

Sweet Success

2027 Troop Guide



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 Service Unit Product Manager Contact and Other Info



Name

Email

Phone Number

☐

Text Me

☐

Call Me

Best Times to Reach

Delivery Date & Location Address

Notes

Resources: www.gsvsc.org/cookies

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

(Please contact your Service Unit Cookie Manager first)

Allergens and nutritional information: www.littlebrowniebakers.com/cookies

Customer Questions: in person purchases: www.littlebrowniebakers.com/

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

WELCOME GIRL SCOUTS

Welcome to the 2026 GSVSC Cookie Program. We are so excited that your troop is going to be a part of the Cookie 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 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 her with every opportunity possible from their Girl Scout experience. The troop/girls journey in Girl Scouts will only be enriched by the Cookie Program and your engagement can further support their journey.

Thank you for supporting the troop/girls to be a part of our Cookie Program. I look forward to working with you as a volunteer member of 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

Date: 10/27/2026

First order due from
Troops
Date: 11/06/2026

First re-order due
12/30/2026

First order delivery
Date: Week of 11/30/2026

Re-order delivery on
week of 1/5/2027

First day for order card
customer orders

Date: 12/1/2026

Booth sales Begin

Date: 12/4/2026

Last day for order card
orders and online girl
delivered orders in ebudde

Date: 3/7/2027

Last day for online orders for
shipments and
donations

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

Date: 3/31/2027

Girl Scouts of Virginia Skyline 2026-27 Cookie Program Rewards

2026 Top Achiever



Campbell Tims

My Personal Goal: _____ NUMBER OF PACKAGES

Gift of Caring



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

Digital Cookie Rewards



Wristlet Strap AND Bunny Pouch
175+ pkgs sold Digitally

Cookie Booth Rewards



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



**Ready to Explore
Theme Patch**
45+ pkgs



MY28 Early Bird Girl Scout Membership
(must be used 4/1/27-6/30/27)
65+ pkgs



**Charm Patch AND Mascot Charm
AND Carabiner Clip**
85+ pkgs



Clip-on Micro-Duffie
150+ pkgs



Mini Plush
225+ pkgs



**Bunny Plush AND
Action Patch**
300+ pkgs



Sling Bag
400+ pkgs



Theme T-shirt
450+ pkgs



Sunglasses AND Mini Duffie
525+ pkgs



Duffie Bag
850+ pkgs



**Lemon-Ups®
Towel**
650+ pkgs



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



Choice of one:
**Wireless Mini Projector OR Cricut Joy Bundle
OR Ultra Glam Day OR \$150 Cookie Capital**
1275+ pkgs



Choice of one:
**Ninja Creami OR Apple Watch OR Airpods
with accessories OR \$250 Cookie Capital**
1500+ pkgs



Choice of one:
**Ninja Slushi OR Dollywood Tickets OR iPad
with case OR \$500 Cookie Capital**
2027+ pkgs



Choice of one:
**Dyson Hair Tools OR 3-Day Cruise OR Return to Tiffany Pink Double
Heart Tag Pendant, Mini (4 color options) OR \$850 Cookie Capital**
3500+ pkgs



Choice of one:
**5-Day Cruise OR Cacbook Pro Bundle OR
\$2000 Cookie Capital**
5000+ pkgs

Color as you go!
Color sections as you meet
each 20% of your package goal.

20%
Number of Pkgs.

40%
Number of Pkgs.

60%
Number of Pkgs.

80%
Number of Pkgs.

100%
Number of 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.



Cookie Rewards

Select 1 Prize from Level Earned
Prizes over 1,000 packages are NOT cumulative.
Any award substitution will be of equal or greater value.

1,275+ Packages



Wireless Mini Projector



Cricut Joy Bundle



Ulta Glam Day



\$150 Cookie Capital

1,500+ Packages



Ninja Creami



Apple Watch



Airpods with accessories



\$250 Cookie Capital

2,027+ Packages



Ninja Slushi



Dollywood Tickets

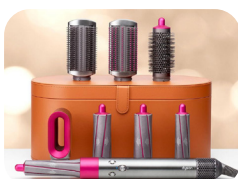


Ipad with Case



\$500 Cookie Capital

3,500+ Packages



Dyson Hair Tools



3-Day Cruise



Return to Tiffany®
Pink Double Heart Tag
Pendant, Mini (4 color options)



\$850 Cookie Capital

5,000+ Packages



5-Day Cruise



Macbook Pro Bundle



\$2,000 Cookie Capital

Images are for illustrative purposes only. Actual products may vary in style, color, or model based on availability.

