



Service Unit Team Cookie Newsletter

March 2, 2026

What's Baking?

We are in the final two weeks of the cookie program! Many troops are in clean up mode and now is the time to remind those who are still actively selling at booths to check the Cookie Exchange Sheet in the [Google Drive](#), or other Service Unit avenues, for troops who have cookies to transfer out. It is encouraged that troops take transfer stock from sister troops before going to the cupboard.

Cookie Hotline Support

Our Cookie Hotline 510-995-2900 will be open through March 15:

Monday – Thursday | 9:00 AM – 7:00 PM PT

Friday – Sunday | 9:00 AM – 9:00 PM PT

SUCPA

- SUCPA can begin to review the [SU Season Close Out Checklist](#) for Smart Cookies to start preparing for the lose out of the sale.
- Track your Service Unit Girl Participation Bonus in **Smart Cookies → Dashboard → Stats → Girls Selling.**
 - **80% participation:** earns \$0.01 per package
 - **85% participation:** earns \$0.02 per package

Encourage non-participating girls to join through the [Cookie Lite Program](#) to help your Service Unit reach the higher bonus level and help her reach her goals!

- Check in with your troops to see if they need support or have questions completing their Care to Share allocations.
- Remind Troops that Smart Cookies credits the Care to Share money to Girl Scouts, but does not credit the packages from girl delivery with donation or cash Care to Share orders at the same time. They must allocate the Care to Share packages via the Virtual Cookie Share Tab (or Smart Booth Divider) in Smart Cookies. If they fail to allocate Care to Share, it appears that the Girl Scout has collected more money than cookies sold.

Allocating Care to Share

There are still over 13,500 unallocated Care to Share packages floating around out there. Make sure Girl Scouts are getting what they worked so hard for and deserve by allocating all your Care to Share in Smart Cookies.

Please run the **Pending Manual Cookie Share Report** in Smart Cookies and proactively reach out to troops to remind them to:

1. Update any outstanding Care to Share allocations reflected on the report.
2. Confirm all transfers are entered and fully completed in Smart Cookies.
3. Prepare to share the **Girl Balance Summary** with families in the coming weeks.

If they need help allocating Care to Share, share some of gsHelpCenter articles about Care to Share allocation:

- [Allocating Care To Share in Smart Cookies](#)
- [Allocating Care To Share| Scenarios](#)
- [Virtual Cookie Share-Gir Links](#)
- [Understanding Reports in Smart Cookies](#)

Special Coupon from Jamba

Jamba wanted to thank our members for partnering with them for booths. Here's a coupon for you to enjoy!



**Buy One Smoothie
or Bowl,
Get One Free**

Expires 12/31/2026. Offers valid at PARTICIPATING LOCATIONS ONLY. Please Scan QR code to see list of stores. Buy one smoothie, get one free (of equal or lesser value offer. This coupon must be presented at the time of purchase to receive discount. In-Store redemption ONLY - cannot be used on Jamba app, website or delivery apps. Limit one coupon per customer, per visit. Cannot be combined together or with any other offer. No cash value

jamba
smoothies • juices • bowls

Check out the Troop Newsletter for Topics like:

- Care to Share Match
- New girl resource
- Giveaways
- Opt-out of individual rewards Reminder

- Booth Reminders
- Digital Payments
- Cookie Finances
- Cupboard Reminders

Upcoming Programs

Market DisruptHERS

For Cadette, Senior, and Ambassadors

Begin as an entrepreneur. Leave with resume-ready skills! In this hands-on program, Girl Scouts explore how innovation and technology are transforming the business landscape. Building on the foundation of the Girl Scout Cookie Program, participants will use the DoorDash business model to dive deeper into advanced business concepts such as market disruption, customer experience, and digital logistics.

