



The Little Brownie Experience

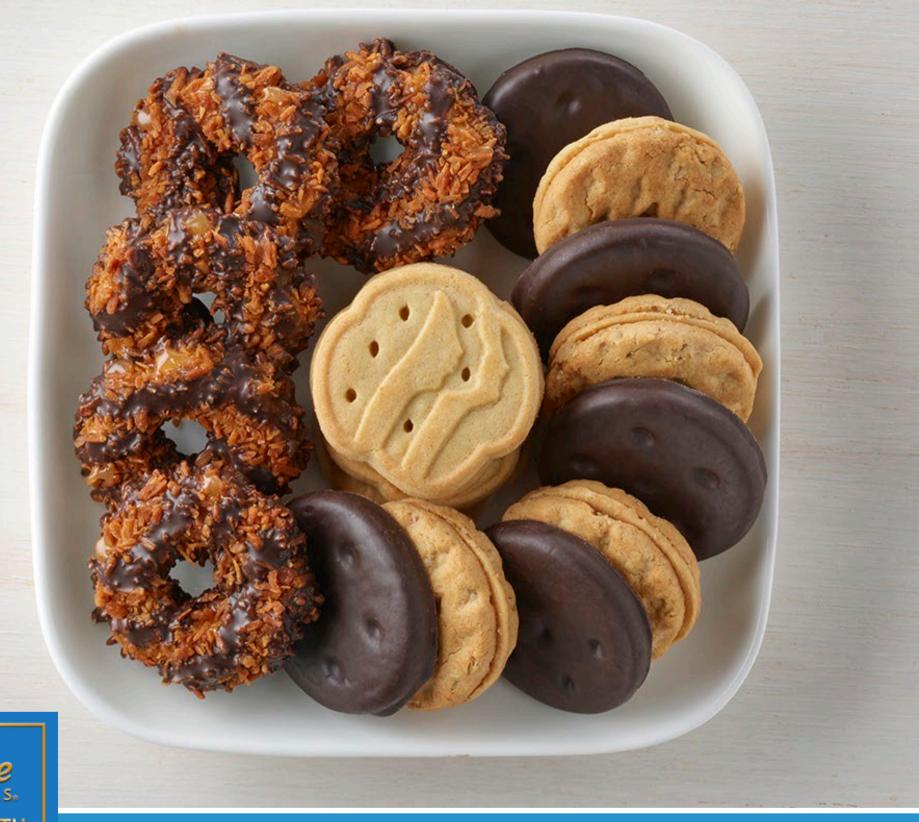
More than a Baker since 1973!

Committed to offering high-quality cookies and an exceptional Girl Scout Cookie Program® experience *through...*

our unwavering commitment to excellence, integrity and innovation.

Because... we believe in the power of the program experience to have a lifelong impact on entrepreneurs and volunteers.







Agenda

- Baking in Success for 50 Years
 - Cookies & Packaging
- A Magical 50th Cookie Season
 - Theme & Mascot
- Magical Rewards & Rallies to Inspire
 - Rewards & Rally Guide
- Magic Made Simple
 - Marketing & Tech Tools
- Sweet Past, Magical Future
 - Next Steps & Calendar



