

Volunteer 411



It's Time to Climb! Every Girl Scout has it in her to do amazing things. With your support, she will rise to the challenge!

This issue of the Volunteer 411 has much of the information you need for the cookie sale. Let's make this cookie season a huge 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.
2. Be sure your troop has a bank account. Troops with more than \$100 in troop funds are required to open a troop bank account. Check out the section on troop finances in [Volunteer Essentials](#) to open your bank account. Troops should 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 Jodi Steines at jodi@gsmanitou.org for help with this.
3. Work with your troop cookie sale manager to decide if your troop will have a cookie booth. See later in the 411 for more details.
4. 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 the Volunteer Toolkit, on our website at bit.ly/CookieParentPermission, and linked in the Cookie Sale 101 letter. Parents must complete and sign this 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.
5. Work with girls to learn about how to plan their sale, set and meet their goals, and how to sell responsibly, respectfully, and safely. See the additional resources in the 411 for ways to do this!

NEW Cookie - Adventurefuls!

An indulgent brownie-inspired cookie with caramel flavored creme and a hint of sea salt, Adventurefuls take cookie lovers on a delicious taste adventure just like Girl Scouts go on their own amazing adventures.

Nine total varieties will be offered for sale in the 2022 cookie sale.



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.

Registered troop cookie sale managers in late November/early December will have access to the online girl ordering system, eBudde.

Cookies will sell for \$5 and \$6 for specialty cookies (S'mores and Toffee Tastic). Please note: the new cookie, Adventurefuls, will sell for \$5.

Digital Cookie



Troop Cookie Managers should encourage all parents and girls 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. Delivery is free when a Girl Scout delivers the cookies. Customers only pay shipping if the customer wants cookies mailed to them. The use of Digital Cookie precludes Troop Cookie 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 2021 cookie sale because of the increased use of Digital Cookie.

December Holidays and Cookie Selling...



Beginning December 17, 2021 Digital Cookie will open for all customer orders. No social media sales or sales to family and friends before December 17, 2021. Girls/parents will receive a registration email in early December so they can set up the girl's digital web page. Parents must have a current, valid email on file to access Digital Cookie.

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 2022 Cookie Sale

- **December 17:** Digital Cookie opens for all orders.
- **January 6 - January 23:** Door-to-door sales.
- **January 25, 11:59 p.m.:** Troop orders submitted via the online ordering system, eBudde.
- **January 23 - March 20:** Digital Cookie remains open for shipped and donated cookies.
- **February 9:** Cookies may be picked up from local cookie cupboards (Fond du Lac, Sheboygan, and Port Washington). Volunteers must place the cupboard order in eBudde.
- **February 10 - March 20:** Troops hold booth sales.
- **February 12-19:** Community cookie delivery begins. Community Cookie Sale Managers will know their delivery date by October 2021.
- **March 4:** Girl monies due to Troop Cookie Sale Manager.
- **March 7:** 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 9:** Girl Scouts of Manitou Council will debit troop accounts 65% of the total amount owed to the council.
- **March 21:** Troop Cookie Sale Managers will submit their FINAL troop reward order in eBudde.
- **March 23:** Manitou Council will debit troop accounts for the balance owed to the council.
- **April:** 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 10 to March 20, 2022**. 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 8 through January 15**, troops will be able to select three open time slots at each store to hold a booth sale. **January 16 - February 6** 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 9. Each cupboard will have set days and times for pick up and returns. The benefit of preordering from a cupboard is that volunteers may return full, unopened cases of unsold cookies

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




















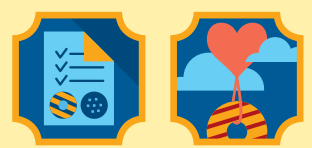



Troops who sell 120 packages in booth sales earn one-night building rental for a troop getaway or a pool party at camp. Troops who sell 240 packages earn two-nights building rental. Note: during the peak summer months of June - August, a two-night reward is required for a one-night camp building rental. This is a very popular reward and is earned by most troops holding booth sales.

Cookie Business Badges & The Cookie Entrepreneur Family Pin

Cookie Business and Financial Literacy badges are a further opportunity for girls to hone their skills and gain an understanding of the world of business. The Cookie Business badges are brand new this year.

The Cookie Entrepreneur Family pin enables families to support girls as they learn to think like entrepreneurs through the Girl Scout Cookie Program. Each grade level has its own set of requirements to help families guide their Girl Scout as she runs her own cookie business year after year.

Both the new Cookie Business Badge and Cookie Entrepreneur Family pin requirements can be found on the Volunteer Toolkit.

