



Troop Cookie Newsletter

March 2, 2026

What's Baking?

Two Weeks. One Goal. Let's Go!

We are in the final two weeks of the program. If your troop is still actively selling at booths, be sure 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.

You can also review the Troop Season Close Out Checklist as you begin supporting Girl Scouts in wrapping up their cookie business for this season.

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

Double Your Impact on March 12 – Care to Share Match Day

On Girl Scouts' birthday on March 12, GSNorCal plans to match all Care to Share donations made through Digital Cookie! Care to Share donations become cookie packages for local food banks, military service members, and hometown heroes. Encourage customers to donate through Digital Cookie on March 12 to double their impact.

Remind your troop and families that the Care to Share donation program is a fantastic way to engage customers in conversations about giving back to our communities!

How to Promote Care to Share:

- Talk to customers about how their support helps donate cookies to food banks, hometown heroes, and the military.
- Use [table tents](#), [box wraps](#), and [flyers](#) to spread the message!

If you're looking for more information about the Care to Share Program, check out this [gsHelpCenter article](#).

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 hard for by allocating all your Care to Share in Smart Cookies.

Run the **Pending Manual Cookie Share Report** in Smart Cookies and:

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.

Need help allocating Care to Share? Check out some of gsHelpCenter articles about Care to Share allocation:

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

New Sales Resource – Pitch Like a Cookie Boss!

Have you sold to all your regular cookie customers? Looking for a new strategy to boost sales? GSNorCal is excited to present the [Girl Scout Cookie Business Pitch Tip Sheet](#). This sheet outlines 6 simple steps to approach local businesses with the opportunity to buy Girl Scout Cookies! Print out the resource or have it ready on your smart phone to level up your cookie sales!

Cookies to Castle Giveaway

All Girl Scouts who sell 150+ packages will be entered to win an all-inclusive family 4-pack to our GSNorCal Disneyland trip! [Learn more.](#)

Did your troop opt out of individual rewards?

Make sure to allocate at least one package to each Girl Scout selling so that our council can get accurate data about which Girl Scouts participated in the program.

Don't forget that you will still need to **allocate any girl-delivered with donation orders** to the Girl Scout via the [Virtual Cookie Share Tab](#) in Smart Cookies.

Booth Reminders

During cookie booth season, it's a good time to make sure your troop is prepared for potential unexpected occurrences. The safety and security of our members is the highest priority, and we want your booth experience to be a positive one. [Find details here.](#)

Girl Scouts may only sell within [council boundaries](#), so please review the council map before requesting locations. Your Service Unit Booth Coordinator approves booths to help confirm locations fall within those boundaries and can be scheduled for the Girl Scout Cookie Program.

Review the [Cookie Booth Essentials](#) and discuss proper booth etiquette with your Girl Scouts. Have several Booth Inventory Sheets ready for your upcoming booths and consider practicing or role playing the scenarios.

If using troop inventory at the booth, remind families and Girl Scouts to "Start their booth" and select the booth they are working at in the Digital Cookie App in order to take advantage of the [Smart Booth Divider](#) to allocate cookies later.

Remember, all orders made through the troop link, but not under a specific booth, will appear in the [Virtual Booth-Pending Distribution bucket](#), and will require you to allocate them separately than what you identify in the Smart Booth Divider.

Digital Payments

Remind families that they can now accept PayPal, Venmo, and log cash payments at their booths using the Digital Cookie App! This makes it even easier for customers to support Girl Scouts and buy their favorite cookies! Review the [Digital Cookie Mobile App Tip Sheet for volunteers and caregivers](#).

This is a reminder that **cash does not flow from Digital Cookie into Smart Cookie**. If you are not using the Digital Cookie App, make sure you are tracking cash payments somewhere with good notes to ensure you can balance them out later. Don't forget to credit Girl Scouts for their [cash payments](#) also.

Cookie Finances

[ACH Credit Form](#) due March 25 by 9am

This form is essential for reporting a reduced debit amount due to non-sufficient funds (NSF) caused by:

- Returned customer checks
- Counterfeit bills
- Bank fees
- Stolen products or money

ACH Withdrawal: March 27

100% of "Amount Owed Council" (include any reward charges) will be deducted from the troop account. **March 22** is the deadline to complete the [Parent Past Due Cookie Account Form](#). Troops will be able to see these amounts in Smart Cookies on their Troop Balance Summary.

Cupboard Reminders

Sisterhood means sharing! If you need to swap, unload, or pick up a specific cookie variety, check the [Google Drive](#) for the Cookie Exchange Google Sheet. Let's support each other and make sure every Girl Scout has what she needs!