GIRL SCOUT

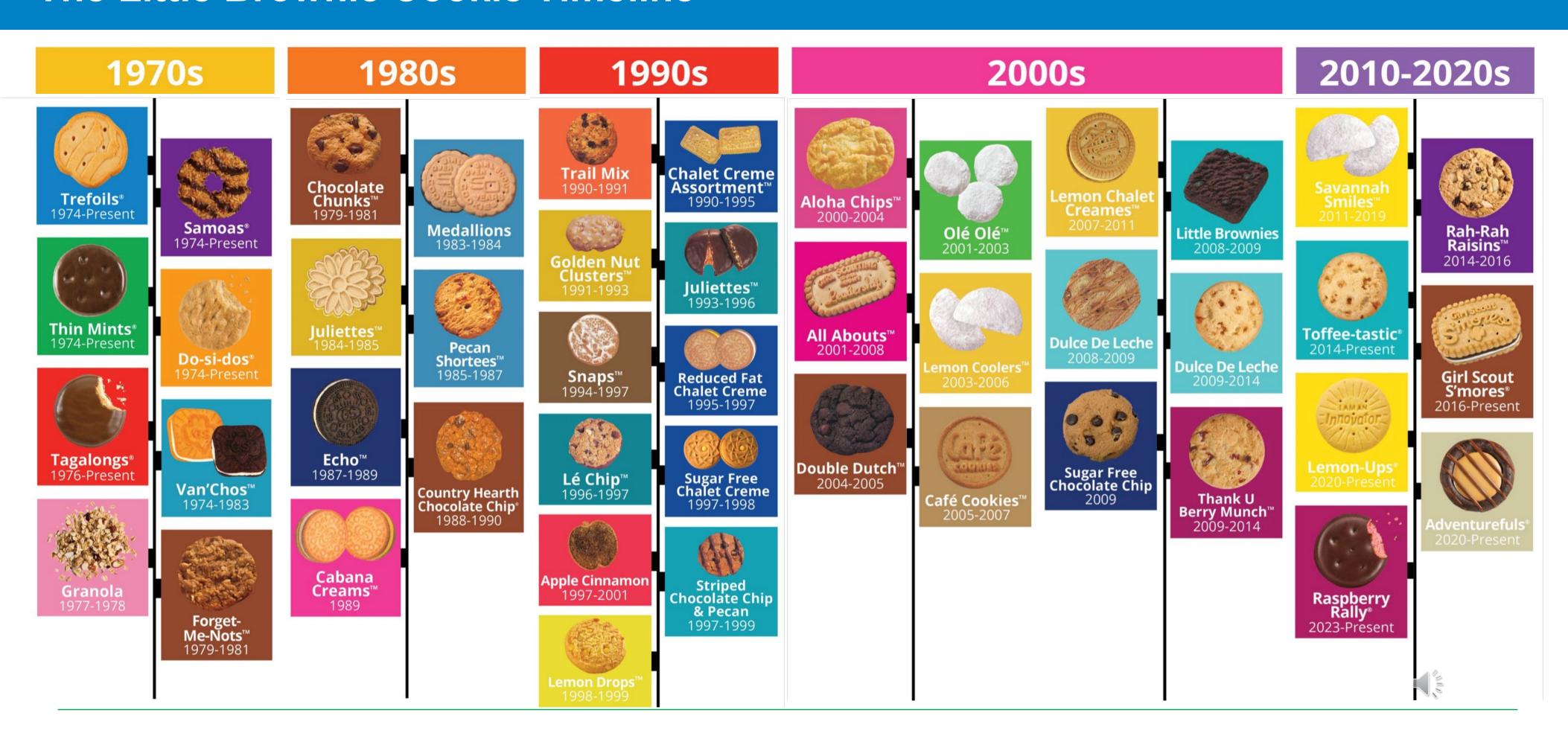
COOKIE SEASON





BAKING WITH HEART FOR 50 YEARS

The Little Brownie Cookie Timeline





2024 Cookie Season Variety Lineup





Trefoils®

Iconic shortbread cookies inspired by the original Girl Scout recipe Approximately 38 cookies per 9 oz. pkg.

Made with Natural Flavors Do-si-dos • Real Peanut Butter

• Whole Grain Oats

Made with Vegan

• Real Cocoa

Ingredients

• Real Cocoa

Oatmeal sandwich cookies with peanut butter filling

Approximately 20 cookies per 8 oz. pkg.

Thin Mints®



Samoas®

Girl Scout

Graham sandwich cookies with

S'mores®

chocolaty and

marshmallowy flavored filling Approximately 16 cookies per 8.5 oz. pkg.

- Real Cocoa
- Real Coconut

Crispy cookies layered with peanut butter and

covered with a chocolaty coating

Approximately 15 cookies per 6.5 oz. pkg.

Tagalongs®

• Real Cocoa Real Peanut Butter

> Crisp, chocolaty cookies made with natural oil of peppermint

Approximately 30 cookies per 9 oz. pkg.



Crisp cookies with caramel, coconut and dark chocolaty stripes Approximately 15 cookies per 7.5 oz. pkg.



