, review, publish, and you're done!
- 3) **Invite customers.** Manage your cookie customer list and easily send ready-to-use emails inviting people to support your sale. You can also promote your personalized cookie site link on Facebook with friends and family.
- 4) **Track your goal.** See how close you are to reaching your goal by tracking the number of boxes sold and orders placed, as well as sales by delivery type and cookie variety. You can even include offline sales to see your total progress!

Sell on the go with the Digital Cookie Mobile App! Download is free in the App Store or Google Play.



## COOKIE BOOTHS

Customers love to buy cookies when they can eat them right away. That's why cookie booths—set up in front of grocery stores, at sporting events, at restaurants, or in other high-traffic areas—are so successful. Girls will have lots of fun setting up their own cookie “stores” and talking to customers.

This year our world looks a little bit different and our cookie program is no exception. We've strived to create opportunities for girls to safely sell cookies, no matter their comfort level.

### TRADITIONAL COOKIE BOOTHS

Traditional Cookie Booths are what most people are used to. They are usually setup in front of a store. These booths are secured through Service Unit volunteers and are offered to troops for sign-up through a cookie booth lottery.

This year, traditional cookie booths are limited to a maximum of two girls and two adults. Based on location, they may have additional COVID-19 precautions on top of our Girl Scout ones. It's very important that any cookie booth attendees are informed about the rules and ready to follow them, otherwise we may lose the booth location.

**Troops are not allowed to set up their own booth locations. They must go through the SU cookie coordinator.**

## **DRIVE-THRU BOOTHS**

Drive-thru booths are held in places that allow customers to purchase cookies without leaving their vehicles.

**BOOTH SALES ARE A PRIVILEGE AND YOU REPRESENT THE GIRL SCOUT MOVEMENT WHILE AT THEM. PLEASE BE RESPECTFUL OF EVERYONE IN THE AREA AND THANK THE LOCATION FOR ALLOWING YOU TO SELL.**

## **LEMON-UP STANDS**

Lemon-Up stands are a fun name for “Mom and Me” cookie booths. These are manned by a parent/caregiver and their Girl Scout(s). These are typically hosted in locations such as a yard/garage sale. These booths do not need prior approval.

Booths held at public business locations are *not* considered Lemon-Up stands.

## **POP-UP BOOTHS**

Pop-up booths are cookie booths that are held a few times throughout the cookie season. These can be held in public locations or businesses.

Pop-up booths are a great concept for a location such as a park or business that is only able to support the cookie program once or twice and not through the whole season.

For a successful pop-up booth, have girls do research on pop-up shops and what makes them successful. Make a plan to create a theme or unique shopping opportunity.

Troops must request permission for these booths and they must be approved. If you’ve got an idea for a pop-up booth, be sure to let your troop cookie manager know.

## **VIRTUAL COOKIE BOOTHS**

Virtual cookie booths are cookie booths that are hosted digitally. These can take a few different forms – including Zoom, Discord, Facebook pages, groups, events, and live sessions. They can be hosted on private pages or sponsored by a business.

The idea behind a virtual cookie booth is to get customers to buy cookies during a set period. They can be setup so customers utilize the shipped option or the girl-delivered option. With girl-delivered, consider setting up a pick-up time that customers can drive up and get their cookies without leaving their car.

Virtual cookie booths can either be on the troop level (utilizing the Digital Cookie troop link) or on the girl level.

## COOKIE BOOTH DOS

- ✓ Remind girls to wear their Girl Scout uniforms or a Girl Scout shirt so they are easily recognizable as Girl Scouts.
- ✓ Wear a mask at all times.
- ✓ Obey the cookie booth start and end times. Don't show up early and cut into the time allotted to the troop before you!
- ✓ Notify the store manager that you have arrived. If you have the first booth of the day, ask where they'd like you to set up. If you're the final booth of the day, thank the store manager before you leave.
- ✓ Be polite and friendly to all store customers, even if they don't make a purchase.
- ✓ Due to COVID-19, many locations are requiring that girls stay behind the table. Even if they aren't, be sure to stay out of store doorways and walkways.
- ✓ Ask customers to buy cookies as they exit the store. Be assertive, but not aggressive with customers.
- ✓ Have GIRLS to make the sale, not the adults. Empower girls to see the booth as their business and get them involved in the inventory, set-up, money taking, etc. Adults are not to run cookie booths without girls present.
- ✓ Keep your booth area neat and tidy. Remove empty cases and take them with you at the end of the shift. Do NOT leave trash behind or use the store dumpster.

