

Cookiegram



2022 Cookie Program

The 2022 Cookie Program theme is Climb with Courage with the precious Koala as our mascot. Always focusing on the 5 Skills the girls learn while participating in the sale, the program is designed to help girls grow into leaders of courage, confidence, and character while learning these five valuable life skills: goal setting, decision making, money management, people skills, and business ethics.

**COOKIES
ARE
\$5.00
A BOX**

All Girl Scout troops earn proceeds for participating in the Cookie Program, which can be used to fund troop adventures such as travel, community service projects, council-sponsored activities, fun events and much more. Troops earn proceeds on a scaled proceed plan based on their box-per-girl average. The more troops sell, the more they earn. In 2021, the average troop earned more than \$1,600 in proceeds!

In addition to the scaled proceeds plan, each Girl Scout is eligible to earn awesome recognitions based on overall sales. Girls earn cool boost bar patches for Walkabout Week, Operation Cookie Drop, and entering their goal into Smart Cookies. Girls are also eligible to earn additional rewards such as themed t-shirts, plush koala, high end digital camera, snow cone cart, game tables, popcorn cart, hoodies, levitating disco light speaker, telescope and much more!



THE HIGHLIGHTS!

- **Taste the adventure with our new ADVENTURFULS cookie!** A delicious brownie inspired cookie with caramel crème and a hint of sea salt. This new cookie is available nationwide through both bakers and sure to be a huge seller this year! Stock up so your Girl Scout has them ready for customers.
- **EVERY GIRL can so easily accept credit card payments right in her Smart Cookies account!** No merchant account needed, and no troop permission or troop setup needed, it is super easy and will snag all those customers who don't carry cash! Opening up options to customers for payments is the key to selling more and making our customers happy. Did we mention, it's FREE to troops and girls! Council is paying all fees associated with any credit card transactions through Smart Cookies. It's a win/win and a must to boost your sales!
- Each Girl Scout now has their very own **printable QR code** right in their Smart Cookies account. There is also a new **"tiny URL"**. This makes it so much easier to print a Girl Scouts sales link on door hangers or flyers!
- **NEW THIS YEAR! 13 new Cookie Entrepreneurship Badges!** The new Cookie Business badges are the best way for girls to develop business skills and learn to think like entrepreneurs as they run their own business. Talk to your troop leader about your Girl Scout earning these badges.
- **Product sales permission forms once again online.** No more paper forms to fill out and get to your troop leader or cookie coordinator. Use our online permission form and it submits straight to your troop's leader or cookie coordinator! Easy, fast and convenient! You can find the online form on our council's website (www.nccoastalpines.org) on the Cookies+ page and on the Forms page.



girlscouts
north carolina
coastal pines

2022 TIMELINE

Dec 12 Troop deadline to place initial orders in Smart Cookies	Dec 30 Complete the new online Permission and Responsibility Form located on our website	Jan 14 Cookie Rallies Jan 15 Cookie Sale begins at 9:00 a.m.	Jan 8-15 Troops pick up their initial delivery Jan 15-21 Walkabout Week	Jan 31 Have your sales goal entered in Smart Cookies to earn the Goal Getter boost bar patch	Mar 6 Cookie sale ends. All cookies should be delivered and remaining payment for all cookies is due to troop	Mar 20 Superstar Destinations Requests due – must be submitted online from parents/guardians
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Hi Girl Scouts,

The most delicious time of year is just around the corner and there are so many reasons to be excited for the 2022 Girl Scout Cookie Program. From adding the brand-new Girl Scout Adventurefuls to our fabulous Girl Scout Cookie line-up to 13 new Cookie Business badges to providing new unique opportunities for our girls to build and hone their financial skills – this year's cookie program promises to be full of even more adventure and fun.



Girl Scouts across the country will all offer the Adventurefuls cookie. The August release of the new cookie information sparked a great deal of media excitement and public inquiries. We are beyond excited to see all the positivity and energy around this new cookie and look forward to everyone getting their first taste of this yummy brownie inspired cookie with caramel crème and a hint of sea salt.

For over a century, the Girl Scout Cookie Program has served as a perfect blend of fun, friends, and valuable skill-building experiences. Girls have a blast decorating their cookie booths, dressing in cookie costumes, and selling alongside friends while simultaneously developing real world skills that help them become innovators, entrepreneurs, and leaders. The Girl Scout Cookie Program often serves as girls' first introduction to financial literacy education, helping them develop the confidence and expertise needed to own their financial futures, and to strengthen their leadership

development. According to the Girl Scout Research Institute, girls are quite clear that they need and want financial literacy skills to help them be successful now and throughout their lives. Ninety-percent of girls said it's important for them to learn how to manage money, and 87 percent say that it is important to set financial goals to help them achieve their dreams.

