

Cookie Program Glossary

ABC Bakers - One of two bakeries licensed by Girl Scouts of the USA (GSUSA) to provide cookies for the annual Girl Scout Cookie Program. Our Council partnered with ABC in the Summer of 2022.

Automated Clearing House (ACH) - ACH is the banking system used for electronic fund transfers during the Cookie Program. There are 2 ACH sweeps for the GSMW Cookie Program.

Case of Cookies - 12 packages of a cookie variety in a cardboard box.

Cookie Booth - A stationary sale of Girl Scout cookies at a public location and customers come to you.

Cookie Finder - This database of booth sale sites is a terrific way to connect customers to cookies. You'll find it at girlscouts.org and gsmw.org. Potential customers can type in their zip code, and the Cookie Finder displays all current and future active booth site locations within that zip code.

Gift of Caring - (Cookie Share) Donation program where customers purchase packages of cookies and cookies are donated to local hometown heroes. Service Units/Troops can request cookies from a cupboard for donation locally (where available) at the end of the Cookie Program in April.

Cupboard - A location used by Troops to pick up additional cookie inventory or exchange damaged product. The cost of additional product is added to the balance due from the Troop at the end of the program.

Digital Cookie - A digital platform providing girls with a fun, safe, and interactive space for selling cookies online. Customer payments can be processed through the app. This includes credit cards as well as Venmo and PayPal on In-Hand orders only. This platform also manages orders, sales reports, and booth selections for volunteers.

Girl Balance Summary - A detailed report of girl cookie balance and financials available in Smart Cookies.

Girl Cookie Order Detail Report - A comprehensive report in Smart Cookies that shows girl delivery online orders in detail. This report indicates if cookies ordered for Girl Delivery through Digital Cookie are included in Smart Cookies totals.

Girl Initial Order Rewards - (Early Recognitions) Items earned by a girl for specific levels met by the Initial Order.

Girl Final Rewards - (Main Rewards) Items or Rewards Cards earned by a girl for meeting a specific package level by the end of the Cookie Program.

Initial Order (IO) - Cookie orders submitted to GSMW (Girl Scouts of Montana & Wyoming Council) for service unit delivery at the beginning of the Cookie Program. These are the very first cookies that are delivered to customers by girls.

Internet Safety Pledge - An agreement made by girls and supported by caregivers stating that they will use online resources in a safe manner. Form must be completed and submitted before using Digital Cookie.

Online Girl Delivery - Order that are placed and paid for online through Digital Cookie for girls to hand deliver to their customers.

Opt Out - Cadette, Senior and Ambassador (CSA) Girl Scouts have the option to forgo rewards items for additional proceeds.

Outstanding Balance Form- Online form that is completed by the Troop regarding a Troop or caregiver balance that is unpaid. This form is submitted to council with necessary documents including signed receipts and information about collection attempts.

Per Girl Average (PGA) - A calculation of the average number of packages sold per girl participating. This is the total number of packages sold by the Troop and divided by the number of Girl Scouts who are participating (have sold at least 1 package). This average does not include girls who registered members but are not participating in the program.

Planned Order - (Formerly cupboard order/ pending order) Troops can place planned orders from a local cupboard to get additional cookies for upcoming Cookie Booths or deliveries in Smart Cookies by Sunday at 11:30 PM. These orders are placed by full cases or 12 packages. Orders are considered pending until they are picked up.

Premium Booths- Booths that are designated as high traffic locations such as Walmart, Sam's Club and Albertsons/Safeway, Smiths and other designated stores. Booths are available for selection through Smart Cookies.

Rewards Card - Reward option that can be chosen instead of a physical item. Reward cards can be used to purchase items through the GSMW Shops, Council Programs and Camps, GS Memberships, International Travel and Destinations and Council-approved Troop Trips. Girls who choose a Rewards Card will receive a physical card.

Service Unit (SU) - A community of volunteers and girls in a specific geographic area. The Service Unit is an essential support system that organizes training, mentorship, and membership support for volunteers, girls, and families.

Service Unit Product Manager (SUPM) - Volunteer who coordinates the Cookie Program for the Service Unit or Troops in a community.

Smart Cookies - A digital platform for volunteers to manage orders, sales reports, booth selections and financials.

Troop Initial Order Rewards - Items that are received by girls and Troop Leaders when the Troop meets a certain level per girl average (PGA) by Initial Order.

Troop Proceeds — Money earned by a Troop based on their total cookie sales.