

Family Guide 2026

BRAVE. FIERCE. FUN!



TABLE OF CONTENTS



Table of Contents & Resources	2
Thank you & Calendar	3
Cookie Glossary	4
Going Beyond the Box: Badges & Pins	5
Every Cookie has a Mission	6
Introducing... Exploremores	7
2026 Girl Scout Cookie Lineup	8
Ways to Participate in the Cookie Program	9
Become a Digital Entrepreneur in a Flash	10
Giving Back	11
Proceeds and Rewards	12
Distribution & Delivery	13
Cookie Booth Guidelines and Tips	14
Trefoil Cheesecake Cup	15

RESOURCES

My Troop Cookie Coordinator

Name:

Phone Number:

Email:

Baker Resources

LittleBrownie.com

- [Digital Marketing Basics](#)
- [FAQs and Nutrition Information](#)
- [Social Media Tools and Graphics](#)
- [Brave. Fierce. Fun! Resources](#)
- [Resources for Girl Scouts to Grow Their Cookie Businesses](#)
- [Cookie History](#)

GSUSA Resources

girlscouts.org/cookieresources.

- [About Girl Scout Cookies®](#)
- [Cookie Business Badges](#)
- [Cookie Entrepreneur Family Pin](#)
- [Digital Cookie®](#)
- [Digital Marketing Tips for Cookie Entrepreneurs](#)

GSCCC Resources

- [Cookie Seller Resources](#)
- [Rallyhood](#)
- CustomerCare@gsgccc.org

THANK YOU

Thank you for participating in the Cookie program. Your support is essential for achieving troop and individual goals and providing enriching experiences through the Cookie Program. You'll coordinate with troop cookie coordinator, help manage your Girl Scouts sales, and foster achievement among your Girl Scout, contributing to a successful, memorable season for our Girl Scouts. We appreciate your commitment and enthusiasm and look forward to a fantastic season together!

We're here for you every step of the way with resources, tools, and tips to make this season a success. Together, we'll ensure this cookie season shines bright, not just with sales, but with the joy and growth of every Girl Scout.

Thank you for all you do — we couldn't do this without you!



CALENDAR

January 5	Girl Scouts/Caregivers receive access to Digital Cookie to set up.
January 9	Girl Scouts begin taking orders using their Order Card and through Digital Cookie
January 25	Girl Scouts Initial Order due to Troop Cookie Coordinator or submit through Digital Cookie by 11:59 pm.
February 20-22	National Girl Scout Cookie Weekend.
February 21	Count-n-Go Day (Troop's Initial cookie order pick up).
February 22	First Day of Cookie Booths.
March 12	Girl Scout Birthday!
March 29	Last day of Cookie program.
March 31	Final payment due to TCC.
Late April-June	Super Seller Rewards, Top Cookie Entrepreneur Event, Order card Reward Distribution.

COOKIE SEASON GLOSSARY

Case: Twelve (12) packages/boxes of cookies.

Cookie Booth: A public, stationary sale location for Girl Scout Cookies.

Cookie Finder: Online tool (girlscoutcookies.org) to locate nearby booths or approved Digital Cookie links.

Digital Cookie: Online platform for cookie sales, shipped or delivered in person; also supports in-person payments and donations.

Gift of Caring: Cookies purchased to be donated to the council-approved organization or to a troop-selected organization.

Initial Order: The council's first cookie order from the baker, this will be based on the number of cookies the Girl Scout has sold up to this point.

Initial Order Rewards: Rewards earned from the first order submitted.

Troop Cookie Coordinator: They are you troop cookie expert, and will be the person that you reach out to through the cookie program in your troop.

Package/Box: A single unit of cookies.

Rewards: Items earned based on the total packages sold during the season.



Goal Setting as they set a troop goal based on what they want to do with their troop proceeds.

Decision Making by deciding where and when to sell cookies, how to market their cookie business, and what to do with the their proceeds.

Money Management as they develop a budget, take cookie orders, handle and manage money.

People Skills as they safely talk to their customers in person and virtually to work as a team with others.

Business Ethics as they learn to run their business using Girl Scout Law as a guide, being honest and responsible every step if the way.



EVERY COOKIE HAS A MISSION

Thanks to the Girl Scout Cookie Program, our council was able to provide over \$100,000 in Financial Aid to Girl Scouts this year! But that's not all — cookie proceeds also helped make some exciting updates at our camp properties.