Through the Girl Scout Cookie Program, our girls learn essential life skills – goal setting, decision making, money management, people skills, and business ethics - while building everyday leadership, one box at a time. And those boxes (and our girls' hard work) certainly add up! From funding community service projects and philanthropy efforts, to spending a week at one of our summer camps discovering the magic of the great outdoors to traveling to new places like Savannah or possibly Europe – the funds raised through the Girl Scout Cookie Program support our girls on their path to leadership while broadening their experiences and opportunities. Every day I am inspired by the work and leadership of our girls. The way they seek out new adventures and challenge themselves, the way they give back to our local communities and the world, and the way they lead with empathy, bravery, and compassion. Our girls are ground breakers, thought leaders, and role models, and they certainly make me proud to be a Girl Scout!

As you cheer on your Girl Scouts during this year's Girl Scout Cookie Program, remember that every weekend spent at a cookie booth and every goal reached is helping power unique and amazing experiences for our Girl Scouts. Remind customers that their cookie purchase helps girls develop essential financial literacy skills, ignites their entrepreneurial spirits, and empowers them to become courageous and bold community changemakers.

Though the pandemic has certainly impacted us and will continue to effect the way in which we do things, our Girl Scouts are resilient and we know that participation in Girl Scouts and in the cookie program have helped them maintain a positive, healthy outlet. We appreciate your continued engagement and the care and attention that is exercised to help girls continue to engage in the program they love – always with health and safety and the girl experience as our guiding lights.

I hope you'll join me in encouraging our Girl Scouts to set goals, build important life skills, have fun, and discover what a cookie, and a Girl Scout, can truly do. Here's wishing all of our Girl Scouts and their families, and our amazing volunteers a safe and successful Girl Scout Cookie Program.

LISA JONES
Chief Executive Officer





Using Smart Cookies for Marketing & Online Orders

Smart Cookies Direct Ship is one of the MOST IMPORTANT tools in your cookie sale. With the pandemic still a large focus and affecting the way consumers shop, it's more important than ever to make sure your

Girl Scouts online presence is all set and ready to go. There is a huge demand for Girl Scout cookies and our nationwide new cookie, Adventurefuls, is spotlighting our 2022 Cookie Program even more. It's sure to be a big selling year and you'll definitely want to make sure your Girl Scouts Smart Cookies Online account is used to its full potential. Afterall, it's the easiest and safest way to sell cookies!

Smart Cookies is your online command center for your cookie business. Like last year, every girl can easily take credit card payments by using your Smart Cookies account! No merchant account to set up or anything special, it's all right there when you register your account! Your troop doesn't have to do anything, or any set up for you- everyone can accept credit cards regardless of others in your troop. Smart Cookies allows you to:

- > Allows customers to purchase cookies, pay online and have them shipped directly to their door!
- > Allows you to accept credit card payments from any customer wanting this option!
- > Set your goal of how many packages of cookies you want to sell this year.
- > Make plans for how you will reach your goals.
- > Check how you're doing along the way and see all the recognitions you've earned.
- > Send e-Cards to your friends and family to tell them it's cookie time and ask for their support.
- > Create QR codes, tiny URL's and social media sales links to easily market your sale and get orders online.
- > View tons of step by step short training videos on how to use Smart Cookies effectively and get the most out of this awesome platform!

Be sure to visit your troop's page in Smart Cookies for important messages from your Troop Cookie Coordinator. You can also see what your friends are doing and even send them cheers to help them along!

In order to use Smart Cookies direct either online or via the mobile app, girls or parents must first create a user account. Parents will receive an email from Smart Cookies once our council does an upload of girl names into the system (early December). This email will direct you to register your Smart Cookies account and get set up to sell! Some emails may go into your spam or junk folder so please check there if you don't see the email in your inbox. If you still cannot find the registration email, please let your Troop Cookie Coordinator know. All previous Smart Cookies accounts were deleted so a new account will have to be created for every user.