- ✓ Come prepared with plenty of change, small bills, and a contactless payment method.

## COOKIE BOOTH DON'TS

- ✗ Don't argue, yell, or make a scene at a cookie booth. If there's a problem, contact your troop leadership for assistance.
- ✗ Don't block the store entrances or allow girls to interfere with shoppers.
- ✗ Don't allow the girls to go into the store while working at the booth except for necessary bathroom trips.
- ✗ Don't allow adults to run the booth without girls present. If the girl is on a bathroom break, the booth should be on break. Plan accordingly with signage.
- ✗ Don't ask the store to provide change for your booth.
- ✗ Don't eat or smoke during cookie booths.
- ✗ Don't bring non-Girl Scouts to booth locations.
- ✗ Don't leave empty cookie packages, cases, or signs at your booth sale. When your booth is over, clean everything up. Leave the space better than it was when you arrived.
- ✗ Don't clutter your booth with personal items. Bring only what you need, and store personal items safely out of sight. Leave valuables and electronic items at home.

## OTHER SPECIAL INSTRUCTIONS

Walkabouts (aka "red wagon" sales) may be done in any neighborhood that permits girls to sell cookies. If troops would like to have a walkabout in a neighborhood with a "no soliciting" policy, permission should be granted by the property management before the walkabout.

Walkabouts should not be done at events, festivals, parades, or other public events without first getting permission from the SU cookie coordinator.

For everyone’s safety, “tag-a-longs” (non-Girl Scout children, siblings, brothers, etc.) may not participate in the cookie program, including attending cookie booths or other sales activities. This is a liability issue. Those found to be in violation of the tag-a-long rule will be restricted from participating in additional cookie booths.

## **RETURNS/LEFTOVERS**

Girl Scout Cookies may not be returned to Girl Scouts of Gulfcoast Florida. Individual troops may choose to assist girls with leftover inventory. Talk to your troop cookie manager to know what your troop’s policy is.

## **CUSTOMER COMPLAINTS**

**Due to COVID-19, Girl Scout Cookies are not returnable from customers. Do not accept back opened boxes of cookies or offer an exchange for them.**

If a customer has a complaint about the cookies they’ve purchased (they are stale, crushed, or melted, or the customer is generally not pleased), direct them to contact Little Brownie Bakers at 1-800-962-1718. This information can also be found on the side of every package of cookies.





## MONEY MATTERS

Money is collected when cookies are delivered, except for Digital Cookie orders, which are already paid by credit card at the time of order.

- Do not keep large amounts of cash laying around. Make frequent visits to your troop cookie manager to give them money to take to the bank.
- Protect yourself! Every time you pick up cookies from your troop cookie manager and/or give them money, be sure to get a receipt. Keep all of your receipts for your records. Do not take cookies from your troop cookie manager or give them money without also receiving a receipt in return. If your troop is utilizing Cheddar Up, you'll receive an electronic receipt when you pay!
- Remember that cookies cannot be returned or exchanged. You are financially responsible for all cookies ordered.
- You are responsible for lost or stolen funds.
- Any in-person cookie donations made should be accounted for and the funds turned in with your other payments.

## WHERE DOES THE MONEY GO?

Every service provided by Girl Scouts of Gulfcoast Florida is subsidized for members, which is why every dollar of revenue is considered an important investment and funneled back to members. Not only is your troop earning proceeds per package, it also benefits from all the services and opportunities the council provides to members, as a result of the Girl Scout Cookie Program, such as camp facilities, financial aid, customer service, and affordable programming.

What makes the Girl Scout Cookie Program unique is that the program teaches girls skills, provides a safe and fun outlet for practicing those skills, and benefits more than one troop—close to 500 troops, actually! 100% of the cookie program proceeds raised in Girl Scouts of Gulfcoast Florida stays in Girl Scouts of Gulfcoast Florida. That means after paying for the product, 75% of every package purchased goes directly to troops and council. Most fundraising programs can't claim that statistic!

We can't wait for your Girl Scout to become a part of the largest girl-led entrepreneurial program in the world, and we also know she can't wait to be a part of this Girl Scout tradition.

## TROOP PROCEEDS

In addition to the rewards your Girl Scout earns, her troop earns rewards and proceeds based on the per-girl average (PGA) of the troop and total boxes sold. This is a minimum of \$0.75 per package sold.

## Did You Know?

It costs Girl Scouts of Gulfcoast Florida approximately \$662 per girl to provide the Girl Scout experience for one year.