• Real Cocoa

Toffee-tastic* **GLUTEN-FREE**

No Artificial Flavors

Indulgent brownie-inspired cookies with caramel







Made with Natural Flavors

Adventurefuls®



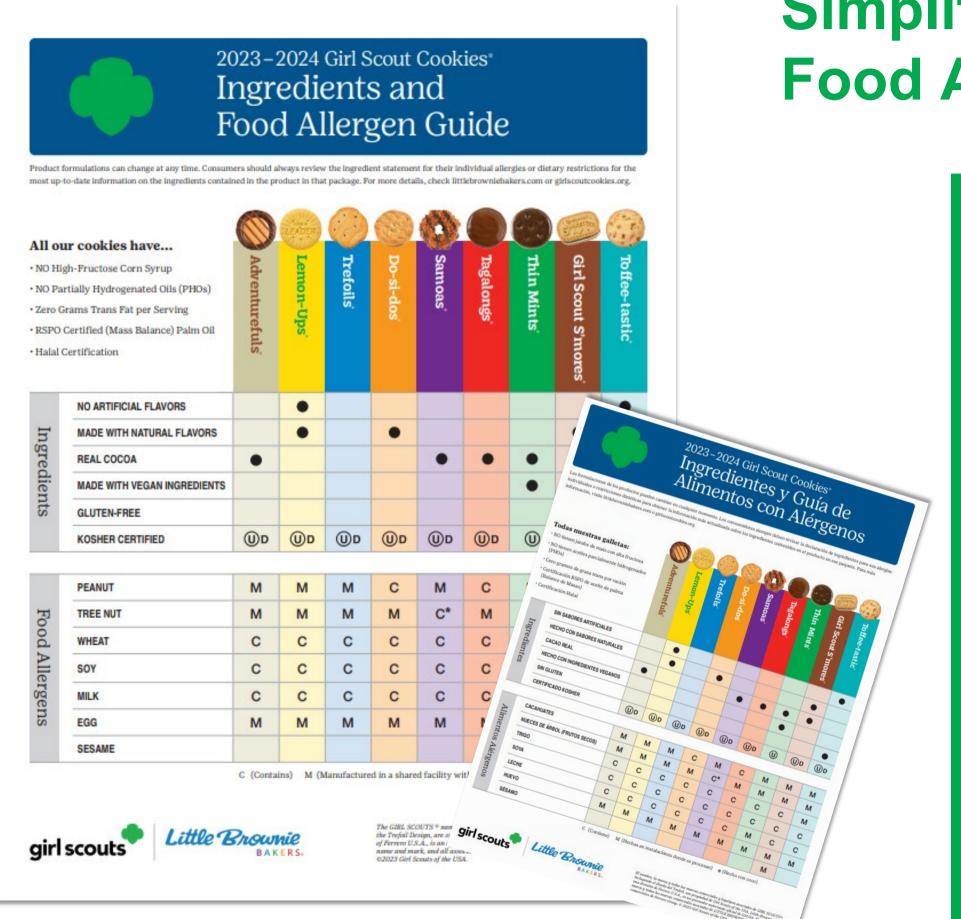






(U)D





Simplified Ingredients & Food Allergen Guide

- Simple design for entrepreneurs (and customers!).
- Combines two resources into one.
- Spanish version available.
- Encourage entrepreneurs to know their ingredient and allergen information.



LBB Sustainability Promise

Our promise is to consider the environmental impact of all our business practices, consistently minimizing any negative impact of our activities wherever possible.



Goal of 100% reusable, recyclable or compostable plastic

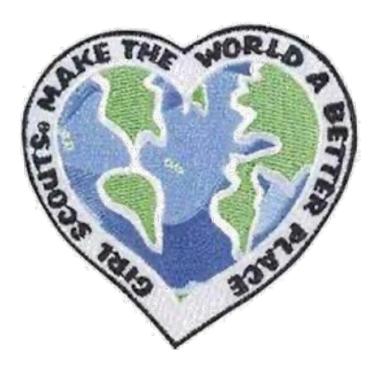


Global Supplier Code of Business Conduct to ensure our products are socially and environmentally responsible