Candy & Cookie Capital

Candy and Cookie Capital are reward credits from GSVSC that can be used for council programs, events, summer camp, and more.

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

How does “Banking” Candy and Cookie Capital work?

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

- Council-approved troop trips
- Council-approved events
Example: National Convention

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

- Council-sponsored programs, special events, summer camps AND you can DOUBLE your capital by registering for a GSVSC sponsored summer camp.
- 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.
- Requests for purchases of supplies and equipment that will enforce the Girl Scout Experience.



TOUGH COOKIE



5K CHALLENGE RACE & 1-MILE KIDS FUN RUN

**SATURDAY
MARCH 20,
2027**

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

girl scouts
of virginia skyline

Runabout Sports

www.mountainjunkies.net

BO
PARKS & RECREATION

OPERATION H.E.R.

**Strong Minds. Strong Girls.
Mental Health Summit**

*Provided by Girl Scouts of Virginia Skyline Council
with Presenting Sponsor HCA Lewis Gale Regional Health System*

girl scouts
of virginia skyline

LewisGale
Regional Health System
HCA Virginia

Activities Included:

- Yoga
- Therapy Dogs
- Crafts & Activities
- Snacks
- Workshops for Girls & Adults
- Keynote Speakers
- And much more!!!

New Date
Sunday
April 25, 2027

This is an opportunity for girls and adults to come together to learn more about mental health and wellness— from experts in a fun, supportive, and uplifting environment.

gsvsc®




Spellbound Spectacular

May 1, 2027 - Day Program
May 1-2, 2027 - Overnight Program

 **Save the Dates**

*Annual Meeting
March 6, 2027
Camp Icimani, Roanoke*

*Recognitions Ceremony
April 18, 2027
Camp Icimani, Roanoke*



Help Me Reach My Goals

DONATE • GIFT • SHARE

Adventurefuls®

Indulgent brownie-Inspired cookies with caramel flavored crème and a hint of sea salt



Lemon-Ups®

Crispy lemon flavored cookies with inspiring messages to lift your spirit



Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe



Do-si-dos®

Oatmeal sandwich cookies with peanut butter filling



Samoas®

Crisp cookies with caramel, coconut, and dark chocolaty stripes



Tagalongs®

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



Thin Mints®

MADE WITH VEGAN INGREDIENTS

Crisp, chocolaty cookies made with natural oil of peppermint



Exploremores®

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



Toffee-tastic®

GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits



NO High-Fructose Corn Syrup • NO Partially Hydrogenated Oils • Zero Grams Trans Fat per Serving • RSPO Certified Palm Oil • Halal Certification

All Cookies* are
\$6.00 a box

*Patch Pals™ are \$10 a box | Sparkables™ are \$8 a box

Sparkables™ and Patch Pals™ are exclusively sold online through Digital Cookie



Exclusive
NEW Cookies
Offered Online Only



Shipped to your door!

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WHERE THE DOUGH GOES?

18-21%

5-7%

23-24%

48-54%

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)

2027 Cookie Program Information

Basic Requirements

Girls must be a registered Girl Scout member in the current FY27.

Parents/Guardians that participate in any Girl Scout activity with their daughter must have a volunteer role (Chaperone or other) and be registered in FY27 membership and have a current, clear Background Check.

- Troop Cookie Program Product Manager must be a registered Girl Scout member in the current FY27, have a current clear criminal background check and complete all required training.
- 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 FY27 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!

Price and Troop Profit

The price is \$6.00 per package for all varieties

- Tier 1 Troop Profit-\$1.05 per package up to 275 per girl selling package average.
- Tier 2 Troop Profit-\$1.10 per package for 276 to 325 per girl selling package average.
- Tier 3 Troop Profit-\$1.15 per package for 325 and over per girl selling package average.

Troop Opt out option for rewards-\$1.10 per package. (Girls can earn the patches, the Pearl, and the Top Achiever Award).

