

SWEET SUCCESS



What's Included:

- Welcome to the Cookie Program
- Entrepreneurial Calendar
- Cookie Program Rewards
- Patches & Cookie Capital
- Girl Scout Cookie Lineup
- Where the "Dough" goes
- Cookie Program information
- Cookie Contests
- Digital Cookie Guide
- Important Dates & More



Your Troop Cookie Manager Contact and Other Info



Name

Email

Phone Number

☐ Text Me

☐ Call Me

Best Times to Reach

Delivery Date & Location Address

Notes

Resources: <https://www.gsvsc.org/en/members/for-girl-scouts/for-cookie-sellers.html>

Council emails: info@gsvsc.org and productsale@gsvsc.org

(Please contact your Service Unit Cookie Manager first)

Allergens and nutritional information: <https://www.littlebrowniebakers.com/cookies>

Customer Questions: in person purchases: <https://www.littlebrowniebakers.com/>

Digital Cookie shipped purchases: <https://www.girlscouts.org/en/footer/contact-us/digital-cookie-support---order-issues.html>

WELCOME GIRL SCOUTS

Welcome to the 2026 GSVSC Cookie Product Program. We are so excited that your girl is going to be a part of the Cookie Product Program! We designed this publication to share important information with everyone and to highlight the awesome improvements to the rewards that the girls in our council can earn!

Each year, our troop/girls participate in incredible adventures and share experiences with their adult leaders and Girl Scout friends. Girls engage in a variety of activities designed to help them grow as leaders, develop their self-potential, and learn important life skills.

Girl Scouts is, as it always has been, the organization best positioned to offer girls the tools they need to be successful leaders throughout their lives. We are committed to providing exciting opportunities for exploration, growth, and leadership! The Cookie Product Program is a wonderful opportunity for the troop/girls to continue to develop some of those same important skills that can be used now and in their future college and professional journeys.

We want to see the troop/girls happy, strong, and confident and also want to provide them with every opportunity possible from their Girl Scout experience. The troop/girls journey in Girl Scouts will only be enriched by the Cookie Product Program and your engagement can further support their journey.

Thank you for supporting the troop/girls to be a part of our Cookie Product Program. I look forward to working with you as a parent in the Virginia Skyline Council.

Nikki Williams
CEO, Girl Scouts of Virginia Skyline



ENTREPRENEURIAL CALENDAR

KEY EVENTS FOR PARENT/GIRL

Troop Parent/Guardian
Training by troop
product manager

Date: _____

Invitation from Digital
Cookie to setup the
online girls site & first
day for order cards

Date: 12/1/2025

Initial order due
to Troop

Date: 12/13/2025

Initial order delivery

Date: Week of 1/6/2026

Booth sales Begin

Date: 1/10/2026

Last day for booths and
online girl delivery orders

Date: 3/8/26

Last day for online orders for
shipments and donations

All orders should be delivered
to the customer and final
payments to the troop

Date: 3/31/2026

Girl Scouts of Virginia Skyline 2026 Cookie Rewards

My Personal Goal: _____ NUMBER OF PACKAGES

2025 Top Achiever & Top Online Achiever



Linda Gail

Digital Cookie Reward



**Cookie Techie
Patch**
25+ pkgs



**Fashion Letter
Patch**
100+ pkgs



Clear Case
200+ pkgs



Troop PGA Rewards



Girl Participants will earn a
Goal Getter Patch & Mini
Plush Ferret AND 2 Volunteers
will receive a BFF t-shirt
325 PGA Selling

Booth Sales



**Booth Sales Patch AND
Cookie Charm**
125+ pkgs

Volunteer



Volunteer Patch
2 per troop

Top Achievers Rewards

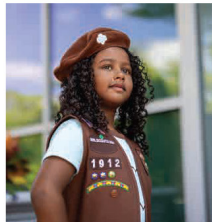


Top Achiever &
Top Online Achiever
**Chromebook OR
GSVSC \$500 Cookie Capital**

Gift of Caring



**GOC Patch AND
Flower Charm**
50+ pkgs



**2026 Patch AND
MY27 Girl Scout
Membership**
45+ pkgs



**"Shirley" the
Ferret Plush**
400+ pkgs



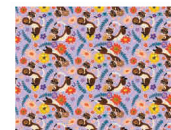
**Charm, Brave AND Charm Patch
AND Wristlet Strap**
85+ pkgs



**Pop in Cookie Charms
AND Lanyard Strap**
150+ pkgs



**Headband w Pocket AND
Bracelet Hair Tie Set**
225+ pkgs



**Journal Duo AND Action Patch AND
GSVSC Bookmark**
300+ pkgs



GSVSC T-shirt
450+ pkgs



**Crossbody Convertible bag AND
Ferret Clipon Pouch**
525+ pkgs



**GSVSC Beach
Towel**
650+ pkgs



**Design Your Own
Crocs**
850+ pkgs



**Pearl Necklace &
String of Pearl
Membership**
1000+ pkgs

Council reserves the right to make substitutions to the item's color, material or size, or to substitute an item of equal or greater value due to changes or challenges in product availability.