At Camp Darden, we gave the kitchen a fresh update. Camp Skimino got a completely remodeled bathhouse and a new sidewalk connecting it to the pool. The Norfolk Lodge now has a brand-new sidewalk out front, and the canoe shed at Camp Apasus was expanded with a larger opening to make accessing canoes easier. Plus, we replaced roofs at all properties that were more than 20 years old!

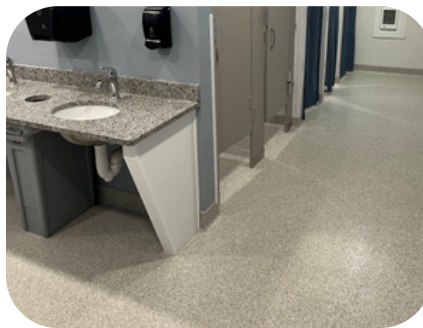
These are just a few of the amazing things made possible by the Girl Scout Cookie Program — thank you to everyone who supported our Girl Scouts this year!

How the cookie crumbles:

40% supports programs, events, training facilities, camp maintenance, financial assistance, and more

30% covers the cost of the cookie program.

30% goes towards rewards, troop, and service unit bonuses.



GOING BEYOND THE BOX BADGES & PINS

Cookie Business Badges

Families can support their Girl Scouts as they learn the five skills and think like entrepreneurs. With the encouragement of their family, there's no stopping a Girl Scout! Inspire families to get involved using these resources:



Getting Families Involved

Families play a vital role in supporting their Girl Scouts as they learn five essential skills and embrace an entrepreneurial mindset. With family encouragement, there's no limit to what a Girl Scout can achieve! Families can participate by utilizing these helpful resources.

Cookie Entrepreneur Family Pin

The year-by-year Cookie Entrepreneur Family pin enables families to support their girls in learning the five skills and encourage girls to think like entrepreneurs.

Action steps to engage families:

- Host a family meeting using the Cookie Family Meeting Guide. This can be in person or virtual!
- Explain how the cookie program gives Girl Scouts an entrepreneurial edge.
- Encourage families to think about how they can support their Girl Scouts as they climb toward their goals and earn the pin.

Learn more at:

<https://www.girlscouts.org/en/members/for-volunteers/cookie-resources-troop-leaders-volunteer.html>



COOKIE 
ENTREPRENEUR
 **Family**

INTRODUCING

Exploremores™ Exploremores™ Exploremores™

NEW!



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



**FIND NEW
RESOURCES
HERE:**





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.
\$ 5
U D



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.
\$ 5
U D



Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe
Approximately 38 cookies per 9 oz. pkg.
\$ 5
U D



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.
\$ 5
U D



Samoas® • Real Cocoa • Real Coconut

Crisp cookies with caramel, coconut, and dark chocolaty stripes
Approximately 15 cookies per 7.5 oz. pkg.
\$ 5
U D



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.
\$ 5
U D



Thin Mints® • Made with Vegan Ingredients • Real Cocoa

Crisp, chocolaty cookies made with natural oil of peppermint
Approximately 30 cookies per 9 oz. pkg.
\$ 5
U



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.
\$ 5
U D



Toffee-tastic® • No Artificial Flavors GLUTEN-FREE

Rich, buttery cookies with sweet, crunchy toffee bits
Approximately 14 cookies per 6.7 oz. pkg.
\$ 6
U D



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WAYS TO PARTICIPATE IN THE COOKIE PROGRAM

January 9 - March 29



Phone or Text Friends and Family

Texting or phoning friends and family is a great way for Girl Scout to feel comfortable connecting with cookie customers.



Digital Cookie (Girl Sites & Troop Links)

Girl Scouts can run a cookie business through an online store. Customers can purchase a cookie for an in-person delivery, shipping to their home or donation to Gift of Caring - with all orders paid for online.



Connecting with the Community

Girl Scouts can team up with their caregivers to sell to their co-workers, connect with places of worship, car dealership, real estate agents, and more.



Door-to-door

Girl Scouts can stay local, sell in their neighborhood and use door hangers and business cards for customers who aren't home.

February 22 - March 29



Cookie Booths

Girl Scouts work as a team selling directly to the public with cookies in hand at local businesses.

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.

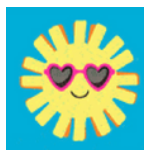


Track Orders and Inventory

- 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 troopmates 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!