Like last year, each Girl Scouts selling link that you can post on social media will allow the customer that clicks on the link to choose Girl Delivery as an option. There is the possibility for the link to be forwarded over and over and for a customer that lives far away from you to place an order for girl delivery via the link. **For this reason, parents will need to approve or deny ALL GIRL DELIVERED ORDERS that come in through any social media links.** Girl delivery orders through e-cards you send out do NOT require parent approval as you can choose who gets the girl delivered option when you send those e-cards. Parents can also opt to not have the girl delivery option show up for customers in the posted links. There is a field that can be checked or unchecked in each girls Smart Cookies account that controls whether the girl delivery option shows up in the link. There is more detail on this in the parent/girl training video that your Troop Cookie Coordinator will share with you to view. There is also a short video that our baker created that can be accessed from the Safety & Training tab on your Smart Cookies dashboard. Please take a few minutes to view this video so that you are aware and can control whatever option you decide for your Girl Scouts online selling.

Remember to download the Email Blueprint from www.nccoastalpines.org then click Cookies+ to see detailed guidelines for using e-mail and the internet in the Cookie Sale Program.

Parents also check out abcbakers.com for lots of great cookie sale tips, ingredient information, hints, ideas and clip art to help advance your Girl Scout's sales! Also check frequently under the Resources tab on your Smart Cookies dashboard for short instructional videos on navigating through Smart Cookies and loads of other helpful information!

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New Cookie Entrepreneurship Badges

GSUSA launched 13 new **Cookie Business** badges for the 2021/2022 year. Girl Scouts can earn these badges by working with their troop leaders to complete each requirement. More information on each of the new badges and requirements for each can be found on [GirlScouts.org](https://www.girlscouts.org) on the Award and Badge Explorer page.

The NEW Cookie Business badges are the best way for girls to develop business skills and learn to think like entrepreneurs as they run their own business. Earning a cookie Business badge gives girls a chance to reach new heights and unleash their potential as they work together with their troop to achieve team goals.

DAISY

JUNIOR

My First Cookie Business

Daisies find out how to run their very own business as they learn cookie business basics—including exploring their products, deciding how to use their money, and connecting with customers as they develop their first business pitch.

My Cookie Team

Juniors discover that the secret to success is teamwork as they work together to decide how to use their cookie money, build their own budget, set a team goal, share team responsibilities, and promote their plan to customers.

Cookie Goal Setter

Daisies work as a team to decide how to use their money, set a goal, and track their goal. They also learn how to share their goal with customers, both in person and online.

Cookie Collaborator

Juniors take teamwork to the next level as they look within and beyond their troop for support in reaching their goals. They collaborate with their customers as they find ways to better understand their customers' needs.

BROWNIE

CADETTE

My Cookie Customers

Brownies find out what's new this cookie season as they brainstorm ways to use their cookie money and set a goal. Then they decide how to reach new customers and keep them coming back, using great customer service and an inspiring business pitch.

My Cookie Venture

Cadettes make connections between their cookie business and other types of businesses as they create their own mission statement. They think about ways to reach customers, share their mission, and document their goals in a business plan.

Cookie Decision Maker

Brownies practice their decision-making skills as they learn all about the available selling tools and pick the right ones for them. They work together to decide how to use their money—including setting a giving goal. Then they choose how to share their cookie spirit and goals with customers.

Cookie Market Researcher

Cadettes use market research to find new ways to reach customers. Girls research the Girl Scout Cookie brand and find out how to leverage the power of that brand to market their business. They use their new market research skills and brand knowledge to develop a marketing plan and put that plan into action.



Cookie Innovator

Cadettes become business innovators as they learn to innovate in two ways. First, they come up with bigger and bolder goals than ever before. They find unique ways to reach their goals, connect with customers, and share their dreams—all while staying true to their values.

SENIOR



My Cookie Network

Seniors think about how to leverage their network, including their team customers and people who support their cookie business. They learn about other socially-conscious companies as they think about how to leverage and tailor their cookie business messages to different audiences.



Cookie Boss

Seniors gain new skills as they take charge of their business, managing all business logistics. They set goals, create a budget, manage inventory, and create pitches to market their business—all while working as a team.

AMBASSADOR



My Cookie Business Resume

Ambassadors gain new marketing skills as they learn to leverage data, experts, and past experiences to drive their plan. Then they translate their skills into a resume and portfolio that they can use to prepare for the future.



Cookie Influencer

Ambassadors charge of their own skill development by choosing a business skill they'd like to grow as they lead their last cookie business. They learn what it means to be an influencer and how to use that skill to spread the word about the power of Girl Scout Cookies. Then they decide how to leave behind a legacy as they share their knowledge and connections with younger cookie entrepreneurs.