Select 1 Prize from Level Earned

Prizes over 1,000 packages are NOT cumulative

1,200+ Packages



Wireless Mini Projector



Design your own Nike Shoes

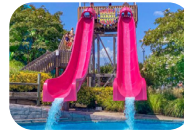


\$100 Cookie Capital

1,350+ Packages



Cricut Joy Kit



Wet'n Wild Emerald Pointe



Kings Dominion Day Pass



\$200 Cookie Capital

1,500+ Packages



Kings Dominion Prestige Pass & FunPix Photos



Airpods & Accessories



\$250 Cookie Capital

2,026+ Packages



Dollywood Tickets



Busch Gardens Overnight



Apple Watch



\$500 Cookie Capital

3,000+ Packages



2026 National Convention



Dyson Hair Tools



\$750 Cookie Capital

4,000+ Packages



3-Day Cruise



Playstation Bundle



\$1,000 Cookie Capital

5,000+ Packages



5-Day Cruise



iPad Bundle



\$1,500 Cookie Capital

6,000+ Packages



7-Day Cruise



Macbook Pro Bundle



\$2,500 Cookie Capital

Council reserves the right to make substitutions to the item's color, material or size, or to substitute an item of equal or greater value due to changes or challenges in product availability.



2025-2026 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

Approximately 15 cookies per 6.3 oz. pkg.

U D

\$ 6



Lemon-Ups®

NATURALLY FLAVORED WITH OTHER NATURAL FLAVORS

Crispy lemon flavored cookies with inspiring messages to lift your spirits

Approximately 12 cookies per 6.2 oz. pkg.

U D

\$ 6



Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe

Approximately 38 cookies per 9 oz. pkg.

U D

\$ 6



Do-si-dos® • Made with Natural Flavors

- Real Peanut Butter
- Whole Grain Oats

Oatmeal sandwich cookies with peanut butter filling

Approximately 20 cookies per 8 oz. pkg.

U D

\$ 6



Samoas®

- Real Cocoa
- Real Coconut

Crisp cookies with caramel, coconut, and dark chocolaty stripes

Approximately 15 cookies per 7.5 oz. pkg.

U D

\$ 6



Tagalongs®

- Real Cocoa
- Real Peanut Butter

Crispy cookies layered with peanut butter and covered with a chocolaty coating

Approximately 15 cookies per 6.5 oz. pkg.

U D

\$ 6



Thin Mints® • Made with Vegan Ingredients

- Real Cocoa

Crisp, chocolaty cookies made with natural oil of peppermint

Approximately 30 cookies per 9 oz. pkg.

U

\$ 6



Exploremores™

- Real Cocoa

NATURALLY AND ARTIFICIALLY FLAVORED

Rocky road ice cream-inspired cookies filled with flavors of chocolate, marshmallow and toasted almond crème

Approximately 18 cookies per 7.9 oz. pkg.

U D

\$ 6



Toffee-tastic®

- No Artificial Flavors

GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits

Approximately 14 cookies per 6.7 oz. pkg.

U D

\$ 6














2025–2026 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, visit littlebrowniebakers.com or 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®	 Exploremores™	 Toffee-tastic®
Ingredients	NO ARTIFICIAL FLAVORS		●							●
	MADE WITH NATURAL FLAVORS		●		●				●	
	REAL COCOA	●				●	●	●	●	
	MADE WITH VEGAN INGREDIENTS							●		
	GLUTEN-FREE									●
	KOSHER CERTIFIED	ⓈD	ⓈD	ⓈD	ⓈD	ⓈD	ⓈD	Ⓢ	ⓈD	ⓈD

Food Allergens	PEANUT	M	M	M	C	M	C	M	C	M
	TREE NUT	M	M	M	M	C*	M	M	M	M
	WHEAT	C	C	C	C	C	C	C	C	M
	SOY	C	C	C	C	C	C	C	C	C
	MILK	C	C	C	C	C	C	M	C	C
	EGG	M	M	M	M	M	M	M	M	M

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

TROOP PROFIT & COOKIE CAPITAL

New Troop Profit Tiers

- **Tier 1:** Up to 279 Troop per girl registered package average-\$1.05 pp
- **Tier 2:** 280 to 334 Troop per girl registered package average-\$1.10 pp
- **Tier 3:** 335+ Troop per girl registered package average-\$1.15 pp
- **Troop Opt Out option for rewards:** -\$.10 per package for all tiers



How do Girls and Troops earn Candy and Cookie Capital?

- Reaching order sales goals outlined on the order card
- Participating in special contests
- Being a Top Achiever winner

What can Girls and Troops use Candy and Cookie Capital for?

- Council-sponsored programs, special events, camps AND you can DOUBLE your capital by registering for camps on GSVSC properties!
- Shopping with the GSVSC Skyline Shop in Roanoke or at a GSVSC mobile shop at a camp or an event AND you can DOUBLE your capital when you use it for a uniform, insignia, badges or pins.
- Annual Girl Scout Membership including a Graduating Senior Lifetime Membership
- Girl Scout National Convention 2026
- Requests for purchases of supplies and equipment that will inforce the Girl Scout Experience*

How does “Banking” Candy and Cookie Capital work?

You can bank capital for up to three years for the following items:

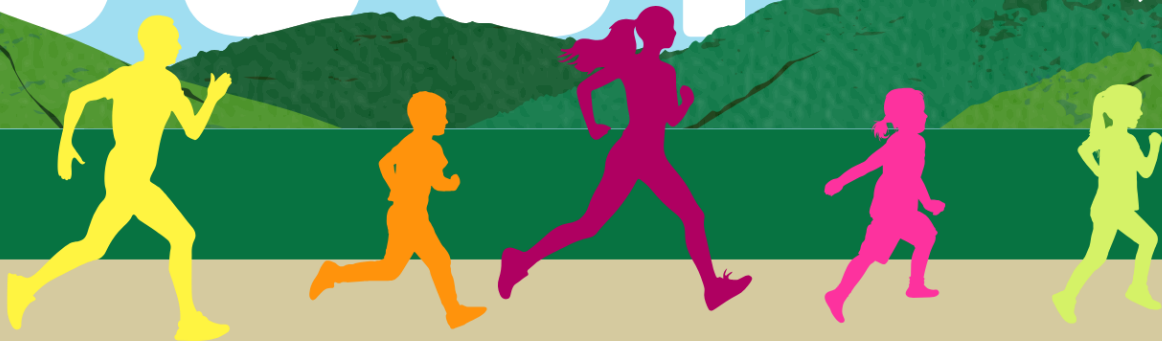
- Approved troop trips
- Girl Scout National Convention 2026



* See separate form “How to order supplies and equipment with Cookie Capital or to request banking.”