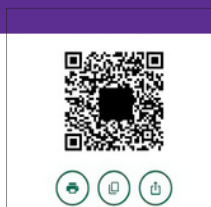
Prepare now by talking with your family about your goals and create a fun video telling customers why they want to support your business.



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.

Access

- Caregivers/Girl Scouts (with valid GSUSA ID + parent email) receive Digital Cookie setup invitations beginning January 5.
- After setup, girls can use the app to take in-person orders and payments, including at cookie booths.

Ordering

- Each Girl Scout receives a unique shopping link and QR code once the site is published.
- Orders placed through these links appear in Digital Cookie and sync to eBudde.
- Girls can gather orders by sending emails or sharing their link/QR code through personal channels.
- Caregivers control Girl Delivery settings and available varieties.
- Caregivers must approve Girl Delivery requests within 5 days, or they default to the customer's second choice (donate/cancel).
- Orders cannot be changed once submitted.

GIVING BACK

Gift of Caring

Impact in 2025:

- Girl Scouts donated 31,961 boxes to the USO through VGOC.
- Troops donated more than 11,200 boxes to 100+ organizations they chose.

Participation Options:

- **All Donations:** Any donations, like "keep the change" or "no cookies for me, but here's \$5," must go toward purchasing Gift of Caring Cookies.
- **Council Option (Virtual Gift of Caring - VGOC):** Collect money only—cookies are not distributed. Donated cookies will go to the USO Mid-Atlantic.
- **Troop Option (Troop Gift of Caring - TGOC):** Collect money, deliver cookies to the troop's chosen organization, and have a receipt signed by the organization by April 2, 2026.

Rewards:

- Girl Scouts earn credit for each Gift of Caring sold, just like a box of cookies.
- Special patch once a Girl Scout sells 36+ boxes.

Promoting the Program:

- Use a donation box, jar, or can at your cookie booth.
- Display a goal poster to show who will receive the donated cookies.
- Ask customers to add a box for your gift of caring.



Spike's K9 Fund ...a Philanthropic Reward Choice!



Did you know there are special dogs working every day to keep us safe? These amazing K9 heroes help find missing people, stop bad guys, and even sniff out dangerous things like explosives. They work so hard to protect us, but they need protection too!

That's where Spike's K9 Fund comes in. This awesome group helps keep these dogs safe by giving them custom-made vests, helping with medical care, and providing training to keep them strong and healthy. And now, YOU can help these heroes, too!

How You Can Help

Instead of picking a regular reward item, you can choose to support Spike's K9 Fund and help protect a working dog! You can even mix it up—help a dog at one level and pick a fun reward at another.

Be a K9 Hero Helper!

You can make the world safer by helping K9 heroes stay safe, too. Every box you sell and every choice you make can make a real difference for these incredible dogs.

Learn more about these heroic pups at www.spikesk9fund.org. Let's help our furry friends protect and serve!

PROCEEDS & REWARDS

Proceeds and Reward Guidelines

- Troop proceeds are used for troop goals and activities the Girl Scouts choose together.
- Proceeds stay with the troop; Girl Scouts who leave do not take proceeds with them.
- Rewards earned through the cookie program must support Girl Scout experiences (camp, travel, events).
- Cadette, Senior, and Ambassador troops may vote to opt out of rewards to earn extra proceeds.
- Troops with any Daisy, Brownie, or Junior cannot opt out of rewards.
- The council may substitute rewards if items become unavailable.

Scan the QR Code to see this years Rewards



Top 10 Council Entrepreneur



Top 10 Cookie Entrepreneurs will enjoy a “Cookie Jam” at the School of Rock on Saturday, April 18, 2026.

Top Entrepreneur Rewards



- Top Service Unit Entrepreneurs
- Top 10 Digital Cookie Entrepreneur
- Top Entrepreneur by GS Level

Earn a 2027 GSUSA Membership

Girl Scouts can earn their 2027 GSUSA Membership for free by participating in both the 2025 Fall Product program and the 2026 Cookie season.

Here's how:

- Sold \$600 in Fall Products
- Sell 400 packages of cookies

Both goals must be met to receive membership.

Unpaid Funds Consequences

Any unpaid balances will result in the Girl Scout/Caregiver being marked as uncollected until the balance is resolved.

Caregiver Restrictions:

- Caregiver MAY NOT participate in any product program.
- Troop volunteers should complete the Uncollected Form by April 2 for any caregiver with a balance due to the troop.
- SUCC's and Council will reach out to the caregiver to resolve unpaid status.

