









2026 Girl Scout Cookie Program

2026 Calendar

January 2026

January 1 Initial Orders begin and Digital Cookie opens
January 10-11 Cookie Rallies! Choose from 7 locations across the council.

January 23 Troops pick 1 council booth
January 25 Caregivers' last day to enter Order Card orders in Digital Cookie.

January 26 Troops submit their Initial Order in eBudde
January 30 Troops pick 1 council booth

February 2026

February 6
February 11-18
Cookies are delivered to service units. Consult your CPSC for pickup date/time
February 13
Local booths can begin for troops who ordered extra inventory in Initial Order
February 20
February 20
Cookie Cupboards open All booth sales begin council-wide
February 20-22
February 27
ACH Sweep #1

March 2026

March 1-9	Check with caregivers if more cookies are needed for girldelivered orders.
March 9	Last day for customers to select girl delivery option in Digital Cookie
March 12-14	Ensure girl-delivered orders have been distributed
March 13	ACH Sweep #2
March 15	Cookie sale ends – Digital Cookie closes
March 16	Cookie cupboards close
March 20	ACH Sweep #3
March 23	Final day for troops to make adustments in eBudde

April 2026 Rewards arrive to service units. Consult your CPSC for pick up date/time

Program Credits emailed to primary caregiver of eligible Girl Scouts.



With each new cookie season, Girl Scout entrepreneurs know it's about more than just the cookies—it's about being BRAVE enough to make their pitch, FIERCE enough to smash their biggest goals, and having loads of cookie FUN while doing it!



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Troop volunteers model leadership

It's a fact: Cookie season couldn't happen without the dedication of our volunteers. You serve as a model for Girl Scouts developing important leadership skills. Thank you for serving as a Troop Volunteer!



Their success begins with you!

Begin your Cookie Know-How here!

This guide is designed to help you empower every Girl Scout, from new cookie entrepreneurs planning their first cookie booth to experienced Girl Scouts boosting their social media marketing strategies to reach more consumers.

Introducing...



Rallyhood is your all-in-one platform for Girl Scout communication and collaboration. It provides a private, secure platform to communicate, collaborate and share with community volunteers, caregivers, and Girl Scout council. Follow the Troop Cookie Managers rally for timely program updates throughout the season.

Visit Rallyhood on girlscoutsgwm.org for more details.

Build your business know-how at one of our

2026 Cookie Rallies

January 10 - 11

Explore more ways to set big goals and build the skills you need to reach them in one of seven locations:

NH – Manchester, Moultonborough, Greenfield, Rochester VT – Burlington, Rutland, St. Johnsbury



To learn more and register, scan or click the OR code!

\$10 per girl

Adult supervision is required. Girls not attending with a troop must have caregiver/guardian attend with them.





Exploremores is our newest cookie to join our sweet line-up!









ALL FLAVORS ARE \$6



View our entire Girl Scout Cookie lineup including nutritional details and allergens.









Explore how Girl Scouts participate

There's no limit to what Girl Scouts can achieve. With your support, this cookie season promises to be BRAVE, FIERCE and oh-so-FUN!

When Girl Scouts may participate

January 1 - January 25 - Initial Order

Girl Scouts take orders on paper order cards or through Digital Cookie. Families will help their Girl Scouts enter the paper orders into their Digital Cookie site by January 25. Any orders approved online during this time will automatically be added to the troop's order. You will approve these orders in eBudde by January 26.

January 26 - March 15 - Goal Getters

Girl Scouts can continue sharing their Digital Cookie site with customers. During this time, provide Girl Scouts with additional cookies for delivery.

February 20 - March 15 - Booth Sales

Girl Scouts will have their Initial Orders to deliver. Girl Scouts can set up booth sales to reach more customers, either together as a troop or individually with a caregiver. The program concludes March 15.

How Girl Scouts may participate



Text or Call Friends and Family

If your Girl Scout has a busy schedule, this is a very flexible option.



Digital Cookie

Girl Scouts share their personal web page for customers to purchase and ship to them directly, make donations, or schedule an in-person delivery.





Door-to-Door Deliveries

Visit friends in your neighborhood, Leave door hangers and business cards for customers who aren't home.



Cookie Stands

Like lemonade stands, Cookie Stands are set up by a Girl Scout and a caretaker in front of their residence or private property.



