

Volunteer 411



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! Girls use their best and brightest strategies to help maximize their cookie sale success.

Before the cookie sale...

Here are a few steps you can take now that will assure your troop has a super successful cookie sale:

1. Recruit your troop's cookie sale manager and register them as a member. Troops must have a registered troop cookie manager before they can receive their troop cookie sale materials, have access to eBudde (the cookie sale management site) and for girls/parents to be able to access Digital Cookie. If you are going to act as the troop cookie sale manager yourself, please let us know.
2. Set up your troop's bank account. Troops must have an active bank account to participate in the cookie sale. Check out the section on troop finances in **Volunteer Essentials** to open your bank account. Troops can also set up an app payment system like Venmo, PayPal, and Apple or Google Pay that links to the troop bank account. Parents can obtain payment from traditional sales customers using these phone payment apps and also pay the troop for their daughter's cookie order, avoiding any non-sufficient funds check charges to troop accounts. Contact Marina Rodriguez at marina@gsmanitou.org if you need help with this.
3. Communicate regularly with your Girl Scout parents about the cookie sale. First, customize the Cookie Sale 101 letter that is in the *Resources* section of your Volunteer Toolkit under "Cookie Program." You'll also need to have your Girl Scout parents complete the Parent Permission Form. You can find the permission form in three places: the Volunteer Toolkit, on our website at bit.ly/CookieParentPermission, and linked in the Cookie Sale 101 letter. Parents must complete, sign (digital signature is OK), and turn in the permission form before girls receive a cookie order card. Leaders give this completed, signed form to the troop cookie sale manager to aid her in ordering girl rewards. Retain completed signed copies until all girls' monies are received from cookie sales.

Cookie Sale Basics

Each community has a community cookie sale manager who meets with local troop cookie sale managers to help facilitate their troop cookie sale. Community cookie sale managers will contact registered troop cookie sale managers in November/December and provide information regarding their local cookie meeting (may be a virtual meeting). Troop cookie sale managers receive their troop cookie sale materials from their community cookie sale manager and have access to the online girl ordering system, eBudde, in early December.

Cookies will sell for \$5 and \$6 for specialty cookies (S'mores and Toffee Tastic).

Council staff will be checking troop accounts to confirm that the correct amount of deposit was made into the troop account, but troop leaders should also check their troop account for correct deposit amounts. All monies owed by girls, all cookie booth monies, and troop proceeds must be deposited into the troop account.

Digital Cookie



- 1 Register
- 2 Set Up Your Site
- 3 Invite Customers
- 4 Track Your Goal

Troop Cookie Sale Managers should encourage all parents to use Digital Cookie. Customers pay for all digital orders with a valid credit card at the time of ordering. There are no transaction or credit card fees to customers, but customers pay to have cookies shipped. The use of Digital Cookie precludes Troop Cookie Sale Managers having to deal with checks or large amounts of cash from parents. The issuance of non-sufficient checks and non-payment by parents was virtually non-existent in the 2023 Cookie Sale because of the increased use of Digital Cookie. And girls who use Digital Cookie and traditional sales methods sell more cookies than girls who just use traditional selling methods.

NEW for 2024! Girls/parents will be able to add their total cookie order from their Girl Scout Cookie order card to Digital Cookie, thus saving data entry for Troop Cookie Sale Managers. Troop Cookie Sale Managers and parents will receive instructions on this procedure.

Troop Reward

Troops who sell an average of 200 packages per registered girl in their troop will earn one-day tickets to either Kalahari Water and Theme Park in Wisconsin Dells, Tundra Lodge in Green Bay, Renaissance Faire in Bristol Wisconsin, or the Milwaukee Zoo, or a cash deposit to the troop account of \$150-\$250 depending on number of registered girls in the troop selling cookies.

Girls in qualifying troops (troops that sell 200 per registered girl average) have to sell a minimum of 40 packages to earn a ticket. The sales average of troops with 11 or more registered girls is calculated on 90% of registered girls.

Leaders will receive tickets for adults to meet Girl Scouts of the USA's girl/adult ratio for troop trips. Instructions for ordering additional adult tickets will be shared at a later date.

December Holidays and Cookie Selling...