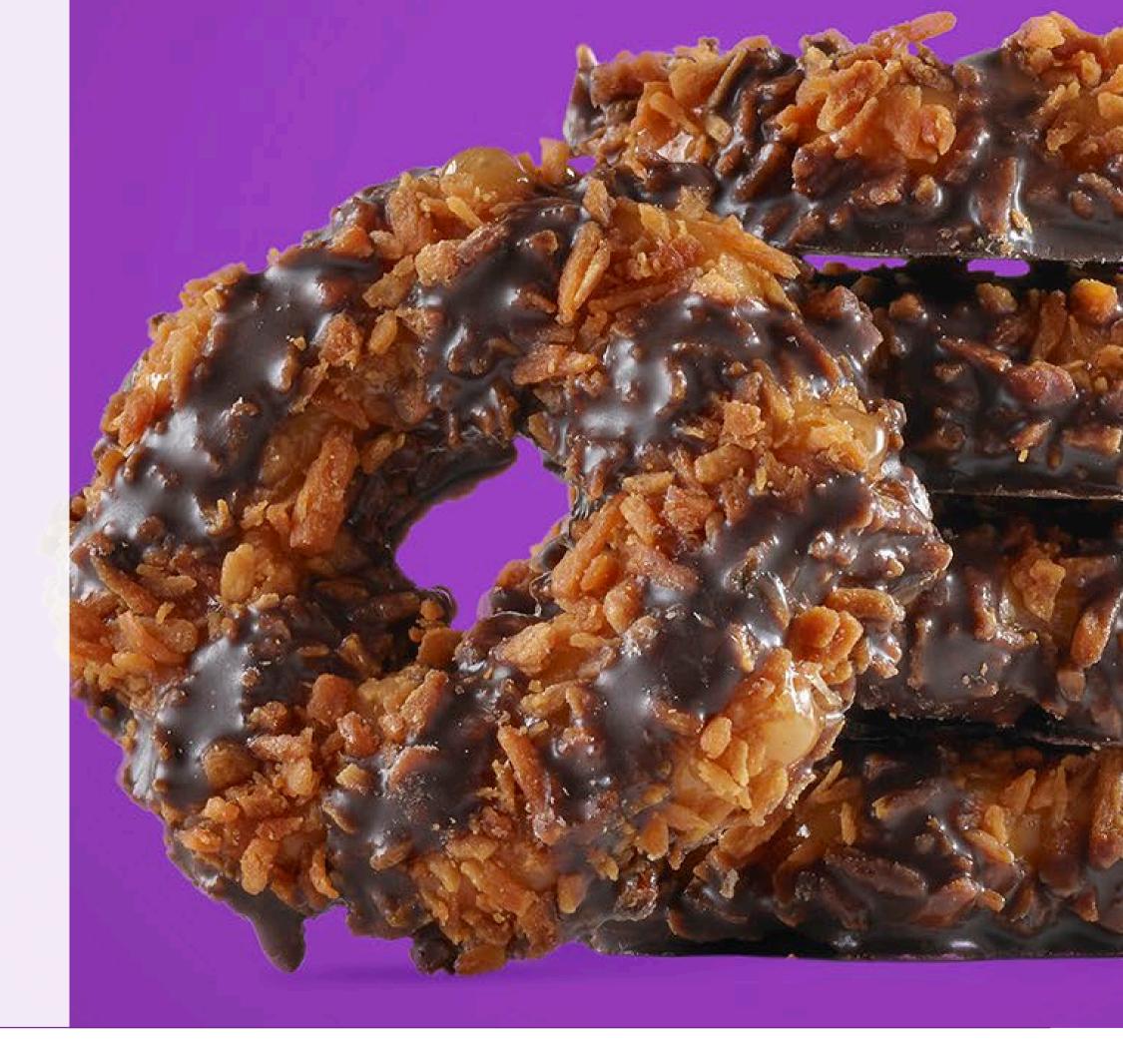
Minimizing GHG via telework and virtual collaboration





Samoas® REDUCED PLASTIC Tray Coming Soon!

- New, improved tray uses 15% less
 .plastic
- 65,000 lbs. of plastic saved annually.
- Same cookie count, weight & carton.
- Using remaining old tray inventory before inserting new tray.





Eco-Friendly Thin Mints® Case DETACH HERE **Benefits Recap OPEN TEAR AWAY** +26% Easy to recycled Open content -18% packaging Re-closable material INTERLOCK TO CLOSE +27% Stronger



A Magical 50th Cookie Season

Little Brownie

GIRL SCOUT

COOKIE SEASON

Theme & Mascot

What Theme Was It?



2008-09Eco Ellie
the Elephant



2009-10 Miranda the Panda



2010-11 Kangaroo



2011-12Georgia
the Giraffe



2012-13 Honey the Golden Retriever



2013-14 Luna the Arctic Fox



2014-15 Cheetah



2015-16Daisy Belle the Cow



2016-17 Twyla the Owl



2017-18 Sea Turtle



2018-19Carly the
Clouded Leopard



2019-20 Bella the Butterfly



2020-21 Hope the Horse



2021-22 Kiana the Koala



2022-23 Coral the Dolphin



2023-24



What Theme Was It?



2008-09
Eco Ellie
the Elephant
Imagine If



2009-10 Miranda the Panda Inspired by U



2010-11Kangaroo **Starting Today**



2011-12
Georgia
the Giraffe
More Than You See



2012-13
Honey the
Golden Retriever
World of Good



2013-14 Luna the Arctic Fox I'll Show You How



2014-15
Cheetah
There's Something
Amazing Inside



2015-16
Daisy Belle
the Cow
Worth Sharing



2016-17
Twyla the Owl
Built by Girls
(100 years)