Cookie Booths

Troops or groups team together to market their cookies outside a pre-approved location or even a drive-through location.



Connections In Your Community

Girl Scouts prepare a business pitch and invite local businesses to purchase cookies. Think of local car dealerships, real estate office or other.

Explore entrepreneurship



How does my troop earn funds?

Did you know? All proceeds from Girl Scout Cookies stay local!

Troops earn proceeds on every single package they sell. They can increase their proceeds based on the per girl average (PGA) of their participating troop members.

Troops earn:

\$0.85 per package for a PGA of 1-285 packages **\$1.00 per package** for a PGA of 286-325 packages **\$1.10 per package** for a PGA of 326 and above

Cadette, Senior, and Ambassador troops have an option to earn more proceeds per package. If the troop decides to opt out of receiving rewards, including program credits, they can earn an additional **\$0.15 per package.** Form found <u>here.</u>

All
troop proceeds
are retained in the
troop's bank account
and are used equally
by the entire troop
for activities.

Where does the money go?

So how does that look for our council? From every package of cookies,

25%

is applied to cost of cookies, warehouse and transportation expenses, credit card fees for troops, processing on Digital Cookie, and program overhead.



75%

is applied to troop proceeds, girl rewards, program credits, girl funds, council investments to GSGWM programs, training, and properties.

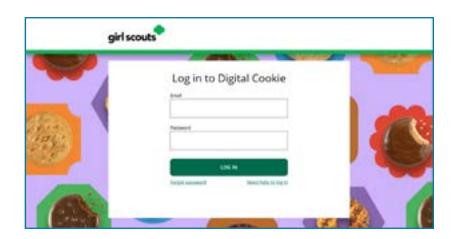
What is the difference between eBudde and Digital Cookie

eBudde is the online platform for troops, service units, cupboards and council to maintain inventory, track sales and troop proceeds, and track Girl Scouts' earned rewards. Caregivers do not have access to eBudde but their informaiton does flow into it from Digital Cookie.

Digital Cookie is the online platform that Girl Scouts and their caregivers manage their online sites with. An app is also available, not only for Girl Scouts but for troops to use at booth sales for credit card payments. Troop leaders do have access to Digital Cookie, however final sales and credit to Girl Scouts will be in eBudde.

How troops use Digital Cookie





Set up your Digital Cookie account.

Follow the link you will receive in your registration email, or visit digitalcookie. girlscouts.org. Use your email and choose Forgot Password, or Need Help to Log In.

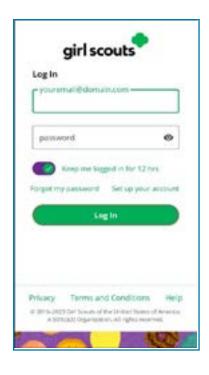
View the Tip Sheet DC26 Troop Dashboard to familiarize yourself with reports, Troop Site set up, inspirational cheers to your Girl Scouts, and booth options.

Set up your Troop Site.

Think of this as your virtual booth. When you set up your Troop Site, it will be visible on our Cookie Locator and customers can order cookies to be shipped to them and your troop will benefit from the sale. Additionally, this will enable you to use the Digital Cookie Mobile App to manage all your sales at a booth sale.

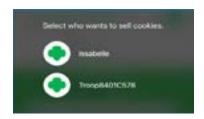


View more step by step instructions on the Tip Sheet <u>DC26_Troop Site Links.</u>



Download the Digital Cookie Mobile App.

You may also be a caregiver, or a leader for more than one troop. Select the Troop account for the troop you want to use.



Troops use the Digital Cookie Mobile App to manage their sales at a booth. Learn about all the features of the app in the Tip Sheet <u>DC26_MobileApp_Troop.</u> Additionally you will find quick tip videos at girlscoutsgwm.org and on Rallyhood.

Find more information about using the Digital Cookie Mobile App to track all your transactions, including cash, in the booth section on page 12.

Initial orders made easy

eBudde is where to manage all aspects of your sale starting with the Initial Order

From January 1 to January 25, Girl Scouts will take orders on order cards as well as their Digital Cookie site. Caregivers will help their Girl Scout enter orders from their order card into Digital Cookie. Once submitted, you will see their orders in eBudde. You will save them before you submit the troop's Initial Order. This is the only time caregivers will enter an order for cookies. They should contact you directly for more cookies later in the season.

