Dear Parent/Guardian:
Thank you for supporting your Girl Scout as she experiences financial empowerment through the cookie program. The program provides girls the opportunity and equity to explore their interests while funding their entire Girl Scout experience. Please read this agreement in its entirety, complete the information on the back, sign, and turn in to your Troop Product Manager. A copy of this agreement may be found at gsnorcal.org/en/cookies/cookie-resources.html.

Pricing
Care to Share project donations and core varieties are priced $5: thin mints, trefoils, do-si-dos, tagalongs, samoas and lemon-ups. Specialty varieties are priced $6: Girl Scout s’mores and toffee-tastic. Money is only collected when the transaction is completed: Care to Share at purchase, cookies at delivery (unless purchased for girl delivery online via Digital Cookie).

Digital Cookie
The Digital Cookie program is an online entrepreneurial experience for girls to learn the importance of branding themselves online so their businesses stand out. The program also meets customer needs to have cookies paid by credit card and either shipped directly to them or hand-delivered by your girl. To ensure girl safety, we recommend girls not post their last names, addresses, phone numbers, or email addresses when marketing their business. Adults should be aware of where and how girls are sharing their business links with customers.

No Product Returns
Cookies ordered by troops are paid for in advance by GSNorCal and may not be returned. Parents do not pay for cookies in advance when initially received from the troop. Parents must stay in constant communication with their troop regarding inventory so we can ensure all 24,000 girl businesses are supported appropriately. Parents should ensure that cookie packages remain cool, dry, pest-free, and smoke-free. The troop has the discretion to not take product back from parents if it is deemed not sellable due to improper handling.

Parent Payments
GSNorCal collects cookie revenue directly from troop accounts twice during the cookie program. Parents should turn full revenue collected over to the troop in a timely manner so that sufficient funds are available for each debit and troop proceeds are not impacted by bank fees.

Parents are financially responsible for any product they do not return to the troop by the dates requested and may incur a $35 fee if full revenue collected is not turned in to the troop by March 19, 2020.

Booths
All booths must be coordinated through the troop with the Service Unit (SU) Booth Coordinator or SU Product Manager. The only exception is a booth on the property of the girls home (not the sidewalk, which is public).
- A booth is any stationary site where girls are selling to the public. Check with your troop for guidelines regarding booth locations.
- Adults supervising booths need to have a copy of the eBudde confirmation sheet of the booth site provided by your Troop Product Manager and adhere to business guidelines included in confirmation.
- GSNorCal allows booths to occur with only 1 girl and her guardian, provided only the girl manages the transactions.

Product Program Etiquette
The Girl Scout Cookie Program is the most publicly visible activity in Girl Scouting that represents all 2.5 million Girl Scouts’ reputation in our communities.
- Girl Scouts should wear Girl Scout identifying clothing (vest/sash) while selling publicly.
- Adults should contact the Troop Product Manager or SU Product Manager immediately if conflicts arise. Please do not confront other adults in front of girls or the public.
- Remember, the girls are entrepreneurs running a business and need your support to set an example for them.

Recognitions
- All items/Reward Card amounts are cumulative up to the highest level achieved.
- Reward Cards are mailed directly to girls at their home address. Update by contacting info@gsnorcal.org or 800-447-4475 ext. 0.
- Review and indicate your girl's recognition choices at all levels on this agreement and turn in to your Troop Product Manager.
- Girls who reach 500+ packages automatically receive the 10% Camp Boss discount off a GSNorCal camp session and will be contacted at the end of the program. Girls who reach 1000+ packages automatically receive the acrylic plaque and dollar for dollar Reward Card Camp Match to celebrate their achievement.
- Individually registered girls (IRMs) in grades 6-12 may participate in the program with their parent as their own Troop Product Manager. Girls will receive Reward Card proceeds based on their achievement level in addition to the standard reward plan.
- Older girl troops (Cadette, Senior, or Ambassador) may opt out of receiving girl rewards and earn an additional 15 cents per package. All girls in the troop should agree and sign the 2020 Troop Opt Out Form.
<table>
<thead>
<tr>
<th>Reward Item Choices – indicate your Girl Scout’s choice for each level by putting an X on the line.</th>
</tr>
</thead>
<tbody>
<tr>
<td>60+ Pkgs</td>
</tr>
<tr>
<td>100+ Pkgs</td>
</tr>
<tr>
<td>150+ Pkgs</td>
</tr>
<tr>
<td>200+ Pkgs</td>
</tr>
<tr>
<td>250+ Pkgs</td>
</tr>
<tr>
<td>325+ Pkgs</td>
</tr>
<tr>
<td>450+ Pkgs</td>
</tr>
<tr>
<td>600+ Pkgs</td>
</tr>
<tr>
<td>800+ Pkgs</td>
</tr>
<tr>
<td>1100+ Pkgs</td>
</tr>
<tr>
<td>1500+ Pkgs</td>
</tr>
<tr>
<td>2000+ Pkgs</td>
</tr>
<tr>
<td>2500+ Pkgs</td>
</tr>
<tr>
<td>3000+ Pkgs</td>
</tr>
</tbody>
</table>

**200+ Tee Size:** ____ Youth M ____ Youth L/Adult S ____ Adult M ____ Adult L ____ Adult XL ____ Adult 2XL ____ Adult 3XL

*The GSNorCal product team will reach out directly to girls to choose from the colors offered in early April 2020.

Parent Responsibility Agreement

By signing below, I understand and agree to the following:

- My girl is a registered member of the Girl Scouts of Northern California for the 2019-2020 membership year.
- My Girl Scout has permission to participate in all cookie program activities. I understand that participation is voluntary.
- My Girl Scout will have adult guidance at all times when participating in the program, in-person and online.
- I accept personal financial responsibility for all products and money my Girl Scout receives and all packages that are not returned to my troop by the date requested. GSNorCal reserves the right to take appropriate collection action to secure payment for product received.
- I will request and retain a receipt each time product is received and money is turned in to the troop.
- Only Girl Scouts sell Girl Scout products. Family members, friends, and businesses may not sell Girl Scout products.
- My Girl Scout will not take orders for any products in-person before the GO DAY start date of February 10, 2020.
- My Girl Scout will only sell packages for the council-designated pricing by variety on this agreement.
- All donations accepted will be applied towards the Care to Share project during the program dates of January 25-March 15, 2020 per IRS regulations.
- I will ensure that the full revenue collected for all products my girl receives is submitted to the troop by March 19, 2020 or GSNorCal will charge an additional $35 processing fee.
- My Girl Scout will not sell packages outside GSNorCal council boundaries unless sold online via Digital Cookie.
- My Girl Scout and I will model commitment to the Girl Scout Promise, Law, and philosophy at all times.

Girl name: ____________________________________ Parent/Guardian name (print): ______________________________________

Parent/Guardian signature: ______________________ Date: ________________ Phone: ______________________

Email: ______________________________________ I have received my Troop and SU Product Manager’s contact information for questions while at booths. ______(initials)