2017-18
Sea Turtle
Altogether
Awesome



2018-19
Carly the
Clouded Leopard
Go for Bold



2019-20Bella the Butterfly **Wow the World**



2020-21 Hope the Horse *We've Got This*



2021-22 Kiana the Koala Climb with Courage



2022-23
Coral
the Dolphin
Go Bright Ahead



2023-24



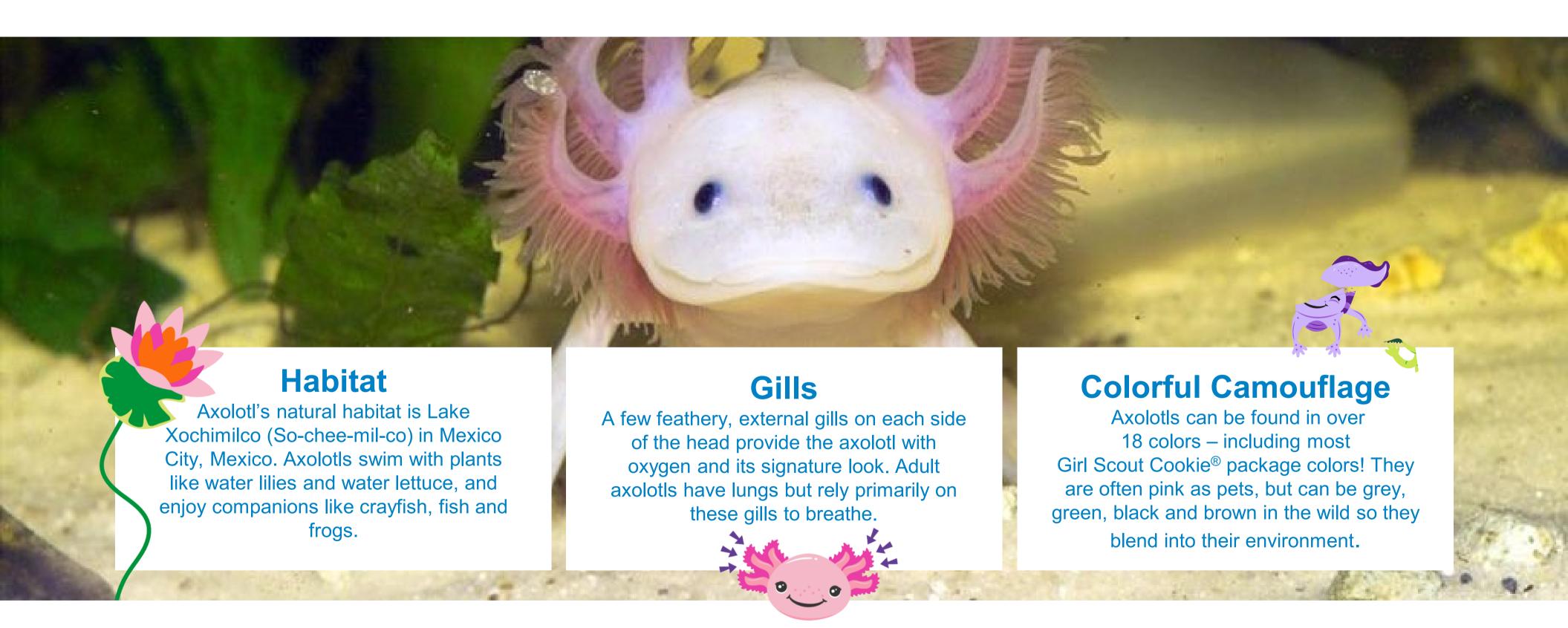


Hi. My name is Lucy!





A'lotl Axolotl FUN - more fun facts can be found in the Rally Guide!





Magical Rewards & Rallies to Inspire



Little Brownie

GIRL SCOUT

COOKIE SEASON

Rewards & Rally Guide



2024 Rewards





More Reward FUN! Troop Profits

Overall rewards are offered at these levels: 35+, 75+, 125+, 150+, 200+,

300+, 400+, 500+, 600+, 700+, 1000+, 1500+, and

700+, 1000+, 1500+, and 2000 boxes.

Number bars are earned beginning at 100+ in

Troops earn \$0.95 per package sold. If Troops sold 1,000 or more during the 2023 Fall Product Sale, they will earn an additional 5¢ per package during initial

order

Troops that maintain a PGA of 150 during the Initial Order 2/16/24-3/18/24 2024 Cookie Season will earn an additional 5¢ per package.



Early Bird

Girl Scouts who renewed their membership by 5/31/23 & sold a minimum of 5 products during the 2023 Fall Sale earn an extra \$.05 per package sold during Initial Order for their troop during the 2024 Cookie Program.



Troops earn \$0.95 per package.

If troops sold \$1,000 or more during the 2023 Fall Product Sale, they will earn an additional 5¢ per package during initial order.

Girl Scouts who renewed their membership by 5/31/23 & sold a minimum of 5 products during the 2023 Fall Sale earn an extra \$.05 per package sold for their troop during initial order.

Troops have the option of opting out of rewards and earn 10¢ more per package if they have attained an Initial order PGA of 150. See page 6 of the SUCC for details.

The maximum proceeds a troop can earn is \$1.15.