1 - What caregivers do - how to instruct them

girl scouts

Shop My Account Log Out
You are viewing as:
Perest of Greek L Troop 4118

Home Badges Learning Site Sexup Customers Orders My Rewar s My Cookles Theers

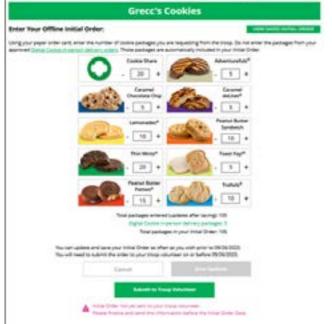
In Digital Cookie, caregivers will select the "My Cookies" tab.

Caregivers will enter the cookies their Girl Scout needs to fill orders on their paper order card. They can save their entries and add to their order up until **January 25.**

Caregivers must click the "Submit to Troop Volunteer" button no later than January 25. They will no longer be able to edit the packages in their Digital Cookie panel. Their order will now be visible to you in eBudde.

It is important that parents understand they must click the Submit to Troop Volunteer button for their order to be visible in eBudde. If not, the order will not move to eBudde and is not retrievable after January 25.

The troop can manually enter the order in eBudde per the caregiver's instruction before January 26. Fill their requests for more cookies after the Initial Order from troop inventory.



Consider getting extra cookies in the Initial Order

Service units will receive Initial Orders between February 11-18

The Initial Order will be the only time a delivery of cookies will come to your service unit. When troops need cookies beyond this time, they obtain them from a Cookie Cupboard. If a troop would like to order additional cookies to have on hand instead of traveling to a cupboard, they may do so in the Initial Order. If a troop does order extra cookies, they will have the option to hold an early local booth sale on February 13-15. Council locations are not included in early booths. Please note: any cookies ordered in the Initial Order are not returnable. However, the season has just begun. There's lots of time to benefit from inventory on hand.

Submit Initial Order in eBudde



2 - What the troop does after caregivers submit

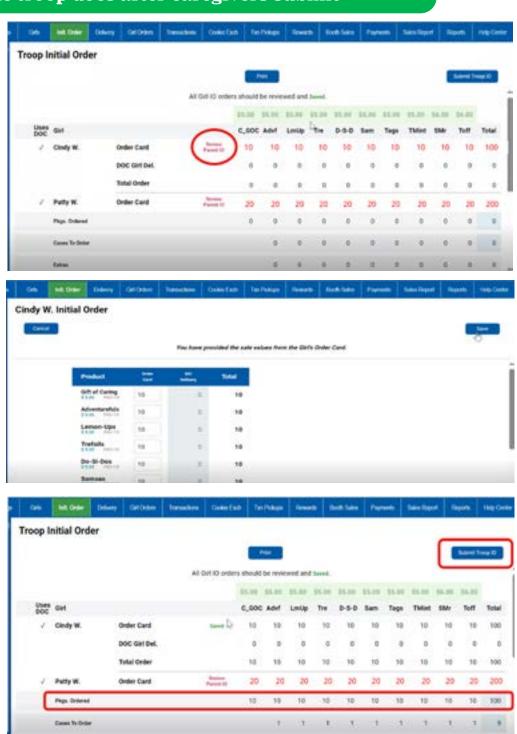
In eBudde on your Initial Order tab, you will see the orders from Digital Cookie. They will be in red. Note that you will see a status reminder to Review Parent IO. This is your indication that they are not complete yet. Click on the Girl Scout's name.

The packages for this Girl Scout are entered by the caregiver. (noted in gray is the "PIO=10" meaning the Parent Initial Order entered was 10) You have the ability to edit this should the caregiver ask to change their order once they've submitted. If you do edit, the gray text will not change as it was the caregiver's original entry. Whether you make changes or not, simply click Save.

This confirms the Girl Scout's order. You will see a green status of "Saved" on the row. You can see the totals are included in the Packages Ordered row for your troopnote that other orders in red are included yet because they are not saved yet.

Repeat for each Girl Scout with orders. Once all are "Saved", click the Submit Troop IO button.

View the Quick Tip Video here.



2 2 2 2 2 2 2 2 1 16

3 - Submit your troop's Initial Order by January 26.