TOUGH COOKIE



5 K CHALLENGE RACE & 1 - MILE KIDS FUN RUN

SATURDAY
**MARCH 21,
2026**

GREENFIELD RECREATION PARK
TROUTVILLE, VA
RAIN OR SHINE
WWW.GSVSC.ORG/TOUGHCOOKIE



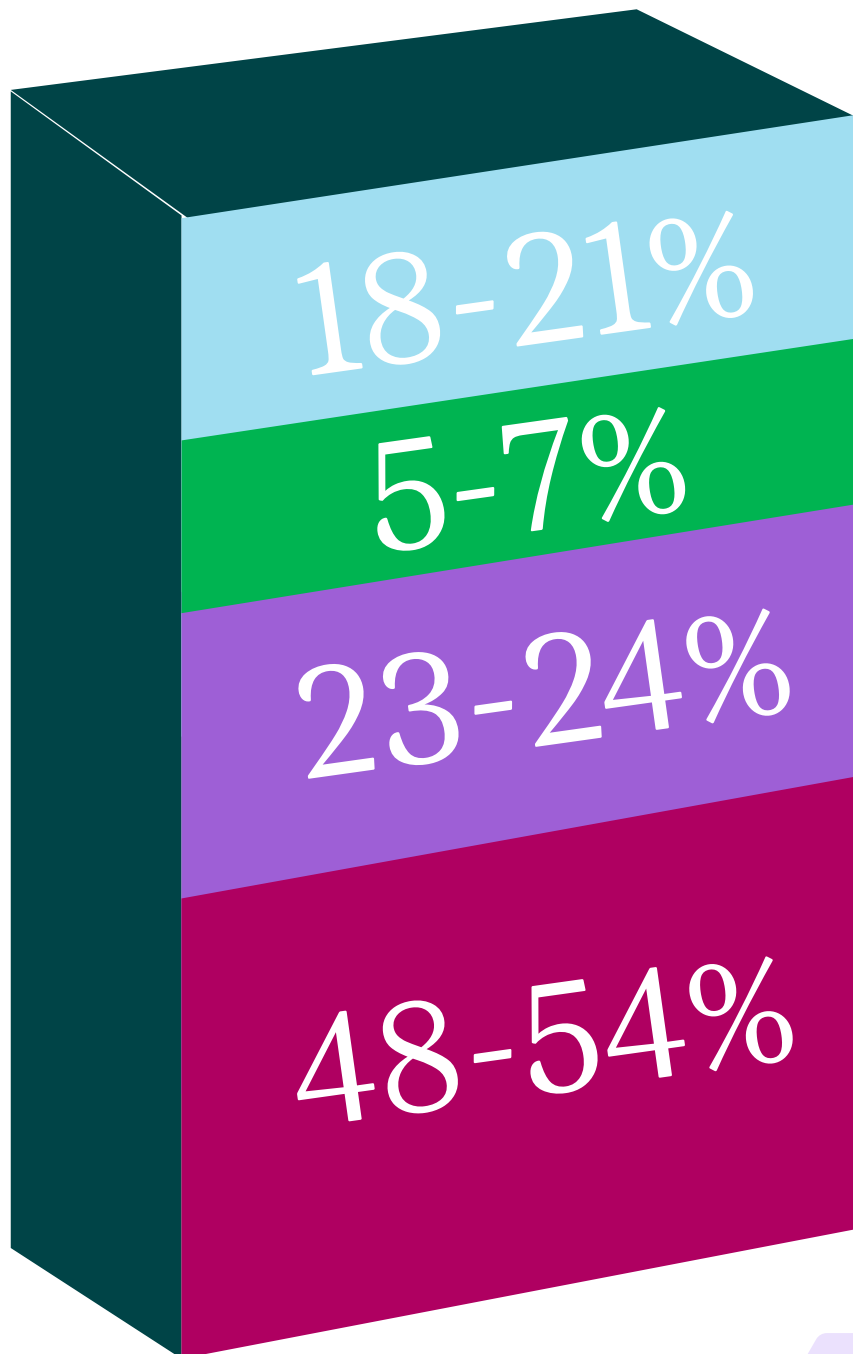
girl scouts
of virginia skyline



www.mountainjunkies.net



WHERE THE DOUGH GOES?



Package Price
\$6.00

Troop Proceeds
(\$1.05-\$1.25/box)

Troop Awards & Events
(\$0.38-\$0.51/box)

Bakery Cost
(\$1.44-\$1.49/box)
Specialty \$2.69/box

Local Council Programs
and Support

*Virginia Skyline Council: programs, camps,
training, girl/adult financial assistance, special
events, girl awards, volunteer recognitions,
membership marketing, staff, etc.*

(\$2.75-\$3.13/box)

2026 Cookie Program Information

Basic Requirements

Girls must be a registered Girl Scout member in the current FY26.

Parents/Guardians that participate in any Girl Scout activity with their daughter must have a volunteer role (Chaperone or other) and be registered in FY26 membership and have a current, clear Background Check.

- A parent/guardian and the girl must sign a parent permission form prior to getting materials for the program
- The troop must be in good standing and not have any outstanding finance reports or money due to the council.
- All products sold must be the FY26 product and must be sold at the council's current price.
- Money owed to the troop by a girl/parent must be paid; girls will not receive any rewards or prizes or be able to participate in any upcoming product programs.
- Remember the Girl Scout Promise and Law throughout the program!