2021 TOP SELLERS

Left to right:
Allison,
Jayleena and
Haley

Allison Bundle
Jacksonville
7,100 Packages

Jayleena Gilmore
Craven-Pamlico
6,500 Packages

Haley Emmett
Harnett
5,843 Packages

The top three sellers in each county/area will receive a large custom patch (in the shape of a medal) from the council.

Personalized trophies will be awarded to the council's top three overall sellers at a special catered luncheon hosted by Girl Scout's NC Coastal Pines CEO, Lisa Jones. These top three sellers will also be featured in the Cookiegram newsletter the following year!



RECOGNITIONS & PATCHES

In addition to learning valuable life skills in the Cookie Sale Program, there are many incentives, recognitions, and boost bar patches that girls can earn based on their individual and cookie booth sales.

End of Sale Recognitions

At the end of the sale troops tabulate each girl's total package sales by adding her initial cookie order plus any additional sales during the "Planned Order" phase, including donations to Operation Cookie Drop, packages sold online and sold at cookie booths.

Recognitions are cumulative up to the 1,000 box level only – which means girls will earn all the recognitions up to and including the item at their individual selling level. For example, a girl selling 2,100 boxes will receive the 2,000+ super/bar patch, telescope, plush blanket, koala slippers, koala dream light, beach towel, plush koala, light up journal, t-shirt, clip on plush koala, drawstring bag, color inks pen, mood cup and theme key ring. Wow! That's a ton of cool stuff!

Please note that girls in troops that elect the higher proceeds plan do not receive End of Sale recognitions but do receive boost bar patches. Please ask your child's troop cookie coordinator which plan the troop voted on.



Theme key ring
25+ packages



Color Changing Stadium Cup
50+ packages



Color Inks Pen
100+ packages



Drawstring Bag
150+ packages



Clip on Plush koala
200+ packages



T-Shirt and Diva Boost Bar
300+ packages



Light up Journal
400+ packages



Plush Koala
500+ packages



Beach Towel
600+ packages



Koala Dream Light
700+ packages



Koala Slippers
800+ packages



Plush Blanket
900+ packages



Sport Bag, Silipint Tumbler, and Hoodie
1,000-1,499 packages



Orb Levitating Disco Light speaker
1,500-1,999 packages



Telescope*
2,000 to 2,499 packages



Popcorn Cart OR Snow Cone Cart
2,500-2,999 packages



Ping Pong Game Table
3,000-3,499 packages



4 in 1 Game Table or Skiball Game
3,500 to 3,999 packages



7' Chill Sack Memory Foam Bean Bag
4,000 to 4,999 packages



Canon EOS Digital Camera
5,000+ packages

All girls that sell Girl Scout cookies earn boost bars regardless of the proceeds plan they chose. Boost bars can be placed on the theme Key Ring earned or sewn or ironed on uniforms just like regular patches. Just check out the vests and sashes of other Girl Scouts and you'll see how long they've been selling cookies and how many boxes they've sold each year!



Walkabout: sell 15+ packages during Walkabout Week, Jan. 15-Jan. 21 (Troop Cookie Coordinator must put girl sales in Smart Cookies during this week to qualify)



Achievement Level: Starts at 100 level and goes every 100 package level up to 1,000 then at every 500 level after 1,000



Goal Getter: Enter sales goal in your Smart Cookies account by January 31, 2022



Direct Ship: Sell 36+ packages online via Smart Cookies direct ship



Operation Cookie Drop:
Turn in donations for 15+ packages (\$75)



Cookie Diva: Sell 300 or more packages

Girls must pay their cookie bill in full by deadline set by their troop in order to be eligible for top seller awards, Superstar Destinations, Cookie Dough, and recognitions over 999 packages.

Superstar Destinations & Cookie Dough

The Superstar Destinations Program is always a girl and parent favorite! In 2021 more than 1,000 individual girls qualified for prizes like laptops, cameras, camping equipment, admission passes to theme parks, museums and water parks, Girl Scout membership renewal and the ever popular “Cookie Dough”!

This year, we’ve added some awesome new destinations to choose from in our Superstar Destinations Catalog. More actual destinations than ever before!

Many girls chose Cookie Dough as some or all of their Superstar Destinations and paid for things like resident Girl Scout camp, purchases at the council shops, and other council-sponsored activities and events. Girls can also choose Membership Renewal for the next year as part of their Superstar Destination rewards selection.