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)

Troop Training

Please require all parents to attend your troop training for the cookie program. These are the items that must be covered:

- Dates/Deadlines-please review all due dates for orders, deliveries and payments.
- Troop votes on rewards or opting out and complete approval form.
- All parents must sign a Parent Permission Form. Explain change in process.
- Explain the benefits of their daughter participating and the five essential skills they will learn in the program.
- Explain your expectations for troop support.
- Explain the cookie booth guidelines.
- Explain the cookie program restrictions.
- Explain the social media guidelines.
- Explain the GOC-Cookies for a Cause service project.
- Explain the money handling procedures
- Explain the Digital Cookie online program

Digital Cookie

Please make sure the girls/parents understand that they 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 with the Girl Scout Cookie names, packaging images or references to the fact that Girl Scout Cookies are in their product.
- Refer to the booth guidelines Cookie and Product Programs Safety Activity Checkpoints (see also Sweet Success Family Guide) 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 receive payments from the girls/parents always count the money, write up a receipt, sign it, have the parent sign, give them a copy and retain a copy.

If you make payments to the Service Unit Cookie Manager, please sign a receipt and retain a copy.

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 cookies in good condition can be returned or exchanged by the council.

If an in-person customer contacts you about damages or defects the troop must handle the issue, if possible, 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 **littlebrowniebakers.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.

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 eBuddy from the council during the program.
- Please maintain routine communication with your Service Unit 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.

Parents need to attend the troop's cookie program training session so that they 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.

Resources

www.gsvsc.org/cookies

cookieportal.littlebrownie.com/

www.littlebrowniebakers.com/

productsale@gsvsc.org

info@gsvsc.org

Rewards & Opt Outs

Please explain to the parents that they should help their daughter 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 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



**Parent Permission
to OPT OUT of Rewards**



**Troop Permission
to OPT OUT of Rewards**



Council Cookie Patches

“Undercover Unicorns” 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 “Undercover Unicorn” 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 Goals. She’ll probably ask you a few fun questions about Girl Scouts too! You’ll receive her new fun patch for cookie season. Be on the lookout!



2027 Cookie Contests

All Contest Entries must be submitted only through the link provided below. All completed submissions will receive a fun patch for each girl. Check the Girl Scout Connection each Friday for additional details. All entries will be due by March 7, 2027.

Submissions form will be open on December 18, 2026

www.gsvsc.org/cookie-resources (under the cookie contests tab)



Submission Requirements:

- Each contest must have its own entry.
- Please make sure that the required signage, poster or theme related items that are required are included in the photo.
(multiple photos/submissions can be submitted to include all girl participants)
- Names of the girls in the photo (first name and last initial is acceptable i.e. Juliette L.)
- Troop number and Service Unit

Cookie Contests

Bling Your Holiday Booth

Deck out your cookie booth in festive cheer! Add your favorite holiday decorations and create a bright, themed sign or poster to stand out.

Complete by: January 2

Valentines Weekend

Host a Valentine's Day cookie booth. Show off your spirit by decorating your booth and crafting a fun theme sign or poster!

Complete by: February 12-14

Big Game Weekend

Gear up for Big Game Weekend! Decorate your booth with a football theme and make a Big Game sign or poster.

Complete by: February 12-14

National Girl Scout Cookie Weekend

Celebrate by showing customers what girl power can do! Decorate your booth and craft a sign or poster that shares how your troop plans to use its cookie profits.

Complete by: February 19-21

World Thinking Day

Spread international friendship this World Thinking Day! Decorate your booth with global flair and design a poster that shows customers how they can celebrate World Thinking Day along with Girl Scouts worldwide.

Complete by: February 26-28

Froze my Cookies Off

Braving the cold for cookie season? Turn those chilly temperatures into a fun booth! Decorate with a winter theme and create a sign or poster that proves your troop can brave any weather for Girl Scout cookies.

Complete by: March 7

Cookie Bingo

Print out the GSVSC Cookie Bingo card and bring the fun of Bingo to your cookie booth! www.gsvsc.org/cookie-resources (under the cookie contests tab)

Complete by: March 7

Walkabout Contest

Take your wagon, cart, or wheelbarrow and add some cookies. Stroll around your neighborhood with a parent/guardian.

Complete by: March 7

Unlock your Power. Build Your Business. Become a Digital Entrepreneur.

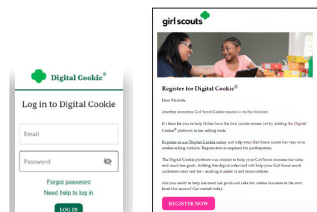


Through Digital Cookie®, turn your goals into action, confidence into leadership, and your unique strengths into real-world success.