Beginning December 15, 2023, Digital Cookie will be open for all customer orders. No social media sales to family and friends before December 15, 2023. No door-to-door sales until January 4, 2024. Girls/parents will receive a registration email in early December so they can set up the girl's digital webpage.

Parents must have a current, valid email on file to access Digital Cookie. Volunteers will receive a registration email two days prior to parents receiving their email.

Troop Gift of Caring

Prior to the cookie sale, troop leaders and cookie sale managers should work with girls to choose a local organization to whom to donate cookies. Girls ask customers to purchase a few packages to donate to this local organization. Troop Gift of Caring cookies are part of the troop order and are received with the troop order at cookie delivery.



Important dates for the 2024 Cookie Sale

- **December 15:** Digital Cookie opens for all orders.
- **January 4 - January 20:** Door-to-door sales.
- **January 21:** Girl orders due to Troop Cookie Sale Manager.
- **January 22, 11:59 p.m.:** Troop orders submitted via the online ordering system, eBudde.
- **January 21 - March 17:** Digital Cookie remains open for shipped and donated cookies.
- **February 8:** Cookies may be picked up from local cookie cupboards. Volunteers must place the cupboard order in eBudde.
- **February 8 - March 17:** Troops hold booth sales.
- **February 9-19:** Community cookie delivery begins. Community Cookie Sale Managers will know their delivery date by November 2023.
- **March 1:** Girl monies due to Troop Cookie Sale Manager.
- **March 5:** Troop Cookie Sale Managers deposit all cookie monies into the TROOP ACCOUNT. Troop Cookie Sale Managers should avoid taking large checks from parents as they may result in non-sufficient check fees to the troop account.
- **March 7:** Manitou Council will debit troop accounts 65% of the total amount owed to the council.
- **March 18:** Troop Cookie Sale Managers will submit their FINAL troop reward order in eBudde.
- **March 25:** Manitou Council will debit troop accounts for the balance owed to the council.
- **April 22 (approximately):** Troop Cookie Sale Managers will receive girl rewards.

Cookie Booths



Troop leaders should work with girls and Troop Cookie Sale Managers to decide if they want to have a booth sale. Cookie Booths are held from **February 8 to March 17, 2024**. Troops may choose from pre-set dates and time slots at Pick 'n Save and Festival Foods stores. Beginning **9:00 a.m. Saturday, January 6 through January 13**, troops will be able to select three open time slots at each store to hold a booth sale. **January 14 - February 4** troops can select any amount of open time slots. Troops can schedule booths with other local businesses.

Troop Cookie Sale Managers and/or Troop Leaders can preorder booth cookies from a local cupboard via eBudde for pick up on or after **February 8**. Each cupboard will have set days and times for pick up and returns. The benefit of preordering from a cupboard is that troops may return full, unopened cases of

unsold cookies within seven days of pick up. **No returns are accepted for cookie booth cookies ordered via eBudde with a troop's initial order.**

Troops who sell 132 packages in booth sales earn one-night building rental for a troop getaway or a pool party at camp in the summer. Troops who sell 252 packages earn two-nights building rental. Note: during the peak summer months of June - August, a two-night reward is required for a one-night camp building rental. This is a very popular reward and is earned by most troops holding booth sales.

Troop Cookie Sale Managers can allocate cookies sold at booths to girls in their troop but if they want to earn the troop cookie booth reward, they cannot allocate all booth cookies to girls. 132 or 252 packages must be left unallocated to girls for the troop to receive the booth reward. Troop Cookie Sale Managers will receive instructions and reminders on following this procedure.

Cookie Business Badges & The Cookie Entrepreneur Family Pin

Cookie Business and Financial Literacy badges are a great way to assure girls learn entrepreneurship skills from the cookie sale. [Explore them now!](#)

The Cookie Entrepreneur Family pin allows parents to support the entrepreneurship learning with their daughters as well. [Explore the pin now!](#)

Badge requirements and Cookie Entrepreneur Family pin requirements can be found on the Volunteer Toolkit. Don't forget to shop the badges & cookie pin in our Petals to Patches store or [online!](#)



Cookie Rookie & Other Little Brownie Baker Resources

If troops are working with girls who are new to the Girl Scout Cookie Program, they can help make their first steps delightful ones! Start their cookie journey with a fun, 10-minute [video](#) that explains the basics to younger girls, along with a leader's guide.