Individual girls that sell 500+ boxes, qualify for Superstar Destinations. Go to www.nccoastalpines.org and click Cookies+ / For Cookie Sellers to see the Superstar Destinations catalog and submit your Superstar Destinations request. Superstar Destinations request are due to the Product Sales Department by March 20, 2022. Parents/guardians of each qualifying Girl Scout are responsible for submitting Superstar Destination request forms. This is NOT the responsibility of the Troop Leader or Cookie Coordinator.



Girls must pay their cookie bill in full by their troop's deadline to be eligible for Superstar Destinations. Any delinquent cookie bill payment may result in disqualification from the Superstar Destinations program. Superstar requests submitted after the deadline will be awarded Cookie Dough only. No requests will be issued after June 1, 2022. Superstar Destinations is available to all girls regardless of the proceeds plan chosen by their troop.



Check out a few of our new additions to the Superstar Destination's catalog!



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THE BUY 5 PROGRAM

Entering its 14th year, the Buy 5 Program gives customers the opportunity to win a year's worth (60 boxes) of their favorite Girl Scout cookies. Here's how it works:

- Customers that buy five boxes or more during a single purchase from a girl or troop can qualify. Donations to Operation Cookie Drop also count!
- The girl or troop should give the customer a Buy 5 Coupon. Each girl will be given a supply of these coupons by her troop.
- The customer follows the instructions on the coupon to enter their name in the online Buy 5 Drawing.

- The council will draw the names of six winners and ship Girl Scout cookies directly to the winners in April.

It's that easy! Each year many girls boost their sales just by mentioning the Buy 5 Program to their customers – especially customers that originally ordered 3 or 4 boxes. It's easy to calculate the cost since cookies are sold at \$5 per package- they can buy 5 for \$25! Most customers will want to purchase another box or two just for the opportunity to enter the drawing!



OPERATION COOKIE DROP

Now entering its 17th year, Operation Cookie Drop has made it possible to ship over 1.2 million packages of Girl Scout cookies to our brave military men and women serving overseas, returning from deployment and serving throughout our country!

Why Girls and Troops Participate

- It's easy and can really boost your sales! In 2021 our troops earned over \$50,000 in proceeds from collecting Operation Cookie Drop donations, and individual girls added an average of 30 packages to their sales -- without having to deliver a single package of cookies!
- Some customers don't want to purchase Girl Scout cookies for themselves but want to support Girl Scouts and help you reach your sales goal. Their donation to OCD will do just that – you earn sales credit, and your troop earns proceeds as well.
- Girls that turn in donations for 15 packages or more (\$75.00) receive a 2022 OCD boost bar patch.
- Girls that turn in donations of 30+ packages will be included in each of our 3 drawings to win a giant, 3 ft. stuffed Koala! For every 30 packages donated, the girl gets entered each of the 3 drawings again. So, donations for 60 packages get name entered twice, 90 and it's entered 3 times, and so on.



Here's How it Works

- Collect donations from January 15 to March 6 and give OCD money to your troop as often as possible. (Money must be turned in to your troop in order for a girl to receive credit for OCD. Please communicate regularly with your Troop Cookie Coordinator to make sure these sales are accurately put in Smart Cookies for your Girl Scout.)
- Troops report their total donations at the end of the sale and the council places a special Operation Cookie Drop order directly with the bakery.
- In May our delivery agents deliver cookies to the Packs4Patriots organization in Greenville, the USO in Raleigh, The USO in Jacksonville, Cherry Point Marine Corps Air Station in Havelock, Seymour Johnson Air Force Base in Goldsboro, Fischer House on Fort Bragg and Fort Bragg Army Base in Fayetteville. Cookies are then distributed to deployed and returning personnel by the military branches.



Girls and troops must report all Operation Cookie Drop donations and cannot use donations to pay for other cookie orders or undelivered cookies.

During the 2021 Cookie Program, COVID-19 affected many of our healthcare workers at hospitals and doctors offices, our front line workers like police officers, fire fighters and other first responders, and also it greatly affected our teachers.

To show our appreciation and support, Girl Scouts NC Coastal Pines also donated cookies to New Hanover Regional Medical Center, Vidant Medical Center, Duke Raleigh Hospital, several police stations, fire fighter stations and a few schools within our council.