Benefits

The cookie program provides each girl an opportunity to develop skills in goal setting, decision making, money management, people skills and business ethics. Additionally, girls gain confidence as they realize their goals and achieve success by participating in the cookie program.

GSVSC Service Project

Customers can buy a virtual package of cookies to donate to the Gift of Caring program. Girls can get a special "Gift of Caring" patch for 50 packages sold.

The GOC column in eBudde cannot be adjusted for booth and in person donations. Any booth or in person customer donations must be taken from the troop's stock like a sale for donating to an acceptable non-profit.

Basic Cookie Booth Guidelines

1. Cookie Booths for the troop must be scheduled through eBudde and approved by the Service Unit Booth Manager.

The minimum attendees must be two girls and two adults. The adults must meet the requirements of a volunteer and one must be a female.

2. Cookie Booths for an individual girl must be scheduled through the Troop Cookie Program Manager in eBudde and approved by the Service Unit Booth Manager.

The minimum attendees must be a girl and two adults. One adult must be a parent, one must be a female and both must meet the volunteer requirement (a Senior or an Ambassador may have one parent on site).

3. Cookie Booths at the girl's home/private property is considered a Lemonade Stand.

A parent must be on the property and the girl must be visible. These booths are not placed in eBudde and do not need approval.

4. If the troop wants to host a booth in a different service unit or council, you must contact your Service Unit Booth Manager for prior permission to be obtained.

(Detailed Booth Guidelines will be published from eBudde email and on the GSVSC website).

Digital Cookie

Your Girl Scout can participate online in Digital Cookie.

- The customer can choose to have their order shipped, delivered by a girl, or donated. These are paid for at the time of the online order. The cookies needed for online girl delivery are included in the Initial Order by the system. The parent will need to communicate to the Troop Cookie Manager the quantities needed for these orders for reorder. The parent/girl has five days to approve these orders for girl delivery.

The Digital Cookie mobile app can be used to process credit card transactions for in-person transactions at no charge to the troop.

Girl Scout Cookie Restrictions

- Cookies cannot be sold by a business
- Girl Scout girls must be present for the sale of cookies
- A business cannot purchase Girl Scout cookies to use in a recipe or other way by their business using the Girl Scout cookie names, packaging images or references to the fact that Girl Scout cookies are in their product.
- Refer to the booth and in-person guidelines for the details for:
 - » Hosting booths at a winery or brewery
 - » Booth business partners such as Walmart; volunteers and parents cannot go to their local Walmart or Neighborhood Market store to setup booth dates

Deliveries, Pickups, & Payments

When you go to a delivery site, pickup cookies or exchange cookies please make sure you count the cookies, inspect them for damage, sign a delivery ticket or a receipt and retain a copy. Make sure that the quantity on the receipt matches what you have.

When you make payments to the troop for your girl, you should always count the money, review the receipt, sign it, and get a copy and retain it.

WAREHOUSE PICKUPS:

All requests for extra cookies for pickup from a warehouse will need to be submitted by email to **productsale@gsvsc.org** for approval/processing before you can go to a warehouse (Lawrence Transportation in Roanoke and Waynesboro). The request must include the quantity and variety of cookies needed and the name and the phone number for the person that will pick them up.

When the order is ready to be picked up the contact person will be notified that they are ready.

Damages, Refunds, Returns, & Exchanges

Visible damages should be addressed at the delivery or pickup site if possible.

Concealed damages should be reported to **productsale@gsvsc.org** with a picture of the damage. You will receive instructions on how to handle the situation.

No good cookies can be returned or exchanged by a parent/girl, or the troop.

If an in person customer contacts you about damages or defects, the parent or troop must handle the issue if possible and then follow the above visible damages procedure. If they are not satisfied, please refer them to the contact on the cookie box: **1-800-962-1718** or **littlebrowiebakery.com**.

If an online customer contacts you about damages, defects or receipt of the incorrect product, they should have their sales order information and reach out to the contact information from their order confirmation. (The contact information is on the cookie package as well).

Rewards & Opt Outs

Please help your girl set her reward goals for the program — for example, patches, t-shirt, plush animal, pearl necklace, or Cookie Capital.

Refer to the back of the order card to see the entire list of rewards being offered. The rewards are cumulative up to 1000 packages.

CHOICE TO OPT OUT OF REWARDS

A troop can vote to OPT OUT of the rewards program if a majority of the girls, over 50% vote to do so. The girls will still be eligible to receive the patches, free FY27 membership, the pearl, and the Top Achiever reward, if earned. Each girl and parent must sign an opt out form that must be submitted to the council.

productsale@gsvsc.org

Communications & Updates

The weekly electronic newsletter from council each Friday, called Girl Scout Connection, is an important resource during the product programs. It contains general information and special product promotions.

- Specific and more time sensitive information will be sent to you via email through eBudde from the council during the program
- Please maintain routine communication with your Troop Cookie Product Program Manager

Parents Need to Know

Please follow the guidelines and contact **productsale@gsvsc.org** with any questions. We don't want the troop, girls or parents to have to pause their cookie experience due to not following the rules.

You need to attend the troop's cookie program training session so that you can review the selling techniques for the girls, vital safety points, the troop's goal for selling and other troop/girl decisions.