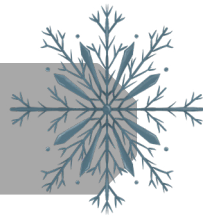
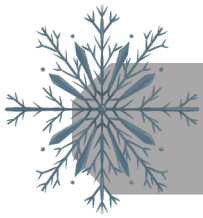
To help you plan for a successful cookie sale, Little Brownie Bakers provides resources for troop cookie sale program activities. Check them out on Little Brownie Bakers' [website](#).



A new resource for Bridging Junior, Cadette, Senior, and Ambassador troops...

Girl Scouts of Manitou recently created a new platform just for our older Girl Scouts and their troop leaders. This is hosted on Mighty Networks. Troop leaders will find helpful information about scholarships, earning Highest Awards, Destinations and other travel information, and more. You can also connect to your community of other leaders, share posts and join in discussions, join weekly events, and participate in our community chat. The Girl Scouts of Manitou Council Mighty Networks page has all of these resources and will be a valuable asset to our older Girl Scout troops.

To join this new platform, visit mightynetworks.com or download the Mighty Networks app. Then search for Girl Scouts of Manitou. If you have any questions, please contact Kat at kat@gsmanitou.org.



Winter Break Camp

It's time for Girl Scout Camp - winter style! Join us this December for a series of day camps at Camp Evelyn. Each session will include classic camp activities & outdoor winter fun. Please pack winter gear for outdoor adventures. Snacks will be provided at each session, but please pack a cold lunch.

Check-in for all sessions is from 8:00 - 8:30 a.m. and check-out is from 3:30 - 4:00 p.m.

[Register for the Winter Break Camp sessions here!](#)

Animal Adventures

Calling all animal lovers! This session is for you! We will spend our morning creating animal beds to be donated to shelter pets in our area. In the afternoon, we will take a field trip where we will deliver the beds we made and spend some time making the shelter animals feel loved. The afternoon will include some badge-specific work based on your camper's level and will have the opportunity to talk with a real-life expert in the animal field. Of course, there will still be time for delicious s'mores over the campfire.

When: Wednesday,
December 27

Who: Brownie, Junior,
Cadette, Senior

Cost: \$50 per person

Outdoor Artist

Your camper will explore different art mediums outdoors to spark their creativity during this art filled session. We will also enjoy some indoor art projects such as sculpting and pop art. There will also be some time for s'mores and a campfire. Please note: Seniors and Ambassadors will only meet partial requirements for their badge. All other levels will earn and receive the badge during the session.

When: Thursday,
December 28

Who: All Girl Scout levels

Cost: \$50 per person

Camp Creatology

Unlock your creativity during this session filled with crafting and tinkering! Learn the basics of scrapbooking and create a mini scrapbook to take home. Test your problem-solving while creating a marble rollercoaster and create a project with recycled materials. There will still be plenty of time to enjoy some hot chocolate and s'mores!

When: Thursday,
December 29

Who: Daisy, Brownie,
Junior

Cost: \$60 per person

Snow Adventures

During this winter adventure, we will start the day with a field trip to a local ski hill. You will be able to enjoy two hours of skiing, snowboarding, or tubing. Once we arrive back at camp you will have the chance to warm up with apple cider, hot chocolate, and s'mores and participate in a few other indoor activities. Please note: There will be the option to purchase lunch and/or snacks at the ski hill. Prices for meals range from \$7-\$12.

When: Saturday,
December 30

Who: Juniors, Cadettes,
Seniors, Ambassadors

Cost: \$70 per person

Ready, Set, Summer Camp!

HELLO
SUMMER

Mark your calendars! **Summer 2024 camp registration will open on Friday, December 1st, 2023!** This means you can use those 2023 program credits to register for 2024 camp before they expire on December 31st, 2023.

Don't worry! Your Girl Scouts will still get our physical camp catalog. Catalogs will arrive in mailboxes in late January. We can't wait for summer camp 2024!



Save the date: World Thinking Day 2024

Making the world a better place is Girl Scout Law, so it's no surprise we have a holiday dedicated to doing just that.

Each February 22, Girl Scouts and Girl Guides across 150 countries celebrate World Thinking Day. It's a day of international friendship and a time to stand up for causes that could improve the lives of girls around the globe.