Troop Profit







Interactive Rally Guide

- FUN Activities & Templates
- Encourage Cookie Captains to help
- Small & Large Groups
- In-person & Virtual Activities
- Rally Guide on littlebrownie.com
- Activities found on Little Brownie's
 Pinterest page





Magic Made Simple



GIRL SCOUT COOKIE SEASON

Marketing & Tech Tools

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50 Years of Innovation





...and Inspire Participation







NEW Girl Scouts® Cookie Rookie

- Energetic intro to running a cookie business 4 short chapters.
- Brings cookies to life.
- Encourages a digital-forward approach.
- QR code on order cards to inspire entrepreneurs and caregivers to engage.





NEW Girl Scouts® Cookie Captains

- Inspires innovative ideas for cookie season success
- Encourages experienced entrepreneurs to lift up newer entrepreneurs
- QR code on order cards to inspire entrepreneurs to share their success
- Year bar can be added underneath patch











Technology Updates



eBudde How-To videos In

eBudde Help Center

and in LBB's YouTube channel,
including Overview for new volunteers.





eBudde™ Help Center Simplified for Volunteers

- Help Center is a one stop shop for eBudde™, eBudde™ App, & Digital Cookie volunteer support tools.
- eBudde How-To videos on LBB's YouTube channel.
- LBB Marketing resources ONLY on LittleBrownie.com.
- Easier to remember where to go for different types of resources.





eBudde™ Basics +

Managing Your Sale +

Digital Cookie +

eBudde App +

Manuals +

From the Council +

FAQs +

For Girl Scouts, eBudde is the engine that drives the business of Girl Scout Cookies. This cookie order management system links troops service units, councils and Little Brownie Bakers so communications and orders run smoothly

The eBudde Help Center is designed to guide you through the basics and help you overcome any special challenges that may come your way. In the Help Center, you're connected to a world of resources specially designed to help you have a great cookie season.

<<< Click on the arrow to the left of From the Council for great resources from your council





Unique tech info

All Initial Order Digital
Cookie (DOC) orders as
well as all shipped and
donated orders
throughout the program
will automatically load
into eBudde!

Orders placed after March 18th in DOC for in person delivery can be filled using troop extras, ordered from/picked up at a cookie cupboard, or coordinated through the Cookie Exchange tab.





GIRL SCOUT COOKIE SEASON

eBudde Updates:

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eBudde updates you need to know

eBudde™ is part of the Little Brownie Cookie Tech Portal. This system allows for easier access to all Little Brownie Tech tools. No longer are there default passwords. If you were in the system last year, your email and password will remain the same. You will be asked to create a new password for the new season the first time you log in. You can now get to eBudde™ from two ways:

https://ebudde.littlebrownie.com or https://cookieportal.littlebrownie.com

Historically, eBudde used the five digit Troop number for identification. However, eBudde has streamlined Troop access by eliminating the zeroes that preceded the Troop number. For example, if your Troop number was 00021, you will now enter 21 when entering the Troop number in the search field.







GIRL SCOUT COOKIE SEASON

The Strength of Service Unit Leaders

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Service Unit Leaders are a great resource to keep the Girl Scouts Cookie Season on track. Some helpful suggestions are:

Keep your Troops aware of important dates. Send reminders of start dates, end dates, and due dates. This is the most effective way of making Cookie Season run smoothly for your Service Unit. Notable reminders are:

All girls and all Troop Cookie Chairs must be registered and have a background check prior to sale.

(March 20) - Confirm all Initial Orders are put into eBudde check with troops that have not entered to see if they have Initial Orders.

(March 22) - Review Troop Initial Cookie Orders and Initial Rewards Orders to ensure all have been submitted.

(March 22, by noon) – Submit Service Unit Initial Order and Initial Rewards Order in eBudde.

Ensure that all Troop Leaders and Cookie Chairs understand the dates and procedure for ACH debits for cookie monies owed. All troops must have an ACH authorization on file with Finance.

Approve cookie booths for troops in your Service Unit throughout the sale.

(May 13) - Submit Service Unit final rewards order.



Additionally ...

Give troops access to eBudde, entering new Troop Cookie Chairs' emails.

Ensure that Troops pick Delivery Dates and Pickup Location and Time.

(How to choose delivery date location and time - https://www.youtube.com/watch?v=1tzS409 gv4)

Please let them know that if a Troop neglects to choose, their orders will remain at the Clancy warehouse where they will have to make an appointment too pick up there. NOTE: Because of limited cupboard space, if Troops choose a date but do not pick up at that time, their order will be returned to the Clancy warehouse for pickup.