Social Media

- A girl must be 13 or older and has her parents' permission to post a private post with friends' or family with no sharing.
- A parent/guardian may place a post in a private group, but the private group must be a localized group, not a county, state or national "private group".
- No one is allowed to post on Craigslist, Marketplace or any Yard Sale Pages.
- The girl or parent must not include a photo of the girl or any reference to names, addresses or meeting arrangements
- Detailed Social Media Guidelines will be published from an eBudde email and on the GSVSC website

Resources

<https://www.gsvsc.org/en/cookies/find-cookies.html>

https://cookieportal.littlebrownie.com/users/sign_in

<https://www.littlebrowniebakers.com/>

info@gsvsc.org

<https://www.gsvsc.org>



2026 Cookie Contests

All Contest Entries must be submitted only through a special link provided at a later date. Check the Girl Scout Connection each Friday for additional details. All entries will be due by March 15, 2026.

You can submit your entries to the special form link. Please list the troop number, name of the contest and person submitting the item in the form description.

All completed submissions will receive a fun patch or charm for each girl and the troop will be entered into a drawing for prizes like camping equipment, cookie marketing supplies, tickets for Girl Scout experiences or Cookie Capital.

Exploremores Holiday Bling Your Booth Contest: Host a cookie booth and decorate your booth with a holiday theme. Include information about the new cookie, Exploremores! **Submit a photo by: January 4**

Let's Get Moving: Host a cookie booth with a poster, a cheer or a song with the message "Let's Get Moving!" **Complete by: January 31**

Big Game Weekend: Host a cookie booth and create a sign or poster with the Big Game theme. **Complete by February 6-8**

Valentines Weekend: Host a cookie booth and create a sign or poster with a Valentines Day theme. **Complete by February 13-15**

National Girl Scout Cookie Weekend: Host a cookie booth on and create a poster or other way of what you or the troop will do with your cookie profit. **Submit a photo by February 20-22**

World Thinking Day: Host a cookie booth on February 20 – 22 (World Thinking Day Weekend) and show how you or the troop plan to celebrate World Thinking Day. **Complete by: February 20 – 22**

Sizzling Video! Host a cookie booth and make a short, promotional video designed to generate excitement and interest in the cookie program and what it means to you or your troop. **Submit a video by: March 8**

Froze my Cookies Off: Host a cookie booth and take a photo on a cold day. Let us know the temperature for the day. **Submit a photo by: March 8**

Walkabout Contest: Take your wagon, cart, or wheelbarrow, add some cookies, and stroll around your neighborhood with a parent. Snap a photo with your cart. **Submit a photo by March 8**

Cookie Booth Bingo: Print out this fun Cookie Booth Bingo card (www.gsvsc.org/cookie-resources; "Cookie Contests 2025-26" tab) and have it at your cookie booth(s). Mark off when your troop completes a sale as described in the bingo boxes. Once you have five straight across, diagonally, or straight down; you will have a BINGO! **Complete by: March 8**

Other contests will be announced in the Girl Scout Connection weekly newsletter during the program.

NEW: Council Cookie Patches

“Sly as a Fox” Staff Patch: Our Girl Scouts of Virginia Skyline Council staff members live, work, and travel all over our council region. This cookie season, they will be on the lookout for Girl Scout Cookie booths. If they spot you and you’re wearing your sash, vest, or smock AND know your personal or troop cookie goals AND you tell them your fave thing about Girl Scouts, then you’ll receive a “Sly as a Fox” fun patch! Keep on the lookout to meet and greet your council staff members.

CEO Nikki Fun “Cookie” Patch: Virginia Skyline CEO, Nikki Williams, will be out and about looking for cookie booths. If she visits your cookie booth, snap a picture with her and tell her your Girl Scout cookie personal or troop goals. She’ll ask you a few fun questions about Girl Scouts too! You’ll receive her new fun patch for cookie season. Be on the lookout!



Special Holiday Booth Dates

(Optional participation by troop)

November 20

Please contact your troop cookie manager for details on participation

December 1

Parents/Girls will have access to Digital Cookie and Order Card is open. **Please do not take orders before December 1**

December 6

1st Special orders due from Troops

Date for parent order to troop

Date: _____

December 9-12

Cookie delivery or pickup location for 1st special order from troop cookie manager

December 13

2nd Special Order due from Troops

Date for parent order to troop

Date: _____

December 13-14

1st special cookie booth date

December 16-19

Cookie delivery or pickup location for 2nd special order from troop cookie manager

December 20-21

2nd special cookie booth date

December 27 - January 4

Special booth dates provided the girls are not attending school

January 4

Special Exporemores Holiday Bling Your Booth contest ends

Become a Digital Entrepreneur in a Flash!

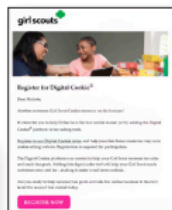
This cookie season, superpower your sale by adding Digital Cookie to your toolkit.



STEP 1

Register for Digital Cookie

Look for the Digital Cookie registration email in your inbox on or after _____ to register. If you can't find it, contact your council or visit **digitalcookie.girlscouts.org** and click the "Need help" link.



In Season

Use the Digital Cookie app to sell cookies wherever you go!

The app makes it easy for you to take payment from customers purchasing cookies. Girl Scout's sites must be published before logging into the mobile app.



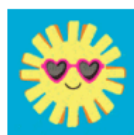
Track Orders and Inventory

- View/approve your orders.
- See what your customers are buying.
- Make sure you have enough cookies to fill your orders.
- Prepare to deliver to customers.



Send Cheers

Cheer on your troop mates by sending encouraging messages and gifts to boost their confidence. It all helps your troop reach their goals by working together.



STEP 2

Set Up Your Site

Take a few minutes to set your sales goal, write your cookie story, upload a fun picture or video. Then publish and be ready to go!

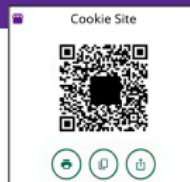
Prepare now by talking with your family about your goals and create a fun video telling customers why they want to support your business.