Important Reminder: [The 2 by 12 Cupboard Rule](#)

To ensure the council has inventory in the appropriate cupboards to meet troop needs, you will need to place a [Planned Cupboard Order in Smart Cookie](#), **2 days prior to your pickup day, by noon**. Use the chart below to understand the deadline for placing your order.

Day of the week you want to pick-up	Day of the week to order
Monday	Saturday @ 12pm
Tuesday	Sunday @ 12pm
Wednesday	Monday @ 12pm
Thursday	Tuesday @ 12pm
Friday	Wednesday @ 12pm
Saturday	Thursday @ 12pm
Sunday	Friday @ 12pm

Need to Cancel or Modify Your Order?

Call or email your cupboard during business hours to see if they can meet your needs. Their information can be found in Smart Cookies. Please note **some cupboards are by appointment only** and will not be listed in Smart Cookies. To find these you will find a Cupboard Contact list in the [Google Drive](#) OR pull a *Cupboard Listing* report on your reports tab.

Plan ahead to ensure a smooth pickup experience! Check out this [video](#) for a few reminders to consider visiting your local cupboard.

Arrive on time for your cupboard pick up! If you are going to be delayed contact the cupboard ahead time to ensure that they can still accommodate your arrival, because other troops may be scheduled to pick up their cookies

- Give troop number
- You may need to help pull cookies, so dress appropriately, like wearing closed toe shoes.
- Both parties should count the cookies and sign a receipt. Volunteers should be given a copy of the receipt and should hold on to it till the end of the sale, to ensure all money and cookies are balanced.
- Then the Cupboard Clerk will go into Smart Cookie by the end of the day and allocate the cookies picked up by the troop.
- Please note that this is a new process in Smart Cookie to track inventory movement from cupboards to troops.

Troops will not receive credit for the cookies until the Cupboard Clerk goes into Smart Cookie and allocates the cookies to the troop.

Have a Return or Exchange?

Please place a planned order to the cupboard for the cookies you will need to pick up. In the notes section, list what you are bringing as a return/exchange. If you have a return, call the cupboard manager and schedule a time to make the return. To find these, you will find a Cupboard Contact list in the [Google Drive](#) OR pull a *Cupboard Listing* report on your reports tab. Please note, **some cupboards are by appointment only** and will not be listed in Smart Cookies.

Also make sure to review the [Cupboard Return Policy](#) in the *Cupboards* section of the Troop Cookie Chair Guide for more details.

Special Coupon from Jamba

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



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
- Strengthening 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 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)

Training Highlights

Join us LIVE for Troop Cookie Chair Webinars:

[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 by logging into gsLearn and [clicking here to access!](#)

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

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

Spread the Word About Your Extras!

If you have excess cookies, don't let them sit! Post your inventory on the Cookie Exchange Google Sheet in the [Google Drive](#) and share it through all your Service Unit's communication channels—whether it's Facebook, emails, or other platforms. Let other troops know what's available so they can snag what they need. Together, we can keep the cookie magic flowing!

Girl Scout Reminders

- Prompt your Girl Scouts to send Digital Cookie marketing emails to their customer list to do a few final rallies to get their cookies into customers hands!

Allocate Cookies

- Talk to your troop about how you will handle the cookies in the Troop Direct Ship Tab, you can help girls reach goals, or distribute evenly
- If Opting Out of Individual Rewards, make sure to allocate at least one package to each Girl Scout selling so that as a council we can get accurate data about which Girl Scouts participated in the program.
- Run the **Pending Manual Cookie Share Report** in Smart Cookies and:
 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

Review the [Troop Season Close Out Checklist](#) as you being supporting Girl Scouts in wrapping up their cookie business for this season.

Respect for 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 call

them ahead of time if you have a return; if they fulfill orders early, they may be closing early!

Girl Scout Reminders

- Prompt your Girl Scouts to send Digital Cookie marketing emails to their customer list early and often.
- Use the [marketing timeline](#) as your playbook for email themes, key moments, and timely outreach.
- Consistent emails = repeat customers. Staying visible keeps their cookie business top-of-mind all season long.
- Set Order Deadlines & Pickup Plans: Schedule a pickup date/time for caregivers to collect their first orders. This should be shared after your initial order pickup. You may want to wait until cupboards open, depending on your booth signups!

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 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!)

Juliette News

Hello Juliette Girl Scouts Caregivers!

As a reminder, a recording of the live webinar given on 1.5.26 can be viewed [here](#)! You can also find training and information on supporting your Girl Scout Juliette on the [Juliette Participation in Product Programs gsHelpCenter article](#).

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