STEP 1

Register for Digital Cookie

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



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.

In Season

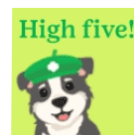
Use the Digital Cookie app to sell cookies wherever you go!

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.



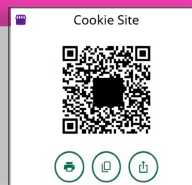
Send Cheers

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

STEP 3

Find Customers

Expand your reach and increase sales! Add customers to your list, then use Digital Cookie to email them to your storefront or share your personalized link and QR code for easy ordering.



Need Help?

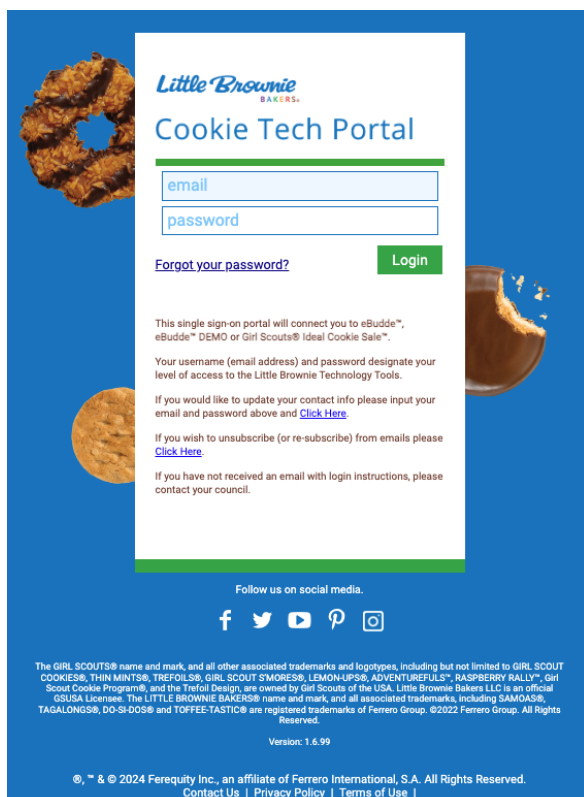


Look for the Digital Cookie Support button for step-by-step instructions, tutorials, videos, tip sheets, and more.

Need 1:1 help? Click the customer support button to chat live with a representative or submit a support request for additional assistance.



For Troop Cookie Program Managers: You will receive a welcome email once you have completed all your requirements.



Little Brownie BAKERS
Cookie Tech Portal

Cookie Portal Profile
Please update your information below.

Current password is required for any updates.

beckydemo@lbb.com Your email is your user name.

Global Id: Becky
Harrigan: (555)555-5555
(666)666-6666: 123 Any Street
Apt., Suite, etc.: San Diego CA
99999

Change Password (Optional)
If you would like to change your password you may do so here.

New Password
Confirm New Password
Password requires 8 chars, minimum, a capital letter and a number or special character

Cancel Update Profile



Helpful video tutorials for eBudde available on the Little Brownie Bakers YouTube Channel.

Scan the QR code about with your phone's camera or visit

<https://www.youtube.com/@LittleBrownieBakers>

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 2026/2027 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.



Important Dates

Mark your Troop Calendar for these important cookie dates!

October 27

Volunteer Access to
eBudde

November 6

First order due

December 1

Parents/Girls can access
Digital Cookie

Girl taking Orders
begins for Digital
Cookie and Order Cards

December 2

First order delivery

December 4

Booth Sales Start

January 30

Opt out form/emails are
due to the council

productsale@gsvsc.org

February 12-14

The Big Game Weekend
(also known as
Superbowl Weekend)

Our largest cookie booth
sales weekend

February 12-14

Valentines Day
Weekend

Our second largest
cookie booth sales
weekend

February 15

Interim payments
due for cookies
from
12/1/26 - 2/5/27

February 19-21

National Girl Scout
Cookie Weekend

Our third largest
cookie booth sales
weekend

March 6

Annual Meeting,
Roanoke, VA
Camp Icimani

March 7

Cookie booth sales end

Girl delivery and order
cards ends

March 20

Tough Cookie

1-mile kids fun run
and 5k race

Greenfield Recreation
Park in Botetourt

March 31

All digital cookie sales
end for shipments and
donations

April 2

Reward deadline in
eBudde and parents
final payment to troop

April 5

Final cookie payment
is due to the Council
or Service Unit Cookie
Product Program
Manager

April 18

Recognitions Ceremony,
Roanoke, VA
Camp Icimani

June 13

String of Pearls and
String of Charms Top
Achievers Celebration at
Massanutten

June 14

Final date that Troops
will have access to
eBudde to see/run troop
and girl reports, such as
rewards earned

Cookie Contests

Save the dates for
cookie contests and
special holiday booth
dates

NEW

Turning wonder into wonderful.
This season we have two ONLINE cookie program products.