The theme for this year is, "Our World, Our Thriving Future: The environment and global poverty."

[Check out the World Thinking Day activities!](#)

Shop *Petals to Patches!*

Don't forget that our council store, *Petals to Patches*, is fully-stocked with your troop's uniform and badge needs. Stop in Monday - Thursday from 8:00 a.m. to noon or 1:00 - 4:00 p.m. to shop. You can also contact the shop manager, Diane, at diane@gsmanitou.org or 920-565-4575 ext. 310 to place an order for pick-up or have it mailed to you. Troop orders ship free!!

Petals to Patches will soon have some new and fun Girl Scout winter gear! Shop hats, gloves, fleece jackets, and more!

Please remind the girls in your troop and their parents to use program credits earned in the 2023 cookie sale by December 31st at 11:59 p.m. Program credits are only transferable from sister to sister.



NEW Girl Scout Silver Award Resources!

There are new innovative and interactive resources for troop leaders and girls to learn about the requirements and process to earn the Silver Award!

One of these resources is a virtual training available on gsLearn. It is recommended that all troop leaders with Cadettes who want to pursue their Silver Award complete this training. This is a great way to familiarize yourself with the Silver Award process so you can be there for your troop as they go for Silver!

This training can also be made available to Girl Scouts. Please contact Kat Zimmerman at kat@gsmanitou.org to get them access!

Destinations

Girl Scout Destinations are the ultimate adventure for individual girls ages 11 and older! Not only will girls have life-changing experiences on their Destination, they will meet new friends from across the country and maybe even from around the globe. Applications for 2024, and beyond, trips are OPEN! Popular Destinations fill fast, so don't wait to apply. Here are just a few of the amazing adventures that await:

- Pacific Exploration in STEM (Hawaii)
- Bell'Italia
- Broadway Bound (NYC)
- London Calling, Bonjour Paris
- Wildlife, Geysers, and Mountains: A National Park Adventure
- The Ultimate Harry Potter Experience

Girl Scouts of Manitou Council helps pay the cost of Destinations and aids girls in planning for money earning, so do not let cost be a deterrent to girls applying. Have questions or want more information? **Contact Kat Zimmerman!**

Exciting Girl Scout News!



The United States Mint has included our trailblazing founder Juliette Gordon Low among the honorees for the 2025 American Women Quarters Program! This program features coins with designs reflecting the accomplishments and contributions of American Women. This is a wonderful way to celebrate Juliette and her vision of a Movement that prepares girls for leadership. Our inspirational Girl Scouts today are the true reflections of Juliette's legacy. The designs for the quarters will be unveiled in spring 2024, and they will go into circulation in 2025.

Other honorees announced for 2025 include:

- legendary investigative journalist, civil rights activist, researcher, and co-founder of the NAACP - Ida B. Wells.
- trailblazing astronomer Dr. Vera Rubin, who pioneered work on galaxy rotation rates.
- activist Stacey Park Milbern, who helped create and build the disability justice movement.
- barrier breaking tennis champion Althea Gibson, the first Black athlete to win a Grand Slam title and the first Black player to compete on the Women's Professional Golf Tour.

Manitou Council Works Toward Environmental Sustainability

Using resources wisely and making the world a better place is an essential part of what it means to be a Girl Scout. Girl Scouts come to understand how their behaviors impact the environment and actively make the world a better place by identifying a problem and developing and implementing a plan of action to make the situation better. Today's Girl Scouts are addressing environmental and social issues such as climate change, climate justice, and environmental stewardship.

Girl Scouts of Manitou Council's sustainability initiatives are built on these core values. We act on our responsibility to care for our own forests and bodies of water, the wildlife who live within them, to reduce the council's environmental footprint, and to educate and inspire Girl Scout members. To see what Girl Scouts of Manitou Council is doing to be responsible stewards of the environment, click on the Green Business Bureau logo in the footer of our website home page.

Thank you to all of those who contributed to furthering the council's sustainability efforts by giving to the **Camp Evelyn 75th Anniversary Sustainability Fund**. A big thank you also goes out to our sustainability planning task group members (the Green Team): Alec Bartolai of Sargento, Laura Grunwald of Sheboygan County, Kayla Riege and Samantha McLelland of Kohler Company, and Board Members Amy Molepske (chair) and Deb Sabol-Williams.