# TIPS AND TOOLS

## MONEY TIPS

- Payment should only be collected at time of delivery, except for Digital Cookie cookies.
- Turn in money as often as you can to your troop cookie manager.
- Never give out cookies without collecting payment.
- Always get a receipt from the troop when turning in money or picking up product.

## SELLING TIPS

- Role play and practice what your Girl Scout should say. Customers will want to know what her goals are and why they are supporting her troop.
- Let your Girl Scout make the sale. She may look like she is struggling but she will learn more by doing it herself!
- Make sure to take the customer's order before following up with, "Would you also like to donate a package to the Hometown Heroes program?" Customers love to support a good cause, and many are happy to add an additional package to their order!

# KEEPING FOCUSED ON WHAT'S IMPORTANT

The Girl Scout Cookie Program gets Girl Scouts, families, and volunteers in front of the public, where they can demonstrate the impeccable values and behavior that make Girl Scouts stand out. So make sure to review and agree to these guidelines for how girls and adults should present themselves while selling cookies:

## FOR GIRLS:

On my honor, I will follow these rules while participating in the cookie program:

- I will wear a Girl Scout uniform or Girl Scout clothing to clearly identify myself as a Girl Scout.
- I will wear a mask.
- I will dress appropriately for the weather.
- I will always be polite.
- I will stand quietly (unless I am speaking with a customer).
- I will tell customers about my goals.
- I will always say, "Thank you!"

## FOR ADULTS:

On my honor, I will follow these rules while participating in the cookie program:

- I will dress in a manner appropriate for a Girl Scout function.
- I will wear a mask.
- I will speak positive, encouraging words to girls.
- I will stand quietly and let girls talk to the customers.
- I will help ensure the safety of the girls and money collected.
- I will always say, "Thank you!"

The Girl Scout Cookie Program can keep you busy and it's easy to lose sight of what's important. A great way to keep things focused and positive is to put selling cookies in the context of something bigger and more important. The Girl Scout Promise and Girl Scout Law remind girls—and you!—that selling cookies lets them practice being fair, kind, helpful, respectful, and wise. And it helps them make the world a better place. That's what it's all about.

# Cookie season is more fun with family.



**COOKIE**   
**ENTREPRENEUR**  
 **Family**

Bring the whole family together for tons of fun and learning with our brand **NEW** Girl Scout Cookie Program pin collection!

Each Girl Scout grade level will have its own set of requirements to help families guide their Girl Scout as she runs her own cookie business year after year. Girls can earn all 13 pins in the collection—one unique pin for every year they participate!

Learn more at: [girlscouts.org/entrepreneurfamily](https://www.girlscouts.org/entrepreneurfamily).

# REWARDS

Girls who participate in the cookie program earn rewards based on both personal and troop successes! Girls should be encouraged to review the rewards prior to setting their goals or making decisions about reward opt-out.

**2021**  
Girl Scouts of Gulfcoast Florida

## GIRL REWARDS

**MY PERSONAL GOAL:** \_\_\_\_\_ PKGS

**300+ 600+ 1000+**  
Earn a bar patch for the highest level achieved 300+ to 1000+ packages

**COOKIE CREDITS**  
\$50 Cookie Credits at 1000+ Packages  
\$50 Cookie Credits at 1250+ Packages  
\$100 Cookie Credits at 1500+ Packages  
\$125 Cookie Credits at 2000+ Packages

**JUST FOR DAISIES**  
Daisies who sell 200+ Packages will earn the Reversible Necklace

**ROUND UP THE HERD**  
Earn all 4 to build a horse fence.

**Booth Sales Patch**  
2 Booth Sales

**Cookie Techie Patch**  
20+ DOC Emails

**Goal Getter Patch**  
12+ Goal Getter Packages

**Super Herd Patch**  
250+ Packages

**WE'VE GOT THIS!**  
THEME PATCH  
30+ Packages

**Samoas\* Plush Dangler**  
65+ Packages

**Horse Mirror**  
100+ Packages

**150+ Patch AND No-Show Horse Socks**  
150+ Packages

**Eco Straw Kit**  
200+ Packages

**Ice Cream Bowls**  
250+ Packages

**Girl Reward: Cooling Fabric Bandana**  
225+ Packages

**Troop Rewards: Mint to Achieve T-Shirt**  
250+ PGA

**FINAL TROOP REWARDS**  
Troops with a final PGA of 375+ packages will receive the Fleece Bag

Troops with a final PGA of 475+ packages will receive a \$100 Girl Scout Shop Certificate