STEP 3

Add Customers

Add customers to your list and once sales have begun, use Digital Cookie to email them to visit your site. Or share your link or QR code directly with customers.



Need Help?

Look for the Digital Cookie Support button for step-by-step instructions, tutorials, videos, tip sheets, and more.

Need 1:1 help? Click on the customer support button to talk live to a representative or submit a ticket for more support.

Cookie Selling Script

Use this super simple script when you sell to friends and family.

Hello! My name is _____,
and I am a Girl Scout in Troop # _____.
Would you like to buy some Girl Scout Cookies?

By participating in the Girl Scout Cookie Program, I'm learning how to _____.

My goal is to sell _____ packages so my troop and I can:

- ☐ Complete a service project ☐ _____
☐ Save for a future Girl Scout trip _____

Would you like to buy some Girl Scout Cookies to donate to our local heroes? These cookies are donated to teachers, firefighters, military, nurses, and police officers.

5 Cookie Skills

- Goal setting:** Girl Scouts learn to set goals and create plans to achieve them
- Decision making:** Girl Scouts learn to make decisions on their own and as part of a team.
- Money management:** Girl Scouts learn how to create a budget and handle money.
- People skills:** Girl Scouts learn to interact with customers and build confidence.
- Business ethics:** Girl Scouts learn to act ethically in business and in life.

Digital Cookie®

For Girl Scouts/Troops:

- Customizable Girl Scout pages allow customers to read your story and sales pitch and view your profile image or video.
- Troops can customize their site with the same marketing tools available on a Girl Scout's site with stories, sales pitches, a photo or a video.
- Cookie Business Badges and Family Entrepreneur Pin requirements are integrated into the system to reinforce the importance of badge work and the Girl Scout experience within the cookie program.
- Girl Scouts can send "cheers" to one another by choosing from an assortment of encouraging and congratulatory images.
- Girl Scouts can make sales on the go at cookie booths.

For Parents:

- The option to turn girl delivery off for customers based on family preferences and cookie availability.
- The ability to turn cookie varieties on or off to match available inventory.

For Consumers:

- Customers can order and pay for cookies online and pick them up at a booth or have them shipped.
- All consumers will have the same checkout process when using an individual Girl Scout or troop link, ensuring a unified experience across the Girl Scout brand.
- Customers can pay with a debit card, a credit card, or with a Venmo or Paypal account.



Shipping Cost

Digital Cookie's minimum order for shipping is four packages.

The 2025/2026 base shipping price is 4-8 packages at \$11.99 and 9-12 packages at \$13.99.

There is a \$5.00 surcharge on orders shipping to Hawaii, Alaska, Puerto Rico, APO/FPO/DPO, Guam, and US Virgin Islands.

Gift box option: purchase 6 packages and get a gift box for \$5.00

Watch for upcoming shipping promotions on reduced shipping costs for your customers.



COUNCIL GUIDELINES

SAFETY ACTIVITY CHECKPOINTS

In person activities & media

Any girls participating in the Cookie Product Program in the public in any of the following ways as an individual girl must be accompanied by a parent/caregiver:

- ◆ Walking through your neighborhood
- ◆ Visiting a business
- ◆ Hosting a booth (requires two adults and one must be a parent/legal guardian, unless you are a Senior or Ambassador)
- ◆ Walking through a shopping mall
- ◆ Walking through a park or public gathering place
- ◆ Participating in any public way other than a Girl Scout troop meeting or troop activity

Any girls participating in the Cookie Program as a troop in the public in any way mentioned above with multiple girls' present MUST adhere to the following adult supervision rules:

- ◆ There must be at least two registered, approved adult volunteers who are unrelated (for example: not a sibling, spouse, domestic partner, parent, child, or anyone who would be considered a family member) and who do not live in the same residence.
- ◆ A minimum of one adult, who is female.
- ◆ Troop leaders must always be adults.
- ◆ Youth or youth members are not permitted to substitute for adult supervision.

There are no exceptions to this rule. There are specific adult-to-girl ratio requirements for Girl Scout troop activities outside of the regular Girl Scout troop meeting, such as product program activities, outings, activities, camping, and travel. **Activities and travel outside of the regular troop meeting require more adult supervision. A minimum of two adults must be present, both must be registered Girl Scouts with a cleared criminal background check and a volunteer role, and one must be a female.**

◆ Check Safety Activity Checkpoints for the ratio required by Girl Scout grade level for the number of volunteers/chaperones required for the number of girls here: www.gsvsc.org/sacs

◆ No girls or siblings should be present unless they are a registered Girl Scout member of the troop.

◆ Sales Flyer: You can print these from the Little Brownie website or create your own provided you do not insert a last name, address, or any information on how you can be found. You should utilize the girls URL or QR code from her digital cookie marketing site.

◆ Business Cards: You can print these from the Little Brownie website or create your own provided you do not insert a last name, address or any information on how you can be found. You should utilize digital cookie sales link or QR code from her digital cookie marketing site.