Managing their experience



What is Girl Delivery?

As customers shop on a Girl Scout's Digital Cookie site, they can request the Girl Scout to deliver the order instead of having it shipped. Caregivers approve every girl-delivery order; they should do this within five days. If the caregiver denies the request, the order will revert to the customer's secondary delivery option.

During the Initial Order, girl-delivery orders are automatically added to the Girl Scout's order. Caregivers do not include these orders when they submit their Initial Order to the troop. This inventory will arrive on delivery day.

After the Initial Order is submitted, troops may see a payment applied to the Girl Scout in eBudde. The example below shows a negative dollar amount. This Girl Scout needs more cookies. The troop will:

- Supply the Girl Scout with packages they need from troop inventory.* (this Girl Scout needs 95 more packages)
- Apply the packages given to the Girl Scout on the Girl Orders tab. (add 95 packages to this Girl Scout, making her total packages sold 508. The Balance Due should then read \$0.00

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	1	A				8	30	20	12	34	97	84	102	25	- 1	0	413	\$2478.00	\$3048.00	\$-570.00
	1	A				0	5	4	5	6	10	7	49	4	4	0	94	\$564,00	\$5/6.00	\$-12.00
	1	A				1	22	4	2	3	53	56	108	7	2	0	258	\$1548.00	\$2244.00	\$-696.00
	1	8				0	0	0	0	1	15	6	12	5	0	0	39	\$234.00	\$390.00	\$-156.00
	1	c				1	9	14	5	13	71	52	85	5	4	0	250	\$1554.00	\$1554.00	\$0.00

How does my troop get more cookies? *

After the Initial Order, your troop will acquire additional cookie from a Cookie Cupboard. These additional cookies are used to fill girl-delivery orders, booth sales held by the troop, booth sales held by a single Girl Scout and her caregiver, or more in-person sales.

The troop will enter a transaction (i.e. a request for more cookies) in eBudde. Choose the cupboard nearest to you. The transaction should be entered by Monday morning to pick up that Friday. If the troop has surplus after that weekend's booth sales, a limited return may be made on the next business day. Up to 25% of what the Friday transaction was, in full, same flavor, unopened cases will be accepted. **Returns may not be made after that next business day from the transaction date.** You do not need to enter the return in eBudde - your cupboard manager will take care of that for you.



Stars indicate Cookie Cupboard locations for 2026

Explore more in person



Girl Scouts look forward to meeting their customers in person, either by sharing their order card or setting up a booth sale. Girl Scouts practice their people and money management skills as they build confidence.

How to organize a booth sale



Ready to try a booth?

- 1. Reserve a booth location in eBudde for either the troop or individual troop members and their caregiver.
- 2. Submit a cupboard transaction in eBudde if you need inventory.
- 3. Engage your Girl Scouts to make posters or decorations for your booth. Be prepared with a table cloth, a money pouch or cash box and obtain a small amount of petty cash. If anyone says "keep the change", apply it to purchase Gift of Caring packages. (no "tip jar").
- 4. Yes, you can take credit cards! Set up your Troop Site link through your troop Digital Cookie dashboard. Download the app to your cell phone.
- 5. Any cash from the booth sale should be deposited into the troop bank account promptly.
- 6. Use the Booth Recorder in eBudde to allocate the packages sold to the girls.

Plan with the troop who will attend the sale

Two registered adult members must be present during the booth. It's recommended that booths have 3-4 Girl Scouts at a time. Not only do businesses prefer this, it also assures that each Girl Scout has an opportunity to engage with customers. Especially for younger Girl Scouts who may not be able to do a full booth sale, break up the time into shifts and assign each a portion of the sale.

How many cookies do I need?

Every location varies. Check with your CPSC for any sales history in your community. Whatever your average is for total sales, you will likely sell proportionately as follows:

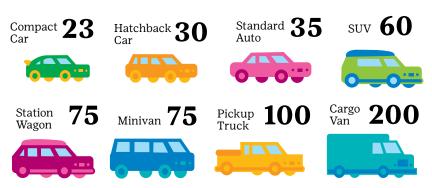
Thin Mints*	35%	Adventurefuls*	5%
Samoas*	25%	Trefoils*	3%
Tagalongs*	14%	Lemon-Ups°	2%
Exploremores*	8%	Toffee-tastic*	2%
Do-si-dos*	6%		

How do I pay for extra cookies my troop obtains?