	Cookie Business	Financial Literacy	Cookie Entrepreneur Family	Entrepreneur
Daisy	 <p><i>My First Cookie Business & Cookie Goal Setter</i></p>			 <p><i>Toy Business Designer</i></p>
Brownie	 <p><i>My Cookie Customers & Cookie Decision Maker</i></p>			 <p><i>Budding Entrepreneur</i></p>
Junior	 <p><i>My Cookie Team & Cookie Collaborator</i></p>			 <p><i>Business Jumpstart</i></p>
Cadette	 <p><i>My Cookie Venture, Cookie Market Researcher & Cookie Innovator</i></p>			 <p><i>Business Creator</i></p>
Senior	 <p><i>My Cookie Network & Cookie Boss</i></p>			 <p><i>Business Startup</i></p>
Ambassador	 <p><i>My Cookie Business Resume & Cookie Influencer</i></p>			 <p><i>Entrepreneur Accelerator</i></p>

Built By Me Cookie Planner



simple as taking a short quiz! [Get started!](#)

With options to fit all interests and schedules, this online tool helps Troop Leaders easily guide girls in planning a customized troop plan for an incredible cookie experience from start to finish! It is as

Cookie Rookie



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 reader'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 at Little Brownie Bakers [website](#).

Troop Reward

Troops who sell an average of 180 packages per registered girl in their troop will earn one-day tickets to one of the following:

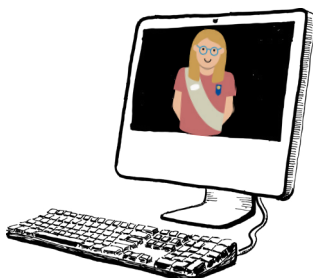
- Kalahari Water and Theme Park, Wisconsin Dells
- Blue Harbor Waterpark, Sheboygan
- Renaissance Faire, Bristol Wisconsin
- Milwaukee Zoo

Or a cash deposit of \$175-\$250 depending on number of registered girls in the troop selling cookies.

Girls in qualifying troops (troops that sell 180 per registered girl average) have to sell a minimum of 30 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.

Zoom



Free Zoom licenses allow for meetings of 40 minutes and less. Low cost annual Zoom licenses are available for currently registered, adult Girl Scout volunteers to facilitate Girl Scout activities.

Purchased licenses are valid August 1, 2021 through July 31, 2022 for \$30.00. This purchase enables leaders to have unlimited time of use and all of the “bells and whistles” of Zoom. Troop leaders may use troop funds to purchase a Zoom license. You can purchase the low cost Zoom license right on the [Girl Scout shop](#).

Whimsical Winter Lantern Walk

Join us for a lantern-lit walk through Camp Evelyn! Lanterns will light the way through a self-guided winter hike. Hot refreshments and a warm campfire will be available near the Welcome Center. While snowshoes in varying sizes will be available on a first-come-first-serve basis, you are welcome to bring your own snowshoes or a comfortable pair of boots. The lanterns will serve as a guide on the trail, but we still recommend bringing a flashlight or headlamp to navigate through darker parts of the path. There will be headlamps for sale at the gate for a small cash-only fee. This event is open to all Girl Scouts and their families. Come join us for some winter fun! While this event is ideal for all ages, if you're a Girl Scout Daisy or Brownie, you will have the opportunity to meet some of the requirements for the Daisy Snow and Climbing Adventure Badge or the Brownie Trail Adventure Badge.

Interested in learning the basics of snowshoeing? Sign up for an optional one-hour class prior to the event. We will go over the basics of snowshoe care, sizing, and go on a short staff lead hike. Spots are limited!

When: Saturday, January 15

6:00 - 8:00 p.m. (optional 1 hour snowshoeing class from 5:00 - 6:00 p.m.)

Where: Camp Evelyn

Cost: \$5 per person

Register at: bit.ly/WhimsicalWinterWalk

myGS

Hey troop leaders - looking for resources? Go to myGS, located in the upper right corner of Manitou Council's website, www.gsmanitou.org. myGS is your portal for the Volunteer Toolkit and gsLearn. There are tools to help you create a year plan, prepare for in-person or virtual meetings, track accomplishments, find resources, and learn about how to be the best leader you can be. Please be sure to check out the NEW Successful Leader Learning Series in gsLearn. This online learning series will help you feel confident in your role as a troop leader and is required for all new troop leaders. To login to myGS for the first time, click on "Forgot your password?" and use your email address as your username. Reset your password with the link you receive. If you have any questions, please contact Amy Odekirk at amy@gsmanitou.org.

➤ CLIMB WITH COURAGE ➤

Girl Scout Shop



Last summer, Girl Scouts released the older girl official apparel collection. This year, Girl Scouts released the Daisy, Brownie, Journey official apparel collection! Get back-to-troop with eco-conscious materials, '90s-inspired designs, greater size availability, adventure-ready accessories, & a new upcycling program.

[Start shopping!](#)