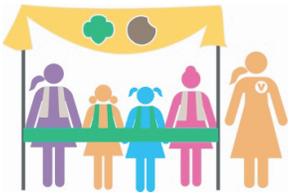




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**SMART COOKIES  
CHANGE THE WORLD**

Selling Girl Scout cookies builds a lifetime of skills and confidence.

**86%**

of troop cookie coordinators report their girls learned people skills interacting with their customers

**74%**

say girls gained experience with goal setting and decision making

**90%**

say girls learned about business ethics and demonstrated honesty and responsibility

***When a girl puts her mind and energy into something, she can accomplish anything!***

# Cookies FAQs

*Here's everything you need to know about the amazing 2018 Girl Scouts of Central Texas Cookie Sale.*

## When will Girl Scout cookies be on sale this year?

Cookie sales run from January 17 – February 25, 2018.

## What is the history of Girl Scout Cookie sales?

Girl Scout Cookies had their earliest beginnings in the kitchens and ovens of girl members, with their mothers volunteering as technical advisers. The earliest mention of a cookie sale was that of the Mistletoe Troop in Muskogee, Oklahoma, which baked cookies and sold them in the high school cafeteria as a service project in December 1917.

The first sale of commercially baked Girl Scout Cookies was in Philadelphia in 1934. In 1936, the national organization, Girl Scouts of the USA (GSUSA), licensed the first commercial baker. Today, two bakers are licensed to make Girl Scout Cookies: Little Brownie Bakers (LBB) and ABC Bakers. Girl Scouts of Central Texas switched back to ABC Bakers in 2017.

## What is the current membership number at GSCTX?

The membership of Girl Scouts of Central Texas includes nearly 17,000 girls and more than 12,000 adults.

## How many GSCTX members will sell cookies in 2018?

11,032 girls participated in last year's cookie program. We anticipate similar participation this year.

## What are the numbers for last year's sales at GSCTX?

2,494,144 total boxes sold  
Each girl sold an average of 226 boxes.  
GSCTX grossed over \$10 million dollars in cookie sales.

## Where does the money from cookie sales go?

- 53% Girl Programming
- 31% Troop and Service Unit
- 16% Fund development; management and administration

It is important to note that the money raised from the sale of Girl Scout cookies in Central Texas stays in Central Texas. GSUSA receives no money from our cookie sales.

## How do girls benefit from selling cookies?

The Girl Scout Cookie program is a financial literacy program as well as a fundraising activity. The Girl Scout Cookie program is the world's largest entrepreneur business and is girl-led. Through "learning by earning," Girl Scouts aims to empower girls through the development of five essential skills: goal setting, money management, people skills, decision making, and business ethics.

## How do I find cookies?

Customers who do not know a Girl Scout can call 1-800-733-0011 to be connected with a Girl Scout troop in their local area. Visit [www.girlscouts.org](http://www.girlscouts.org) to discover where sales are happening near you!

## What is Digital Cookie?

Our council's participation in Digital Cookie is one of the many ways we work to move at the speed of girls by giving them access to 21st-century tools and skills.



Smart Cookies is Girl Scouts own virtual office for the world's largest girl-led business! Smart Cookies offers girls the opportunity to customize their own cookie website and reach customers electronically by sending ecards. Through

Smart Cookies, girls can set and track goals, engage with customers through email marketing, and accept donations for our military program, Operation Cookie. Customers can also select an option to have cookies shipped directly to them (shipping costs apply), a great option for family supporting their Girl Scout from out of state.

## What are the different flavors of cookies and why do they have different names from sales in past years?

The cookie flavors are: Thin Mints, Caramel deLites, Peanut Butter Patties, Shortbread, Peanut Butter Sandwich, Lemonades and Thanks-A-Lot. New last year, and making a return is the delicious Girl Scout S'mores cookie!

There are two bakers for Girl Scout Cookies: Little Brownie Bakers (LBB) and ABC Bakers. In the 2017 sale, GSCTX switched back to ABC, after being with LBB for 3 years. Each baker has different names for the cookies

with the exception of Thin Mints. They are all delicious with slight variations. For instance, Samoas (LBB) are comparable to Caramel de-Lites (ABC); Samoas have dark chocolate and toasted coconut, Caramel deLites have milk chocolate and coconut.

## What are the bestselling cookies?

Thin Mints are the top-selling Girl Scout cookie in the US and have typically outsold Oreos during the first quarter of the year. Caramel deLites are the second best-selling cookie.

## Are Girl Scout cookies healthy?

Girl Scout cookies are a treat and we strive to make them as healthy as possible. All varieties are cholesterol and trans-fat free. There are no preservatives or artificial coloring in our cookies.