Some sample items you can add to your resume upon completion of this program:

- Apply advanced entrepreneurship concepts including market disruption, customer experience, and digital business models
- Analyze real-world business models and identified long-term changes that resulted from market disruption
- Build on experience from the Girl Scout Cookie Program to explore scalable and modern business practices
- Practice leadership, teamwork, and professional communication in a group setting
- Strengthen problem-solving, critical thinking, and strategic planning skills

This program will launch at the end of March! [Check back for more details.](#)

Cookie CEO: Pitch Program

For Cadette, Senior, and Ambassadors

This spring, Girl Scouts will have the opportunity to participate in our pitch program, an exciting program designed for Cadette, Senior, and Ambassador Girl Scouts. Girl Scouts that participate in the program will learn how to write and deliver a business pitch to real corporate partners! The program will spark confidence, sharpen communication skills, and provide real-world business experience. This program can be joined virtually or in-person at select locations in San Jose and East Bay. Earn up to 2 Adventure Points for participating in this program! [Click for more details.](#)

Financial Literacy

For Daisies, Brownies, and Juniors

This fun Money Moves workshop on Saturday, May 2 at the San Jose Girl Scouts office helps Girl Scouts earn their financial literacy badges through games and real-life skills, with funding proudly sponsored by the Charles Schwab Financial Literacy Grant. [Register here.](#)

Financial Literacy

For Cadettes, Seniors, and Ambassadors

On Saturday, May 2, Girl Scouts can attend the *Make Money Moves!* Financial Literacy Workshop at Patelco Credit Union to learn budgeting, saving, credit, interest, and investing from industry experts while earning their Financial Literacy badges, with caregivers invited to learn about Patelco's free financial coaching. Funding for this program provided by the Charles Schwab Financial Literacy Grant. [Register here.](#)

Girl Scout Day at the Zoo

On Saturday, May 9, Girl Scouts, families, and friends are invited to enjoy a fun-filled Day at the San Francisco Zoo and Gardens featuring animal encounters, swaps, lawn activities, conservation learning, and special bridging ceremonies for Daisies and Brownies. This program is also offered as a cookie program reward! See more details and [register here.](#)

Upcoming Dates

- **March 12** | Care to Share Match Day
- **March 15** | Girl Scout Cookie Program ends
- **March 18** | Final rewards due in Smart Cookies by 11:59pm PT
- **March 22** | [Parent Past Due Cookie Account Form](#) due by 11:59pm PT
- **☛ March 22** | **SU deadline to help with allocation of cookies and rewards in Smart Cookie by 11:59pm PT**
- **March 25** | [ACH Credit Form](#) due by 9am to notify the council of any change to final ACH
- **March 27** | Final ACH*: 100% due to Council (will include any reward charges or credits)

☛ = Service Unit Dates

Training Highlights

To help the troop webinars stay focused, Service Units have a separate weekly Q&A webinar every Tuesday. [Join us](#) and get your questions answered!

Watch previous SU Tuesday Night Webinar Recordings in the 636 Service Unit Cookie Overview 2026 course by logging into gsLearn and [clicking here to access!](#)

Read previous Cookie Newsletters in [gsHelpCenter](#).

We invite you to join Troop Cookie Chair Wednesday as a listener, but we ask if you have Service Unit level questions, you ask those on Tuesday night SU trainings or directly to your council Entrepreneurship Program team members.

[March 4: Open Q&A](#)

[March 11: Submitting Final Rewards & Reward Delivery Information](#)

[March 18: Wrapping Up & Submitting Parent Past Due Accounts Form](#)

Watch previous webinar recordings in the [636 Troop Cookie Chair Recorded Webinars 2026 gsLearn](#).