SUPER SELLERS High Achievers Club

Our heartiest congratulations and gratitude goes out to our NEWEST members of the High Achievers Club – Girl Scouts that have sold 5,000+ boxes of cookies with our council as of the end of the 2021 Cookie Sale. Being a member of this club shows tremendous dedication to the Cookie Sale Program by these girls and their families over many years. New High Achievers receive an engraved plaque, special gift, and a personalized Letter of Recommendation from our CEO, Lisa Jones.

New 25,000+ Box Sellers

Chloe Edge, Robeson

New 20,000+ Box Sellers

Allison Bundle, Onslow-Jacksonville

Jayleena Gilmore, Craven-Pamlico

Bailey Walters, Pitt

New 15,000-19,999 Box Sellers

Natalie Barlow, Onslow-Jacksonville

Kaitlyn Cannon, Wake 18

Allyson Hall, Harnett

Molly Webb, Wayne

New 10,000-14,999 Sellers

Nikki Blake, Wake 23

Aislinn-Anne Brown, Johnston

Mackenzie Brown, Wake 18

Sara Bundle, Onslow-Jacksonville

Simisola Cambell, Wake 22

Kamya Clark, Harnett

Cara Cotugno, Nash

Carissa Donica, Pitt

Christian Joyce, Onslow-Camp Lejeune

Zoey Lattimore, Cumberland 36

Alexandria Locklear, Robeson

Daniella McCready, Nash

Mattisen Revels, Wayne

Katherine Snow, Wake 20

Sarah Stanley, Johnston

Jamilla Thompson, Wayne

New 5,000-9,999 Sellers

Samantha Albertin, Wake 23

Jasmine Baines, Duplin

Alexus Barham, Cumberland 36

Madelyn Bell, Halifax-Northampton

Anna Below, Pitt

Madilyn Blackmon, Wake 15

Zoey Bowman, Scotland

McKenzie Brobson, Wake 14

Elizabeth Brook, Wake 23

Jessica Brook, Wake 23

Lilli Brown, Wake 23

Malia Bryant, Lenoir-Greene

Devyn Bucholz, Wake 18

Hayleigh Cape, Wayne

Chandler Cates, Durham

Micalynn Clark, Hoke

Kristen Colie, Lenoir-Greene

Kristina Colsch, New Hanover

Elizabeth Davis, Harnett

Orion Davis, Wake 20

Molly Dellinger, Onslow-Jacksonville

Haley Emmett, Harnett

Rebekka Faircloth, Cumberland 36

Samantha Frazier, Nash

Tyra Frazier, Nash

Diamond Gilmore, Lee

Carma Glasgow, Wake 15

Kaitlyn Gooch, Granville

Anntwanette Hall, Harnett

Satasia Harvey, Halifax-Northampton

Madeline Helt, Onslow-Jacksonville

Blake Howard, Wake 14

Shamara Humphrey, Duplin

Teagan Hunt, Robeson

Julia Jackson, Durham



Amber Johnson,

Cumberland 36

Sara Jones, Wake 18

Cheyenne Judd, Onslow-Jacksonville

Sophia Kelly-McGinnis, Wayne

Kiernan Kennedy, Wake 20

Masarra Ginn, Lenoir-Greene

Natalia LaGeshe, Craven-Pamlico

Valerie Lawhorn, Craven-Pamlico

Khloe Little, Onslow-Jacksonville

Jazmin Locklear, Robeson

TeAsia McClary, Harnett

Kenley Myers, Wake 14

Loreta Quarmin, Cumberland 36

Addison Ralls, Onslow-Jacksonville

Jessica Roberts, Granville

Katie Salene, Pender

Sarah Simmons, Onslow-Jacksonville

Morgan Stefanick, Wake 23

Gabrielle Tardy, Wake 14

Jasmine Thompson, Carteret

Evelyn Tracy, Harnett

Karissa Tyndall, Cumberland 33

Sera Vasquez, Lee

Alyssa Vineyard-Lowery, Wayne

Alisa Washington, Lenoir-Greene

Sabrina Weingarten, Wake 19

Judith White, Chatham

Summer White, Wake 23

Samantha Woodell, New Hanover

Congratulations to the 2021 highest sellers in each county/area!