## Do Girl Scouts sell vegan or gluten-free cookies?

Yes! ABC Bakers has 5 cookies that are made with vegan ingredients (Thin Mints, Lemonades, Peanut Butter Patties, Thanks-A-Lot, Girl Scout S'mores) and a special-order gluten free cookie (Trios).

## Why is there palm oil in Girl Scout cookies?

Palm oil is an ingredient found in the majority of baked snacks sold in the US. GSUSA's licensed bakers tell us it continues to be necessary to use palm oil in our cookies to ensure shelf life, to bring you the highest quality, and to serve as an alternative to trans fats. One of the primary goals of our Girl Scout cookie bakers is to create the best-tasting cookies possible using the healthiest ingredients available. While we continue to explore other alternatives, at this time, there are no viable or readily available alternatives on the market.

## What is Operation Cookie?



Throughout the sale, community members can purchase boxes of cookies for soldiers. At the end of the sale, we have a huge packing party

with Girl Scouts, volunteers, and military women and men. We pack care packages complete with toiletries, snacks, notes and, of course, COOKIES! These care packages are then shipped to troops stationed both in the United States and overseas.

# Sensitive Issues

*The following FAQs address some controversial topics that have come up during Cookie season in prior years or issues that have been in the news recently.*

## **What is Girl Scouts' position regarding sexuality, birth control, and abortion?**

GSUSA and GSCTX do not take a position or develop materials on these issues. We feel our role is to help girls develop self-confidence and good decision-making skills that will help them make wise choices in all areas of their lives. We believe these issues are best handled in private between a girl and her parents.

Parents or guardians make all decisions regarding program participation that may be of a sensitive nature. Consistent with that belief, GSUSA directs councils, including volunteer leaders, to get written parental permission for any locally planned program that could be considered sensitive.

## **Does Girl Scouts accept LGBTQ individuals as members?**

The Girl Scouts value diversity and inclusiveness and, therefore, do not discriminate on any basis. However, we do not permit the advocacy or promotion of a personal lifestyle or sexual orientation, nor do we recruit accordingly. Indeed, we have firm standards relating to appropriate conduct on the part of all adults who work with girls. We believe that sexual orientation is a private matter for girls and their families to discuss.

## **Does GSCTX or GSUSA support Planned Parenthood?**

Girl Scouts of Central Texas has no affiliation with Planned Parenthood. Neither does GSUSA. Further, Girl Scouts of Central Texas believes discussions regarding human sexuality are best had between girls and their parents or guardians. Girl Scouts of Central Texas is committed to helping Central Texas girls develop the courage, confidence, and character they need to make the world a better place. That is the one and only mission of Girl Scouts and the goal of all Girl Scout programs.

## **Does Girl Scouts have a left-leaning agenda?**

Girl Scouts has always been and will always be an inclusive organization. When our founder, Juliette Gordon Low, assembled the first 18 Girl Scouts in Savannah, Georgia, the group included not just girls

from that Southern town's prominent families, but also girls recruited from the orphan asylum and the local synagogue. During WWII, Girl Scouts served Japanese-American girls in internment camps, and in the 1960s, Dr. Martin Luther King praised Girl Scouts as a force for desegregation. Girl Scouts has always blazed new trails with the purpose of making our world a better place to live. We are proud of our non-discrimination heritage and policies within our councils. We are an organization of 3.2 million Americans. Do we have members who lean to the left? Yes. But we also have members that lean far to the right—and from our perspective, all are welcome.

## **What is Girl Scouts' position regarding the Boy Scouts announcement on recruitment of girls?**

Girl Scouts remains committed to and believes strongly in the importance of the all-girl, girl-led, and girl-friendly environment, which creates a necessary safe space for girls to learn and thrive. While we acknowledge that Boy Scouts is an expert on boys, we also know that for over 100 years, Girl Scouts has been the number one expert on girls and their leadership development. We are dedicated to ensuring that girls are able to take advantage of a program tailored specifically to their unique developmental needs.

## **Does Girl Scouts support families of faith?**

Yes. Girl Scouts supports girls from all backgrounds and beliefs. While we are a secular organization that refrains from teaching religious or spiritual beliefs or practices, we believe the motivating force in Girl Scouting is a spiritual one, and we greatly value our longstanding partnerships with religious organizations across many faiths that share the values of the Girl Scout Promise and Law.

We encourage girls to develop connections to their own spiritual and religious beliefs by earning recognitions provided by their faith communities and by earning the new My Promise, My Faith pin, which helps a girl deepen the connection between the Girl Scout Law and her faith. We support the right of faith leaders to verify that program delivered to girls in their places of worship is consistent with their faith's teachings.