**Cookie Power**  
Plush Horse AND Another Year of Girl Scouts  
300+ Packages

**WRITING SET: Journal with Pouch, Message Pen, & Cookie Bling Decals AND \$25 Girl Scout Shop Certificate**  
400+ Packages

**Whisper Lamp**  
500+ Packages

**Glow in the Dark Canteen**  
600+ Packages

**CAMP READY KIT: Mess Kit & Stool AND \$50 Girl Scout Shop Certificate**  
700+ Packages

**HOMETOWN HEROES**  
Gift of Caring Patch  
15+ Packages  
Hometown Heroes

**Pocket Pillow**  
50+ Packages  
Hometown Heroes

**Glow in the Dark Blanket**  
100+ Packages  
Hometown Heroes

**Operation Cookie Sleepover Camp**  
200+ Packages  
Hometown Heroes

**COOKIES ON THE GO!**  
30+ DOC Packages

**Cable Horse**  
75+ DOC Packages

**Wired Earbuds**  
150+ DOC Packages

**Phone Light**  
250+ DOC Packages

**Hammer AND Light Up Speaker**  
800+ Packages

**Camp Tent**  
900+ Packages

**Telescope with Phone Holder OR iPod Touch**  
1000+ Packages

**OR Custom Vans Backpack and Shoes**  
1000+ Packages

**Digital Photo Frame OR 3D Doodler Pen OR Custom Hydro Flask**  
1250+ Packages

**gsgcf**

**Operation Cookie Sleepover Camp**  
200+ Packages  
Hometown Heroes

**???? MYSTERY REWARD**  
Fabulous Fifty & Top SU Sellers

**Check out the online Unboxing Videos to learn more about select rewards from this order card.**  
Open the camera on your smart phone or tablet, and hold over the QR code OR visit [gscf.org/2021/rewards](http://gscf.org/2021/rewards)

**SCAN ME**

\*Items may vary from those pictured based on product availability. Alternative prizes cannot be offered for missed events. All rewards are cumulative except bar patches. Council reserves the right to replace an item of equal or higher value.

## ANOTHER YEAR OF GIRL SCOUTS

Girls who sell 300+ packages will earn their membership for the following Girl Scout year. Girl Scouts who are bridging to adult will earn their Lifetime Membership.

## OPERATION COOKIE SLEEPOVER CAMP

This reward is tentatively scheduled for the weekend of April 23, 2021 and will be held at Camp Honi Hanta. This overnight camp will be adjusted to a day camp if we are not able to lift overnight restrictions prior to the date. Details will be provided to girls who have earned it.

## GIRL SCOUT SHOP CERTIFICATE

This certificate is only valid on [girlscoutshop.com](http://girlscoutshop.com). It is **not** convertible into Cookie Credits for other uses.

## GSGCF COOKIE CREDITS

GSGCF Cookie Credits are a credit that Girl Scouts of Gulfcoast Florida can earn as a reward through the Girl Scout Cookie Program. Registered Girl Scouts can use Cookie Credits to reduce or pay for the cost of approved Girl Scout activities.

Cookie Credits may only be used by the registered GSGCF Girl Scout who earned them. Cookie Credits are non-transferrable. It cannot be transferred to other individuals, troops, and doesn't follow a girl if she changes councils.

Cookie Credits have no cash value and may not be exchanged for cash.

When redeemed towards an approved expense, one credit can be redeemed per dollar.

Cookie Credits can be used for girl membership renewal, lifetime membership (graduating Ambassadors), Girl Scout camps, council or service unit sponsored events, GSUSA Destinations, and troop travel. It may also be used towards reimbursement of Bronze, Silver, and Gold Award expenses.

Cookie Credits cannot be used for any other expense not listed, including troop dues.

Cookie Credits do not have an expiration date, but earning girls must maintain an active GSGCF membership to retain them.

## **COOKIE CREDITS FOR TROOP TRAVEL**

- Cookie Credits may only be redeemed for troop trips that have a council approval on file.
- Trips must be a part of the Girl Scout program. Example: Cookie Credits would not be usable on a fun cruise, but would be useable on a cruise that had scheduled activities for badge work.
- Cookie Credits are only redeemable towards the cost of the trip. Costs include: travel arrangements, lodging, food, and Girl Scout activities. They cannot be requested for spending money, passports, or to pay for siblings or adults going on the trip.
- Requests to redeem Cookie Credits for troop travel must be completed via the Cookie Credits for Troop Travel form by troop leadership. Connect with your troop leader to use Cookie Credits for troop travel.