\$10



Irresistible dog cookies for the BFF who loves you from head to tail (by BarkBox).

\$8

Meet
Girl Scout Sparkables™



Celebrate your inner spark with these crunchy oatmeal chocolate-chip allergen friendly cookies (by Partake).



Save the Date!
Sunday, June 13, 2027

**String of Pearls &
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.

End of Sale Reminders for Troop

A new procedure is being finalized on how to handle the troop payments to council and the due dates. You will receive this information during your training session with your Service Unit Cookie Manager or a Council session.

Attach a copy of this form to your final paperwork and turn into your local Service Unit Cookie Product Program Manager by **April 3, 2027** (consult with your Service Unit Cookie Product Program Manager for their deadline).

Service Unit: _____ Troop #: _____

Troop Leader name: _____

Phone number: _____ Email Address: _____

Did you:

- ☐ Turn in product to the girls in eBudde
- ☐ Confirm the "Rewards" order for your troop to submit
- ☐ If your troop opted out of incentives, confirm the troop is marked appropriately in system
- ☐ Request two volunteer patches in eBudde per troop

Turn in:

- ☐ Sale Report Summary with all delivery or pickup receipts attached
(Only if there is a collection issue)
- ☐ Any collection issues with parents that you are unable to collect over \$100, notify Council at productsale@gsvsc.org by including all documentation such as signed parent permission slip, all cookie product and money receipts, and all communications you have sent to try to collect. Collection issues must be turned in to the council by April 3, 2027
- ☐ Payment to the Service Unit Cookie Product Program Manager (make check out to GSVSC) OR
- ☐ Payment to Council (use the troop debit card and call Council at 540-777-5100 to pay. You will need to let your Service Unit Product Program Manager know in advance that this is the option you have chosen). If your payment is over \$1,000 you might need to contact your bank and have your limit raised for the day. Payment to Council process will be announced through eBudde email

* This Form can be accessed at _____
or from your Service Unit Cookie Product Program Manager

Payment Due Dates

February 15, 2027: 50% Payment due to the Council or Service Unit Product Program Manager. The troop can give a check to the Service Unit Product Program Manager for deposit or call the Council to pay with the troop debit card. The phone number for GSVSC is **540-777-5100**. Please notify your Service Unit Cookie Product Program Manager if you made payment to the council.

All cookies from December 1, 2026 to February 5, 2027 will be included in this calculation for the 50% payment including pending orders.

You can find the amount you owe to Council under sales report tab in eBudde. This is the amount that the 50% will be calculated on.

Your Area/Service Unit Cookie Product Program Manager will provide the troop with the 50% amount due by February 9, 2027.

April 5, 2027: Troop Final Payment is due to the Council or Service Unit Cookie Product Program Manager. The troop can give a check to the Service Unit Cookie Product Program Manager for deposit or call the Council to pay with troop debit card. The phone number is **540-777-5100**. Please notify your Service Unit Cookie Product Program Manager and let them know you made the payment to the Council.

You can find the Amount You Owe Council under the sales report tab in eBudde.

Note on Girl Payments: Please collect money from girls/ caregivers at each troop meeting and deposit into troop checking account timely. All monies are due to the troop no later than March 31, 2027.

Note on your Fiduciary responsibility: Please remember that you and the troop co-leaders are responsible for the safety of the troop's cookie product program money.

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.

Gift of Caring for Our Local Heroes

Support our community and help build a girl's courage, confidence, and character! Your **\$6 donation** through our *Gift of Caring* program will be used to donate Girl Scout cookies to local military, nurses, first responders and teachers within our local communities.



If you can't
eat them,
treat them!



For more information about the
Girl Scout Cookie Program:
540-777-5100
info@gsvsc.org
gsvsc.org/cookies





READY TO
explore

girl scouts 
of virginia skyline