Troops will deposit all money into their troop bank account. The council office will conduct scheduled debits (ACH sweep) for only what your troop owes. Your proceeds remain right in your account.

Pick up cookies at your local cookie cupboard

- View how to enter a cupboard transaction in this quick tip video.
- Tip sheet is also available *here*.
- · Arrive promptly for your pick-up appointment.
- Count and verify the total number of cases received. When in doubt, recount!
- If you have a large surplus, up to 25% may be returned to the cupboard no later than the next business day.



Digital Cookie makes it easy!



New features makes your booth management easier than ever!

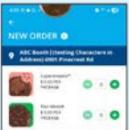
NEW!

Start your booth - place orders - view a summary of the booth!



Start My Booth Sale - Choose from the list of booths you are signed up for. These are booths you have entered in eBudde on behalf of your troop.





Select Cookie Varieties Use the '+' and '-' buttons to enter quantities, then click 'Checkout'.

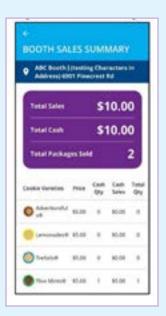


Cash – Available for 'in-hand' orders at a booth. Enter the amount received and the app will calculate change.

Credit Card – Enter or scan card details. Contact info is optional but useful for receipts.

Other Payment Options - are the customer's choice. These post to the troop like credit cards in eBudde as DOC payments.

Place Order.



Booth Summary

The summary shows packages sold and total money collected when you end the Booth Sale. If you accidentally end a booth sale early, it can be opened at any time on the day of the booth.

Also from the dashboard,

View Cash Sales Summary – Review the total cash collected for the day, including a breakdowns by cookie variety.

All Orders – View and manage all orders placed on the troop's site by delivery method

Full details on the Tip Sheet <u>DC26_MobileApp</u>

Explore more booth strategies



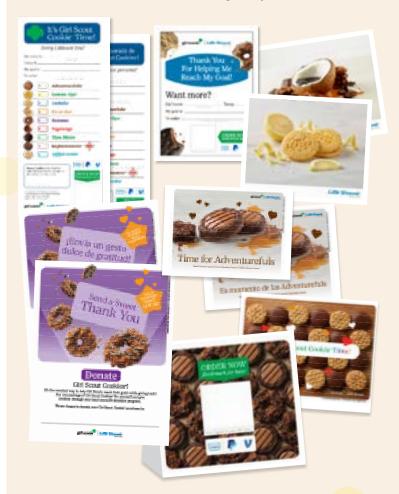
Check out these Pro Tips!



Before booth sales, Girl Scouts can make a bracelet, add the troop's QR code for customers to bookmark. Not only is this helpful for customers to capture the code for buying more later, Girl Scouts can keep handy during the entire program for on-the-spot customers wherever they go.

Print out recipe cards, add cravable pictures to your booth signs. Download take-away cards and leave-behind door hangers for customers to share or for repeat sales.

Make your Digital Cookie® QR code your BFF Over 95 million Americans regularly scan QR codes.



Find all the downloadable resources *here*.

Try a Drive Thru!



Drive Through Booths are fun, eye-catching, and super convenient for customers! Follow these tips to be safe and successful:

- 1. Get permission from a local business or community center with an ample parking lot. (do not approach businesses where we already have council booths)
- 2. Submit your local booth request in eBudde like all other booths.

Recommended for a drive-thru booth:

- Orange road cones or tape to create safe zones and traffic pattern.
- Easy-Up type canopy
- Tables cookie inventory fun props
- Signs! Have troop make posters. check if your town requires permission to post directional signs near your location)
- Create a "menu" poster. Easier.
- Extra adults to manage Girl Scouts' safety.

Create stations along the driving path - order taking, order pulling, money collector, giving product to customer. Adults monitor actions and assure vehicles are completely stopped before Girl Scouts complete the order.

Record your booth results



After a successful booth sale, it's time to apply sold packages to Girl Scouts

Conducting a booth sale is a great experience for your Girl Scouts. The eBudde Booth Recorder is the easiest way to wrap up your booth sale, verify money received, and distribute sold inventory to your Girl Scouts.