COUNCIL GUIDELINES

SAFETY ACTIVITY CHECKPOINTS

Social Media Guidelines

- Girls are only to use the internet to market the Girl Scout Cookie Program to friends and family. You can advertise only on your PRIVATE Facebook page or other PRIVATE social media pages to the PTA or the community where you live. Any other groups must be approved by council at ***productsale@gsvsc.org***
- The 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/caregivers.
- A girl cannot post on private social media unless she is 13 years old or older and has her parents' permission. All posts must be private to a small group.
- A parent/caregiver may place a post if they make the post private
- You are not allowed to post on Craigslist, Marketplace, Yard Sale Pages, any resell site or on NextDoor. When posting on your private group pages you can only post the following statement:
My daughter is selling Girl Scout cookies. If you are interested in purchasing from her, please Private Message me so I can take your order or share her online sales link.
- 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 her sales link with any news outlets (this includes online and traditional news media, such as radio, television, or magazines).
- For safety concerns, online marketing activities, especially those conducted through social media platforms, should always be done through accounts set to "private" please use the troop or girls' sales link, or QR code when possible.
- Should any online marketing activities be identified as a violation of the Girl Scout Cookie Program Social Media Guidelines, the Girl Scouts of Virginia Skyline Council reserves the right to intervene and request removal of the post, and there could be a
 - ◆ Loss of rewards, loss of troop profit/cookie credits, and/or removal from the program.



SAVE THE DATE JUNE 14, 2026 STRING OF PEARLS AND CHARMS CELEBRATION MASSANUTTEN WATER PARK

This ceremony celebrates and honors Juliette “Daisy” Gordon Low, founder of Girl Scouting. Juliette Low’s selfless act of generosity allowed Girl Scouts to survive and prosper. To support the movement for another year, Low sold her dearly loved natural pearls --a wedding present from her husband. To achieve the pearl necklace, sell over 1000+ boxes of cookies during the cookie program. To achieve the charm bracelet, sell \$1000+ during the fall product program.



July 20-25
2026

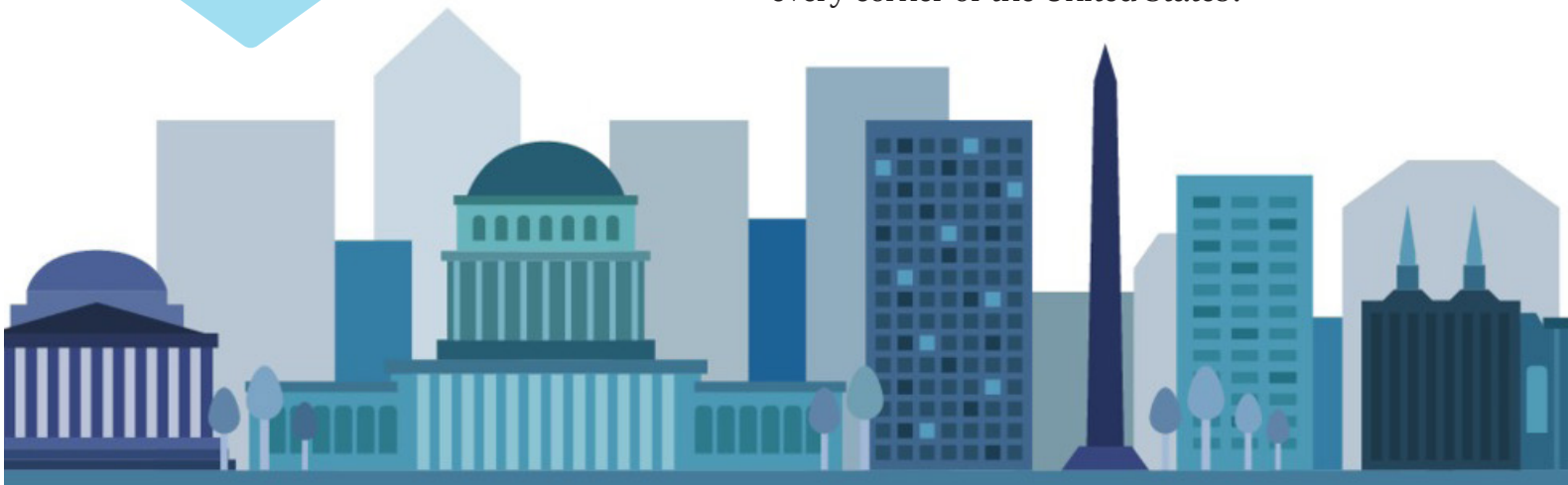


Save the Date
**GIRL SCOUT
NATIONAL
CONVENTION**

Take part in fun and enriching programs, make new friends, and attend special performances and celebrations! Watch for special promotions and rewards in the future!

Washington DC

In addition to our convention, 2026 marks the 250th anniversary of the founding of the USA. What better place to hold convention than the capital of our nation—a symbolic and literal representation of people who live in every corner of the United States?



Safety Tips for The Girl Scout Cookie Program®

Girl Scouts

- 1 **Show you're a Girl Scout.** Wear the Girl Scout membership pin, vest, sash, or other Girl Scout clothing to identify yourself as a Girl Scout.
- 2 **Buddy up.** Always use the buddy system. It's not just safe, it's more fun.
- 3 **Plan ahead.** Be prepared for emergencies, and always have a plan for safeguarding money.
- 4 **Protect Privacy.** Girl Scouts' last names, home addresses, and email addresses should never be given to customers. Protect customers' privacy by not sharing their information, except when necessary.

In Person

- 1 **Girl Scouts should never sell or deliver cookies alone.** Daisies, Brownies, and Juniors must be accompanied by an adult. Cadettes, Seniors, and Ambassadors need adult oversight for sales and must have approval for deliveries, always bringing a buddy along.
- 2 **Sell in the daytime.** Girls should only sell after dark when under direct supervision of an adult.
- 3 **Do not enter any homes or vehicles.** Never enter someone's home or vehicle. Only approach vehicles at designated drive-thru cookie booths.
- 4 **Be streetwise.** Become familiar with the areas and neighborhoods where you'll be selling and delivering cookies. Avoid alleys.
- 5 **Be safe on the road.** Always follow safe pedestrian practices when crossing at intersections or walking along roadways. Be aware of traffic when unloading products and passengers from vehicles.