COUNTY	NAME	BOXES	COUNTY	NAME	BOXES
Beaufort-Martin	Laney Brinn	1,557	Durham	Phoebe Broache	2,618
Bladen	Eyanna Lewis	588	Edgecombe	Gabria Savage	1,196
Brunswick	Meadow Stocks	2,163	Franklin	Layla Warlick	1,215
Carteret	Lillie Foley Jones	1,503	Granville	Kiley Steffenella & Laney Steffenella	2,000
Chatham	Birdie Pedraza	1,429			
Columbus	Victoria Norris	1,036	Halifax-Northampton	Abigail Cox	1,537
Craven-Pamlico	Jayleena Gilmore	6,500	Harnett	Haley Emmett	5,834
Cumberland 33	Matilda Cooper	2,835	Hoke	Nixi Brock	1,651
Cumberland 36	Zoey Lattimore	2,041	Johnston	Sarah Stanley	2,718
Duplin	Y'Anna Rivers	1,767	Lee	Georgia Kate Tatum	1,004

Navigating the Cookie Program during the continued COVID-19 Pandemic

The 2021 Cookie Program proved to be unlike any other due to the COVID-19 pandemic. While our country started to get back to some sense of normalcy, we now find we are still not out of the woods due to the new variants of COVID that are surfacing. These are certainly uncharted waters for all of us. Throughout the 2022 Cookie Program, the safety of our girls and volunteers is our top priority. The pandemic continues to affect every decision we make regarding this cookie season, and we have adapted processes and procedures to ensure girls have an amazing Cookie Program experience while staying safe.

The tools and resources available will allow you to select the level of participation and contact that's comfortable for your family. In all phases of the Cookie Program, we and our bakery partner committed to minimizing contact, and making necessary changes as needed.

We will continue to monitor the state of our nation and ask that you adhere to all safety and health regulations imposed by our Federal, State and local governments. As the COVID landscape continues to change, we will constantly be communicating with troops and volunteers to adjust our rules and guidelines to provide as safe of an environment as possible to continue our Cookie Sale Program.

Our current safety guidelines include wearing a mask, social distancing, and limiting the number of girls and adults at booths to no more than 2 girls and 2 adults and of course having hand sanitizer readily available at booths. Last year, we implemented new practices and guidelines (showcased in our Booth Guide) like turning booth tables with the short end to the customer to create 6 feet between customers and Girl Scouts at all times. We've advised each troop they may want to create a simple "push/pull bin" for cookies/payments to use at booths and given instructions on how to do this inexpensively. Your Girl Scout troop also has a unique QR code in Smart Cookies that can be printed out and placed at the front of booth tables. Customers then scan the QR code with their phone and pay for their purchase directly from their phones. This reduces the exchange of money or credit card contact between girls/volunteers and customers.

Last year ABC Bakers, moved quickly and made changes to Smart Cookies in order to aid in contactless selling as well. Customers have the ability to prepay online for all orders, even orders delivered by your Girl Scout. Once a customer's order is paid for online, no-contact drop offs to the customer will be simple! Each individual girl and troop has their own sales link again this year that can be posted on all social media sites as well. Potential customers simply click on the link and are guided through the order process- all online. They can choose direct shipment to their door (our council is also providing a nice subsidy on all shipping costs) or can choose girl delivery (if the parent/guardian has enabled the girl delivery option in the Girl Scouts Smart Cookies account).

Another protective measure we've brought back in 2022 for walkabouts and door to door sales are customizable door hangers. Each girl should receive several doorhangers from her troop that she can fill out and place on potential customer's doors. More doorhangers can also be printed from the electronic file located on our website. Customers can use the sales information on the door hanger to order cookies and pay for them online. Once the order is paid for, each Girl Scout can make a no-contact "porch drop off". *Please do not include girls full name on the door hanger.

Please talk to your Troop Cookie Coordinator for more details about how you can aid your Girl Scout in selling safely this cookie season. There are many short instructional videos the baker has created that are available for you to watch. On your Smart Cookies main page (the Dashboard) you will see a link for Safety & Training. Under this link are all the videos to guide you through every aspect of Smart Cookies and can show you how to utilize all these tools to enable a safe and successful cookie sale.

You can find additional GS-NCCP COVID-19 guidelines on our website (www.nccostalpin.es.org) and in the 2022 Booth Guide (for the Cookie Program).

Participation activities such as contactless drive-through booths and porch drop-offs are also great options for the Cookie Program (masks and social distancing may be required depending on local and state requirements at that time). We encourage you to make the best decision for you and your family.

COUNTY	NAME	BOXES	COUNTY	NAME	BOXES
Lenoir-Greene	Malia Bryant	2,294	Scotland	Abigail Williams	1,530
Moore	Lyla Sinisi	1,436	Vance-Warren	Mariah Harrison	3,193
Nash	Daniella McCready	4,025	Wake 13	Lauren Lennon	1,502
New Hanover	Skyla Hart	4,064	Wake 14	Ella Caldanaro	2,633
Onslow - Camp Lejeune	Christian Joyce	1,905	Wake 15	Sarah Cate Parsons	2,168
Onslow - Jacksonville	Allison Bundle	7,100	Wake 16	Kynnady Lassiter	1,614
Orange	Sarah Ellie Penny	1,817	Wake 18	Mackenzie Brown	4,854
Pender	Summer Gurganious	1,100	Wake 19	Reagan Sitar	1,527
Person	Latrell Baker	1,336	Wake 20	Chloe Huggler	3,600
Pitt	Bailey Walters	5,624	Wake 22	Simisola Cambell	3,101
Richmond	Masey McLaughlin	1,503	Wake 23	Elizabeth Brook & Jessica Brook	4,100
Robeson	Chloe Edge	2,346			
Sampson	Elizabeth Lee	1,179	Wayne	Mattisen Revels	2,648
			Wilson	Maggie Hallam	1,382



it's COOKIE TIME

Parent FAQs

Who can sell Girl Scout cookies?

Registered Girl Scouts who have submitted a signed Permission Form may sell Girl Scout cookies. Participation in the sale is optional.

Where can girls sell cookies?

Girls can sell cookies within our 41-county jurisdiction. There are no restrictions on where girls can sell door-to-door within our council (i.e. no girl or troop has exclusive rights to any town, area, neighborhood, or street). However, requests for cookie booths must be submitted by the Troop Cookie Coordinator and approved by the Booth Coordinator in the county/area in which the booth would be set up. Different rules may apply on military bases, so please check with the appropriate persons regarding selling on base.

When should customers pay?

Customers should pay when cookies are received, except when ordering online. Online orders do allow for prepayment of cookies via credit card.

Can customers pay with a check and to whom should it be written?

Yes, girls and troops can accept checks from customers they know but should not accept checks from strangers or checks over \$25 in value. Parents are encouraged to help their Girl Scout set up her Smart Cookies account so credit and debit cards can easily be used for payment by customers through this platform. Offering credit and debit card payment option will reduce the need to accept checks from customers and decrease any potential dishonored checks that could occur.

Can customers return cookies?

If a customer believes that a box of cookies is in any way unsatisfactory, the box can be returned to the troop for a replacement or a refund.

Can girls return cookies?

Once a parent/guardian signs for cookies they cannot return them and the parent is responsible for paying for them. However, troops and parents need to work together to aid in getting any remaining cookies sold to help the troop achieve its overall sales goal.

When should parents pay for their cookies?

Parents should turn in money weekly and by each deadline set by their troop.

A typical Girl Scout in our council sells an average of 300 packages of cookies and generates between \$195 and \$255 in proceeds for her troop! It starts with the girl and her family committing themselves to helping the troop achieve their goals. Support can be offered in many ways – like serving as the Troop Cookie Coordinator, helping girls make cookie sale posters, staff cookie booths, managing cookie inventory, or helping distribute cookies, among other things. Check with your Girl Scouts troop to see how you can help!

COOKIES
ARE
\$5.00
A BOX



Adventureful



Toast YAY



Lemonades™



Shortbread



Thin Mints



Peanut Butter Patties®



Peanut Butter Sandwiches



Caramel deLites®



Gluten Free
Caramel Chocolate Chip



How the cookie crumbles

Revenue generated by the Cookie Program goes directly to troops or is designated for program opportunities that directly support girls and/or adult members in our council.

54%

girl and adult programs, camps, and training

26%

cost of cookies and distribution

18%

troop proceeds, bonuses, patches and recognitions

2%

administrative expenses

Safety First

Remember to use these guidelines to participate safely in the Cookie Sale Program:

- > Follow all COVID-19 safety guidelines and regulations in your county.
- > Keep 6 feet from customers and other troop members you are selling with
- > Wash your hands often and/or use hand sanitizer often
- > Sell only during daylight hours and in neighborhoods with which you are familiar
- > Younger Girl Scouts should be accompanied by an adult at all times; Girl Scout Cadettes, Seniors and Ambassadors should use the buddy system or be with an adult
- > Never enter the home of a stranger
- > Do not give customers your last name or address
- > Practice pedestrian safety
- > Do not carry large amounts of money
- > Do not accept checks for more than \$25



girl scouts
north carolina
coastal pines

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