Girl Scout Restrictions:

- Any Girl Scout whose caregiver has an outstanding balance MAY NOT participate in any product program.
- The Girl Scout can still be participate in troop activities.

DISTRIBUTION & DELIVERY

Girl Scout & Caregiver Cookie Pickup

Please pick up your Girl Scout's cookies as soon as possible once your troop receives them. All Initial Order Cookies should be picked up and delivered to customers within two weeks.

When you pick up cookies, totals will be based on what was submitted for your initial order.

Please Remember:

- You should count and confirm all cookies you receive at pickup.
- You will receive a signed receipt every time cookies or payments are exchanged.
- You and your Girl Scout are responsible for selling all cookies you take. Cookies may not be returned to the troop unless the Troop Cookie Coordinator agrees to accept them and assumes responsibility for the inventory.



Delivery to customers

- Girl Scouts collect money for cookies upon delivery to their customers. Families should consider using electronic options for payment when possible (Digital Cookie app). Girl Scouts should never leave cookies with a customer without payment.
- Girl Scouts can use the Digital Cookie app to accept credit card payments, they can key-in card information or capture it using the “snap”/OCR feature.
- Checks received for payment, should be made payable to Girl Scouts of Colonial Coast or GSCCC along with an name, address and phone number on the check. Don't accept starter checks.



COOKIE BOOTHS GUIDELINES & TIPS

Cookie booths are a great way for Girl Scouts to reach their goals by selling directly to the public! As a caregiver, you play an important role in helping booths run safely, considerately, and fairly. Please keep the following in mind:



Adult supervision is required for all cookie booths.

- Booths where any Girl Scout is not accompanied by their own Parent/caregiver requires **2 registered, background-checked Girl Scout volunteers**.
- Cookie booths that have all members under the direct supervision of their own parent/caregiver do not require adults to be registered, background-checked Girl Scout volunteers. *Caregivers are still encouraged to register as a volunteer to help support the full troop experience.*
 - Example –if Girl Scouts Keisha and Tina attend a Walmart booth and they both are chaperoned by their own caregiver, neither caregiver needs to be a registered or background-checked volunteer. If a third Girl Scout, Rory, joins, then either Rory's caregiver must stay to chaperone or 2 registered and background-checked volunteers must supervise the booth.
- **Daisy, Brownie, and Junior** booths require at least two Girl Scouts and two unrelated adults.
- **Cadette, Senior, and Ambassador** booths require at least **one** Girl Scout and one adult (the adult must be related to the girl). If the adult leaves, the booth must be shut down. Girl Scouts cannot be left alone at the booth—if you need a bathroom break, close the booth.
 - Cadette, Senior, and Ambassador sisters from the same household may work at a cookie booth with one caregiver.
 - If two unrelated girls are participating, you are required to follow the Daisy, Brownie, and Junior chaperone booth rule above.
- Best practice would be to still have 2 adults present in case of accidents or necessary breaks.
- Girl Scouts should arrive prepared and on time, follow the Girl Scout Promise and Law, and maintain a professional, respectful presence at the booth. Only Little Brownie Bakers cookies may be sold, money must be protected with a counterfeit pen, and no siblings, friends, or pets are permitted. Be sure to keep the area clean by taking all empty cases and wearing your Girl Scout uniform or appropriate Girl Scout attire.
- **ONLY** Girl Scout Cookies from the current season should be sold at a cookie booth. **ALL** cookies **MUST BE** sold for their designated price (no tax, transaction fees, or discounts).
- GSCCC is always looking to provide more booth locations by establishing council-wide partnerships for cookie booths with local businesses. If you have any suggestions on locations, please share contact information with your Service Unit Cookie Coordinator.



Trefoils® Cheesecake Cup

Ready in 30 minutes

Makes 8 servings



What you need:

Ingredients

1 box Trefoil cookies

Instant cheesecake pudding mix (check box for extra ingredients)

12 oz. softened cream cheese

Sliced strawberries for garnish

Chocolate syrup

Directions

1. Prepare cheesecake base: Mix softened cream cheese and cheesecake pudding in a large mixing bowl until smooth.
2. Assemble layers in a glass serving cup: Crush half a box of Trefoils. Layer crushed cookies and cheesecake base in a cup and repeat the layering of ingredients.
3. Garnish and Serve: Garnish with sliced strawberries (or your favorite berries) and 2 full Trefoil cookies. Drizzle with chocolate syrup and enjoy!