Want a refresher on upcoming cookie tasks? Here are some gsLearn trainings we suggest you review:

Troop Cookie Chair (TCC) Training to review:

- Inventory Management Module
- Money Management Module
- Booth Sales Module

Digital Cookie Volunteer Training Resources:

- Troop Booth Pickup Order
- Digital Cookie Mobile App

Smart Cookies Volunteer Training in gsLearn:

- Transfers
- Smart Booth Divider
- Planned Order
- Managing Orders

Quick Bites to Review:

- [Transfers](#)
- [Planned Orders](#)
- [Managing Orders](#)
- [Managing Orders Screen \(Refine Search\)](#)
- [Scheduling Booths – FCFS](#)
- [Smart Booth Divider – Single Booth](#)
- [Troop Direct Ship Orders](#)
- [Troop Site Link & Troop Pick Up Orders](#)
- [Virtual Cookie Share Orders – Girl Links](#)

Next Steps

Run the Pending Manual Cookie Share report in Smart Cookies and proactively reach out to Troops and remind them to:

1. Update Care to Share based on the report
2. Make sure all transfers are in and complete
3. Prepare to share the Girl Balance Summary with families soon

Review [Understanding Reports in Smart Cookies.](#), [Allocating Care to Share | Scenarios](#), [Allocating Care to Share in Smart Cookies](#), and the [Quick Bite: Cookie Share](#) for guidance.

Now is the perfect time to remind troops to review their inventory and see if they have too much of a certain variety. If they do, here are some steps to help:

- 1. Schedule More Booths!** More booths = more sales!
- 2. Engage Caregivers & Parents** – Encourage them to help their Girl Scouts reach out to customers who may need a cookie restock.
 - Volunteer for additional booth shifts.
 - Go door-to-door to help reduce troop stock.
- 3. Share Your Extras Locally** – Post your excess cookie totals (by variety) in your Service Unit’s communication channels (Facebook, emails, etc.) and on Cookie Exchange Google Sheet in the [Google Drive](#).

Remind them about the [Inventory Management Toolkit in Google Drive](#) to help them manage their inventory!

Respect Our Volunteers

Remember that cupboard clerks are volunteers, just like you! Please be respectful of their time and energy as they help ensure every troop gets the cookies they need. Please remind troops to call them ahead of time if they have a return; if cupboards fulfill orders early, they may be closing early!

Cupboard Courtesy Reminder!

- Remind troops that cupboards are run by dedicated local volunteers who work hard to ensure everyone gets the cookies they need!
- Be patient & bring a positive attitude as cupboards open and ramp up operations.
- Kindness & patience go a long way in making the process smooth for everyone.
- Remind troops about how to reach you for questions, support, and guidance throughout the cookie season!

Resource Alert!

- [gsHelpCenter | 2026 Girl Scout Cookie Program Resources](#)
- [gsHelpCenter | Entrepreneurship Articles](#)
- [Troop Cookie Chair Guide](#)
- [Google Drive | Troop Cookie Chairs](#)
- [Inventory Management Toolkit](#)
- [Allocating Care To Share in Smart Cookies](#)
- [Allocating Care To Share| Scenarios](#)

- [Virtual Cookie Share-Gir Links](#)
- [Understanding Reports in Smart Cookies](#)

Cookie Sales Tracker

The cookie program fuels both your troop and our council! Cookie proceeds help fund troop activities and support our council by maintaining camps, providing council programming, and caring for council properties — plus so much more!

Check out the [Empowering Girl Scouts flyer](#) or [How the Cookie Crumbles flyer](#) for more details!

2026 Council Goal: 3,150,000 packages

Total Sold as of February 25, 2026: 2,436,312 packages

Baking Up Goodness

Let's spread kindness and spotlight those going above and beyond this cookie season! Did you notice a fellow Service Unit, troop, or Girl Scout lending a helping hand, showing teamwork, promoting or developing an entrepreneurial mindset, or embodying our One Council, One Mission spirit?

We'd love to hear about it! **Share your feel-good stories with us through our [Share Your Story form](#)** and help us spread the good word — because together, we make Girl Scouts shine! (📷 Photos encouraged!)

Need assistance? Contact us at info@gsnorcal.org or 510-995-2900.