## **COOKIE CREDITS FOR MEMBERSHIP**

Cookie Credits can be requested for a girl's annual GSUSA membership. This costs 25 Cookie Credits. We are unable to apply a partial amount towards annual membership renewal.

Graduating Ambassadors may redeem Cookie Credits towards a Lifetime Membership. We are able to accept partial amounts for Lifetime Memberships.

## **REDEMPTION OF COOKIE CREDITS**

- Cookie Credits requests must be submitted at least one month in advance of need to allow adequate time for processing and disbursement. Requests that are not submitted by this deadline may not be approved prior to date of need.
- Girls must maintain an active membership to retain their saved Cookie Credits. Girls who have not renewed their membership for the new Girl Scouting year by October 1 will forfeit their Cookie Credit balances.
- As long as a girl maintains an active membership with GSGCF, saved Cookie Credits do not expire until a girl bridges to adult.

<https://projectcookie.co/cookiecredits>

## **HOW COOKIE CREDITS ARE APPLIED**

- GSGCF programs are credited internally.
- Non-GSGCF Girl Scout Camps are paid directly to the hosting council via check and may take up to a month to process. Plan accordingly for payment deadlines.
- GSUSA Memberships are paid by GSGCF directly to GSUSA.
- Troop Travel and Higher Award Reimbursements are paid to the troop via check. We are not able to issue Cookie Credits to individual entities.

## **OLDER GIRL TROOP REWARD OPT-OUT**

Troops consisting only of Cadettes, Seniors, and/or Ambassadors may choose to opt-out of rewards for an additional \$0.05 a package. This is a troop based decision and all the girls in the troop must agree. Troops who opt-out of rewards will still receive initial order incentives, and all patch rewards, and girls can still qualify to be honored at YWOD. **Girls in troops who opt-out will NOT receive Cookie Credits, event admission, or any other rewards.**

## **FREQUENTLY ASKED QUESTIONS**

**I work in, or own a retail location. Can my troop set up a booth at the store? What if the booth is inside the store, not outside?**

Whether inside, outside, or upside down—to be fair to all troops, cookie booths must be approved through the service unit or council. Have your troop cookie manager reach out to your service unit so that approval can be secured.

**Is it okay to have a cookie booth with only one (1) girl?**

Yes! We call these Lemon-Up stands. Cookie booths with only one (1) girl are permitted so long as the girl is being chaperoned by her parent/caregiver. Two adults must be present at cookie booths with more than one girl. One of these adults must be a registered member with a background check. Additionally, girls must always be involved in the ask of the sale and cookie booths must not be run solely by an adult. Cookie booths that are attended by only one girl will need to “go on break” if the girl needs to take one.

**What if my girl cannot participate in the reward she has earned (such as the camp)? Will an alternate reward be offered?**

Unfortunately, no. We understand that families have busy schedules and try to share the dates of reward events as far in advance as possible. However, in order to be consistent with GSUSA and IRS rewards guidelines, we cannot offer alternate rewards for girls who must miss an event.

**Why aren't there any family rewards?**

While we recognize that a Girl Scout's participation in the Girl Scout Cookie Program involves family support, we are unable to offer family rewards to keep in line with GSUSA and IRS guidelines. Per our guidelines, cookie rewards may only benefit the girl who earned them.

**My girl would like to see other items offered as rewards for the Girl Scout Cookie Program. How can we provide input?**

Great! We rely on input from girls, parents, and volunteers to determine each year's cookie program rewards. Please share your ideas with your troop leader or contact the council product program staff to provide suggestions and input.

## RESOURCES

Be sure to take advantage of all the resources available online to guide you through a fun and successful Girl Scout Cookie Program®.



**Girl Scouts of the USA:** Locate info on the Girl Scout Cookie Program and national cookie badges and pins. [GirlScoutCookies.org](http://GirlScoutCookies.org)



**Baker Website:** The website of our official Girl Scout Cookie baker. Find girl activities, marketing ideas, Girl Scout Cookie facts, cookie sale resources and clip art to help girls prepare for the cookie sale. [LittleBrownie.com](http://LittleBrownie.com)



**Projectcookie.co:** Visit our site to find procedures, forms, manuals and other helpful information.



**Digital Cookie®:** Girl Scouts can set up their own personalized website, take credit card payments and ship cookies directly to their customers. [DigitalCookie.GirlScouts.org](http://DigitalCookie.GirlScouts.org)



**Little Brownie Bakers® YouTube Channel:** Check out our library of inspiring videos featuring real Girl Scout stories and selling tips. [youtube.com/LittleBrownieBakers](http://youtube.com/LittleBrownieBakers)