Mark Your Calendars

February

- Cookie Rally Montgomery Offices - 2/10/24
- Digital Cookie opens for Volunteers – 2/2/24
- Digital Cookie opens for families – 2/15/24
- Cookie Sale begins on IO & DOC 2/16/24
- Council Cupboards open for National Cookie Weekend – 2/14-16/24
- National Cookie Weekend booth sales
- Order Taking Begins: 2/16/24
- Council Booth Sale GS
 Cookie Week Feb 16-18, 2024
- DOC Start Date 2/16/24
- Opt Out forms due 2/26/24

March

- Council cupboards Open 3/4/24
- Council Booth Sale begins 3/8/24
- Initial Order period ends 3/18/24
- Paper Order Cards Ends: 3/18/24
- Troop IO Order & Rewards Due –
 3/20/24
- SU IO & Initial Rewards Due –
 3/22/24
- Goal getter period begins 3/21/24

April

- Troop Delivery Station choice deadline – 4/7/24
- Cookie Delivery 4/11-13/24
- 1st ACH 4/25/24

May

- Post Initial Sale Ends: 5/5/24
- DOC End Date: 5/5/24
- Last Day Council Cookie
 Cupboards open 5/8/24
- 2nd ACH 5/9/24
- Troops locked out of eBudde & rewards due – 5/11/24
- SU Cookie Chairs locked out of eBudde/final rewards due – 5/13/24
- 3rd ACH, if required 5/30/24
- DOC locked for the season; no access after 5/31/24



Booths

- National Cookie Weekend Booth Sales 2/16-19
- March Booths 3/8-10/2024 and 3/15-17/2024

 →Council-arranged booth sign up date TBD
- Regular Booths 4/12-5/5
- Cupboard locations and dates will be in eBudde



Opt Out Option

Opt Out of Rewards Option for Cadette, Senior and Ambassador troops & Juliettes that attain a 150 PGA during Initial Order can choose to opt out of rewards and earn an additional 10¢ per box.

The whole troop must agree to not receiving rewards and the troop must submit all the girls signatures on the Opt Out of reward form in this book.

If girls opt out, they will receive all the patches associated with levels detailed on the order card. They will not receive any physical rewards, but they WILL receive \$25 Dough Si Dough at the 150 box level only.

*If the troop/Juliette chooses to opt out and does not attain a 150 PGA the troop will receive rewards as shown on the order card.





2023 Cookie Rewards Opt Out Form for C/S/A Troops and C/S/A Juliettes Only

Troop Number:	Level:	Service Unit:	
Troop Leader:		# of Registered Girls:	
Troop Leader Email: _		Phone:	

GSHH is offering the opportunity to opt out of some rewards to our Girl Scout

Cadette/Senior/Ambassador troops and C/S/A Juliettes, who attain a PGA of 150 packages during initial
order, in exchange for higher proceeds. *Multi-level troops that have Daisies, Brownies and/or Juniors*are not eligible. In lieu of some cookie rewards, the troop or Juliette will receive an additional \$0.10 per
package during this cookie season.

- Troops/Juliettes who opt out will receive all of the patches associated with the levels detailed on the order card & \$25 Dough Si Dough at the 150 box level.
- Please discuss with the troop or Juliette what this decision will mean what will the extra
 proceeds be used for? Is there anyone who would rather get the rewards? If anyone is hesitant,
 please do not coerce them into opting out.

Each girl in the troop partaking in the sale <u>MUST</u> agree to opt out in order to participate.

- After the girls have made their decision, please have them email you or sign the form below.
 Each girl in the troop participating in the Cookie Sale must send an email or sign the form.
 Failure to do so will result in opting in to receiving rewards only.
- Please fill out the form below with each girl's name and their choice (opt out YES or opt in NO) and have them sign it. (We will accept email documentation to serve as signature approval from the girls who aren't available to sign the form. (They will need to include their decision in the email) Send a copy of this form and the emails from the girls in one email to productsales@girlscoutshh.org.

The form will need to be sent prior to submitting your Initial Order. It is due no later than February 24, 2023 at 5 pm. If the deadline or PGA are not met, the troop or Juliette will automatically be opted into receiving the rewards. Please do not submit the Initial Order until you confirm that the Opt Out box in eBudde has been checked off. The troop or Juliette's proceed structure will be finalized once the order is submitted and cannot be changed.