Before the sale - Take an inventory by flavor. Be sure your Troop Site Link is set up.

During the sale - Have Girl Scouts help you track packages sold, based on age and ability. If you need a tracker, there's a handy worksheet found on girlscoutsgwm.org.

After the sale - Count your inventory. Note how much you received in cash, how much was sold by credit card.

Check that money and inventory match sales

Use the Booth Sale Recorder to record and distribute the packages sold to the Girl Scouts who participated.

- **1.** From the Booth Sites tab in eBudde, click Record Sale beside the sale you've just completed.
- **2.** Under the product, list by flavor the number of packages sold.

If you had Gift of Caring sales, add them under the specified Virtual Gift of Caring slot.

Enter the dollar amount of the payments you took through Digital Cookie for credit cards and other digital payments.

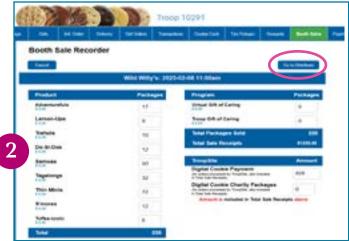
If you have other virtual Gift of Caring you can add it in the last section to include in distribution.

Click Go To Distribute.

3. Check the Girl Scouts who participate in this booth sale. It's ok to include Charity for distribution.

Click Distribute, then Save.







Resources at a glance



Give virtual pitches a professional look with cookie backgrounds.

eBudde has an app!



Managing your troop's cookie program is even easier when everything is at your fingertips. Download from your favorite app store, then use your same

credentials.
Everything you need is right on the app - booth recorder, enter a cupboard transaction, or distribute



packages to your Girl Scouts. Simple, easy, done!

Girl Scouts' safety guidelines

One of the most essential steps you can take to have a great season is to review all safety guidelines with troop members and their caregivers.

- · Practical Tips for Parents
- · Safety Tips for Product Sales
- Your Council's Volunteer Essentials and Safety Activity Checkpoints

For more information visit: girlscouts.org/cookieresources



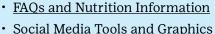
Rallies you'll want to join:
Troop Cookie Managers | GSGWM
Any rallies created for your service unit

Create your own rally for:
Parents to have booth updates
Reminders of money due
Spotlight troop achievement

For more information, visit our Rallyhood web page.

Entreprenerial know-how

Maximize their sale with more marketing tips from cookie experts:



- Girl Scout GIPHY Channel
- · Cookie Recipes
- · Door Hangers
- Business Cards



More for a smooth cookie season

Contact caregivers through eBudde

Use eBudde to communicate directly to caregivers. You can send deadline reminders, booth openings, cookie inventory info and more! Look for the "E-mail Caregivers" button on your Contacts tab.

Top Reports for Managing the Troop Sale

- Use the Girl Initial Order report to sort cookies for easy pickup and receipt writing.
- Check the Sales Report to see troop proceeds and amount due to council.
- Under Reports, use the GOT Balance Report to check for girl-delivery sales and inventory needed..

Cookie Exchange

A troop-to-troop transfer of excess inventory.

- · Log your extra cookie inventory.
- Check the cookie exchange before visiting a cupboard.

Help is a Click Away

girlscoutsgwm.org/Cookies+ or contact customercare@girlscoutsgwm.org.

Explore the program benefits



One component to a well-rounded program

The Girl Scout Cookie Program is one component to the entire Girl Scout program. Girl Scouts explore their interests and learn new skills. While the product programs help troops earn proceeds that enable all other activities in a given year, specific entrepreneurial skills through the Cookie Business and Financial Literacy badges create experiences that will last a lifetime.

Utilize the Troop Year Planner

Based on your troop's plans for the year, discuss with the troop how the proceeds from your Girl Scout Cookie program will help make them happen. Check out the year planner for your level here.

Badge Explorer





New for troops to explore

If you're a new Daisy or Brownie leader, you will be receiving monthly Girl Scout Experience Boxes - complete with meeting scripts, instructions and ready-to-use supplies. Learn more here.

New this year are Leadership Awards, focusing on building real skills for real impact. These additions to the Girl Scout program will be incorporated in Highest Award criteria for Juniors, Cadettes, Seniors, and Ambassadors. Learn more here.

