


Girl Scout Cookie Lingo



ACH (Automated Clearing House)	An electronic fund transfer made between banks and credit unions across what is called the Automated Clearing House network. With cookies, we use ACH to withdraw funds from your troop bank account at various intervals to pay for the cookies you've sold.
Booth	A location where entrepreneurs can sell cookies to the public (example: in front of a store).
CTS	An acronym used for Care to Share, our cookie donation program.
Cupboard	A location where council cookie inventory is housed for troops to pick up additional cookies.
Delivery	Refers to the delivery of troops' starting inventory orders. It happens once during cookie program.
Digital Cookie	The online platform that helps entrepreneurs superpower their cookie sales as they go beyond the booth with mobile and online channels. The platform is a fun, educational tool that helps Girl Scouts run and manage their cookie business online.
<ul style="list-style-type: none">• Direct ship	Online order shipped directly to the customer for a shipping fee.
<ul style="list-style-type: none">• Girl-delivered	Online order delivered by the Girl Scout.
<ul style="list-style-type: none">• In-hand	Credit card payment run through Digital Cookie.
Entrepreneur	A Girl Scout participating in the Cookie Program.
gsLearn	Girl Scouts' official online and on-demand training forum. It empowers users ("learners") to complete training at their own pace. Learners have access to Girl Scout-specific content that supports accuracy and consistency across the Girl Scout Movement.





Initial Order	The first, and usually largest, order a troop orders. This order is placed through the initial order tab in Smart Cookies in mid-January and picked up at delivery in early-February.
Juliette	An individually registered Girl Scout who is not part of a troop.
PGA	“Per Girl Scout average.” It is the total number of packages sold divided by the number of entrepreneurs selling cookies.
Proceeds	Monies provided by Girl Scouts of Northern California to troops participating in the Girl Scout Cookie Program.
Program Launch Day	The first day of the Cookie Program when Digital Cookie launches! Girl Scouts can begin taking orders via their order card and Digital Cookie.
Public Cookie Sales	Cookie sales that are made to the public, those people you do not consider friends or family. This includes door-to-door, wagon pulling, and booth sales. These sales can begin once you have your physical cookies in hand.
Rewards	Benefits received by or for Girl Scouts participating in the program and based on program activity.
<ul style="list-style-type: none"> • Council Credit 	Credit that a Girl Scout can use toward participating in council programs, camps, at the Girl Scout retail shop, or have sent to her troop to be added to troop funds.
<ul style="list-style-type: none"> • Adventure Points (AP) 	After the 400+ package level, Girl Scouts earn the number of Adventure Points at their final earning level, but after 3AP they can mix and match from multiple AP levels when selecting their reward.
Service Unit Cookie Program Chair (SUCPA)	A volunteer who supports troops in their service unit throughout the cookie program.
Smart Cookie	A cookie volunteer’s best friend! Here’s where you’ll order cookies, track deliveries, and more.
Troop Cookie Chair (TCC)	A volunteer who supports the Girl Scouts in their troop throughout the cookie program.