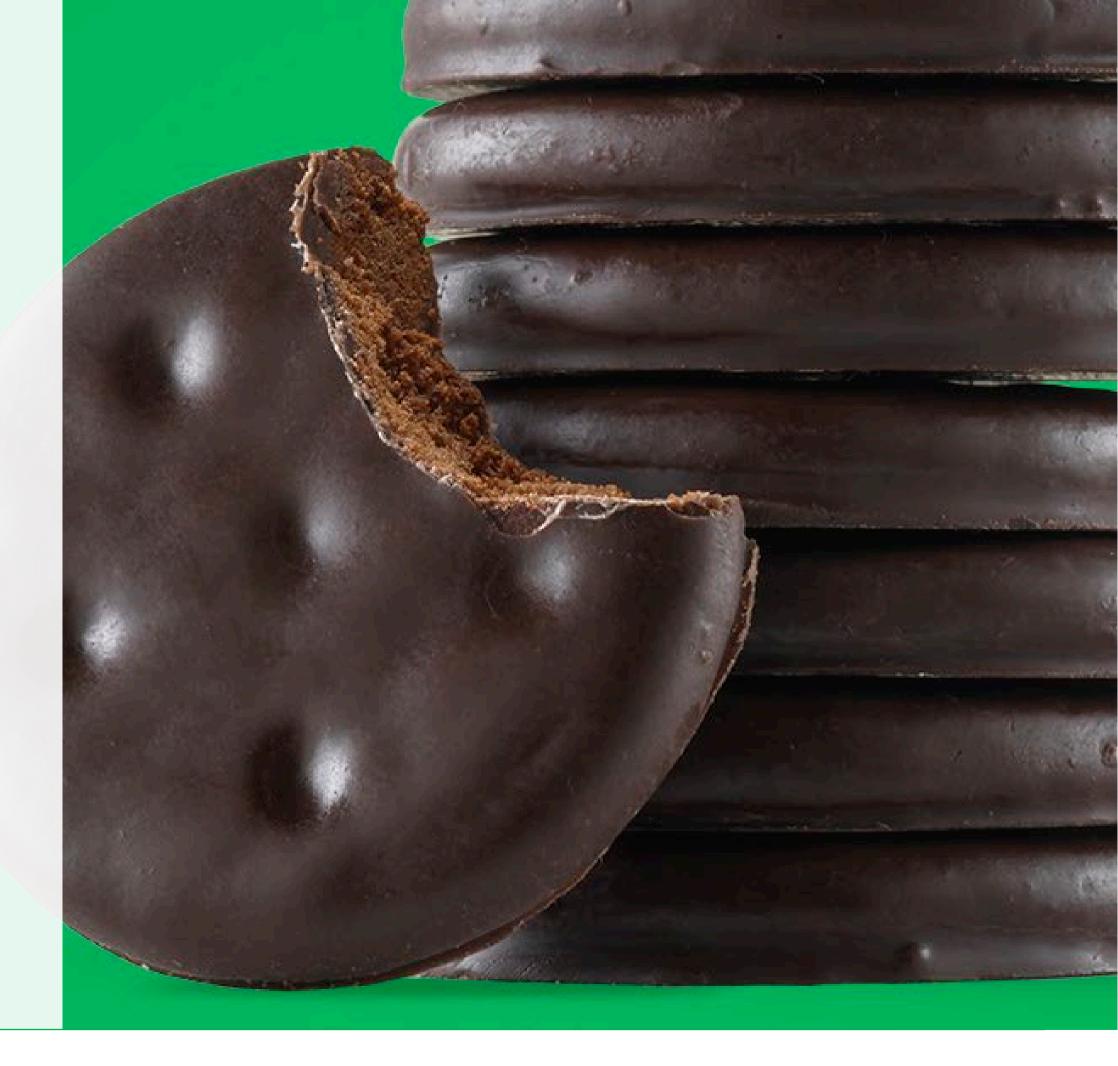






Money Matters

- Troops must have a bank account to participate
- Troops must have an ACH authorization on file
- SUCCs are responsible for ensuring that troops have a zero balance by sale's end
- Troops with a balance from last year will not be permitted to participate in 2024





ACH Dates

4/25 1st ACH 1/3 amount owed

5/9 2nd ACH 1/3 amount owed

5/30 3rd ACH remaining balance





- Council will continue to take the lead on delivery
- Same sites as previous years, with additions
- Service Units will be able to pick up
 their cookie orders from April 11th-13th.





GIRL SCOUT COOKIE SEASON

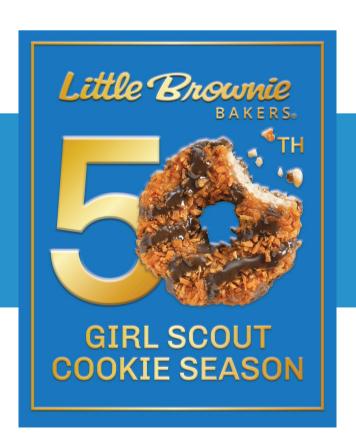
TO A FUN AND SUCCESSFUL 2024

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From the heart of our bakery team in our hometown of Louisville, KY helping you prepare for a magical Girl Scout Cookie Season – here's to 50 years.





Let's Continue Baking Magic Together!

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