Digital/Online

- 1 **Be safe online.** Girl Scouts must have their caregiver's permission to participate in all online activities.
- 2 **Participate in Digital Cookie.** Read and abide by the Girl Scout Digital Cookie Pledge.
- 3 **Read and agree.** Read and agree to the GSUSA Internet Safety Pledge.
- 4 **Caregivers' agreement.** Read and abide by the Digital Cookie Terms and Conditions for Parents/Guardians.

Glossary

Allocate Cookies - A method by which cookies are assigned to a participating girl. It is important to allocate cookies through the program for girls to earn rewards. It also provides invaluable reporting and statistical information for GSVSC.

Annual Meeting - Our yearly council-wide board meeting. During this event, members came together to elect board and nominating committee members, received updates on the council's financial standing, shared feedback from delegate forums, and celebrated the successes of Girl Scouting.

Case - Cookies are packaged and shipped in cardboard boxes. Each Case has around 12 cookie packages.

Cookie Booth - A pre-approved stationary sale of Girl Scout cookies at a public location. Examples are Grocery Stores, Banks, or Places of Worship. Cookie booths are considered Direct Sales.

Cookie Capital - Reward credit from GSVSC that can be used for council programs, events, summer camp, and more. Formerly called Cookie Credit.

Cookie Cupboard - Volunteer managed storage sites within the council. Troops and Volunteers may pick up additional cookies for girls to sell.

Cookie Product Manager - Primary coordinator of the cookie program within a troop.

Cookie Rally - An event to help girls prepare for the Girl Scout Cookie Program. Includes Cookie Program basics, tips and tricks, and fun activities. Rally's can be virtual and in-person.

Cupboard Manager - A person responsible for managing a cookie cupboard.

Digital Cookie - Online cookie sales platform where girls can sell cookies online instead of directly.

Direct Sale - A stage within the Cookie Program that begins after delivery of troop's initial order where troops begin selling with cookies in hand.

Direct Ship - Method of selling cookies online which are shipped directly to the customer.

eBudde - Bakery website used by a troop's cookie manager to order cookies, select booth sites, track girl/troop sales, record troop finances, and calculate, order, and submit rewards.

Five Skills - Girls develop five skills by participating in the Cookie Program. These skills are goal setting, decision making, money management, people skills, and business ethics.

Gift of Caring - A council-wide service project where customers may purchase virtual packages that GSVSC will deliver to our local heroes; Firefighters, Military, Police Officers, Nurses, and Teachers.

Girl Delivery - Method of selling cookies online in which Girl Scouts will deliver the cookies by hand. Customers will pay online or upon delivery.

gsLearn - is Girl Scouts' official online, on-demand learning solution for both volunteer and staff training.

Girl Scout Cookie Finder - A website and app which enables customers to locate a cookie booth near them. Enter your zip code at www.gsvsc.org/cookies

Girl Scout Order Card - A form that Girl Scouts use to track in-person orders and set their goal for rewards.

Girl Scout Cookie Program - An educational and fun way for girls to sell cookies and earn funds for their Troops for activities. It is the largest girl-led entrepreneurship program in the world.

Girl Scout Promise & Law - The promise is a pledge every Girl Scout makes when joining the organization. The law is a Girl Scout code that serves as a guide for the personal behavior of all members.

GSUSA - Girl Scouts of the United States of America acronym

GSVSC - Girl Scouts of Virginia Skyline Council acronym.

Initial Order - The initial stage where girls take preorders of cookies prior to having cookies in hand. These cookie orders are submitted initially to your council and will be delivered to your troop during the designated delivery week.

Juliette - An individually registered Girl Scout who is not a member of a troop. A Juliette may participate in the Cookie Program once the caregiver meets GSVSC's training requirements.

Little Brownie Bakers (LBB) - Our Cookie Bakery Partner for the Cookie Program. Girl Scout councils use two bakeries throughout the nation. The other bakery is called ABC Bakers.

Membership Year (MY) - The Girl Scout membership year runs from October 1 to September 30 of the following year. Girls must be in the current membership year to participate in the cookie program.

National Girl Scout Cookie Weekend - an annual event to honor creative successful Girl Scout Cookie entrepreneurs across the country. It encourages consumers to invest in girl leaders by purchasing Girl Scout Cookies.

Opt Out - a method by which a troop chooses to not receive rewards in exchange for extra troop proceeds.

Package - A single container (box) of Girl Scout Cookies.

Product Programs - Council sponsored programs that enable troops and Juliettes to earn funds for troop/group activities.

Rewards - Items earned through participation in a council sponsored product program.

Safety Activity Checkpoints (SAC) - Instructions for staying safe while participating in activities.

Service Unit - The geographic service area assigned by the Membership/Mission Delivery department based on school districting. Service units are made up of several troops.

String of Charms - Girls who sell over \$1,000 in Fall Product earn a special charm bracelet at our annual String of Pearls/Charms celebration.

String of Pearls - Girls who sell over 1,000 boxes of Girl Scout Cookies earn a special pearl necklaces at our annual String of Pearls/Charms celebration. A tribute to our founder, Juliette Low who sold her precious pearl necklace to help fund Girl Scouts.

Tough Cookie - a 1-mile fun run and 5k fundraiser race we hold every March. Each year the theme changes to a different cookie.

Troop Funds - Each troop has its own bank account. Money belongs to the troop, not the individual girls. Management of funds must be transparent for the girls, parents, volunteers, and for the council.

Volunteer Toolkit (VTK) - a digital resource that supports troop leaders and co-leaders through planning meetings, communicating with parents, renewing membership, tracking badges earning by girls, recording meeting attendance and more.

Notes:

