

## Cookie Lingo

- Smart Cookies- the online platform that is used by GSSI to allow girls and volunteers to manage every aspect of their cookie business.
- SUCC or Service Unit Cookie Chair- volunteer who helps coordinate the Cookie Program in a specific service unit.
- Cookie Volunteer- volunteer who helps coordinate the cookie program in a troop.
- Cookie Cupboard- a location where cookies are housed and stored. Troops can make arrangements to pick up additional cookies at a cookie cupboard from the cookie cupboard manager.  
{Cookie Cupboard locations: Vanderburgh, Perry, Knox, Dubois, Daviess/Martin}
- Initial Order- girls are able to take pre-orders for cookies. This initial order is done December-January. Girls will turn these initial orders into their troop/cookie volunteers who in turn will enter it in Smart Cookies. Girls can continue to take orders throughout the entire cookie season (December-March). Cookies arrive in February.
- Friday Cookies- allows troops to check out cookies for the weekend and return unopened cases back to the council. There are specific rules and dates in regards to Friday Cookies. (See [Friday Cookies in Cookies 101](#)). Troops find Friday Cookies beneficial for cookie booths.
- ABC Bakers- the baker GSSI uses for the cookie program. There are two bakers used by GSUSA, ABC Bakers and Little Brownie Bakers.
- Case- 12 packages of cookies
- Package- 1 box of cookies
- Cookie Booth- An in-person sale where your troop partners with a local business to sell cookies in their storefront. Booths are conducted by troops. Individual girls and families do not conduct booth sales. Cookie booths are held when cookies come in during the months of Feb-Mar.
- Recognitions- Recognitions are items the girls earn through the cookie program. Girls can earn physical prizes, Cookie Dough (Girl Scout money), or opt out of both to receive more financial profit for their troop (this is for Junior girls and older. See [Troop Proceeds in Cookies 101](#)). Girls have the opportunity to earn an early recognition if they pre-sell 180 packages or more for their initial order. Girls also can earn additional items if they participate in the Online Direct Ship aspect of the cookie program. The early recognition comes in when cookies come in during the month of February. The remainder of the recognitions come in after the cookie program during the month of April.
- Cookie Dough- Cookie Dough is a credit that girls may choose as cookie program recognition. Cookie Dough can be used to pay for membership, council/troop activities, and supplies associated with Girl Scouting.

- Direct Ship- Girls are given a specific link to share with friends and family online. This allows customers to purchase cookies through the link and have them shipped directly to the customer. Payment is made right then to the council, the cookies are shipped from the bakers, and the girls receive the credit for the sale. Girls can share their direct ship link throughout the entire Cookie Program, December-March. Troops will also have their own troop link to share with friends and family.
- Gluten Free Orders- ABC bakers offers a gluten free cookie. This cookie is made in a separate bakery that is certified Gluten Free. We do place pre-orders for troops to have these cookies. There is a limited amount that will be available in the cookie cupboards. Most troops pre-order 1 case (12 packages). The pre-order is due at the end of September. The gluten free will not be ordered again through the council during the Cookie Program but can be ordered through direct ship if none are available in the cupboards. The GF cookie is not on the girl's order forms. Troops will need to keep track of GF cookies sold during the pre-sale (Dec and Jan) and fulfill this order through their pre-order or the cupboard.
- Transfers- Transfers happen when cookies are moved from a cupboard to a troop, from a troop to a troop, from a troop to a girl. Transfers are done in Smart Cookies. Council/Cupboard Managers will take care of transfers from cupboards to troop. Troops are responsible for transferring cookies from troop to troop or troop to girl.
- Girl Balance Summary- This report is found in Smart Cookies and is used at the end of the cookie program to show the girl what the remainder of her balance is that needs to be turned into the troop. This report shows the girl's initial order, booth cookie transfers, non-booth cookie transfers, direct ship orders, what has been paid, what is owed, and the total packages sold.
- Troop Balance Summary- This report is found in Smart Cookies and is used at the end of the cookie program to show the remainder of the balance owed to the council and what the troop will keep as profit. This report shows the total girls who sold cookies, the average package per girl, total packages sold, the troop profit, the council money owed, and the balance owed from the troop.
- Troop Cookie Link- This was previously known as virtual booth link. This is the link the troop will share when they are holding a virtual booth. This link is shared with family and friends and the order is placed and paid for online. The troop then has a pickup location at a later date for customers to pick up their pre-paid orders from the troop.
- Troop Shipped Only Link- This was previously known as troop direct ship link. This link is for the troop to share via social media. Orders are placed and paid for online and the troop gets the credit for the sale. The troop leader does need to distribute these orders to girls in her troop before the end of the program. This link is what is shared on the council website cookie finder when customers who don't know a Girl Scout are looking for cookies. These troop links are rotated out on the council website. Cookie Finder is not available until 02/18/22.