



# Cookie Foundations: Booth Planning



A Cookie Booth is a place where Girl Scouts set up a table at a business or other approved public location to sell Girl Scout Cookies. Participating in a booth is one of the best ways for Girl Scouts to practice their 5 essential skills: business ethics, money management, problem solving, goal setting, and people skills!

## Council-Secured Booths

Council-secured booths tend to occur at larger franchises/businesses, as they prefer working with one contact instead of many. Please do not contact these partners directly. Some are also GSUSA partners:

University Park Mall

Lowe's

Wendy's

Wal-Mart & Sam's Club

Events at Memorial Coliseum

Purdue Fort Wayne sporting events

South Bend Farmer's Market

Refer to Smart Cookies for a complete list. Be sure to check regularly for updates, as troops may release spots or new booths may be added throughout the program.



## Booth Supporter Benefit

Booth supporters have reported an increase in foot traffic to their businesses by 8-16% when Girl Scouts are present selling cookies.

## NEW OPPORTUNITIES for council-secured booths:

- Martin's
- Turnstone Center
- PSM Ice House



**"No" Booths**  
These locations don't allow solicitation:  
Meijer, Target  
Kroger, Costco  
Glenbrook Mall  
Most Harbor Freight locations

## Troop-Secured Booths

Local, hometown businesses would often rather work with their own community members. Taking a Girl Scout in uniform around to local businesses is a great way to secure booths! This can also be a troop field trip! These can be entered into Smart Cookies for council approval and credit card usage.

Common places to try:

Banks & Credit Unions

Farm and Garden stores (Rural King, Tractor Supply, etc.)

\*Note: some farm stores are council-secured; check the full list on Smart Cookies.

Local grocery stores (refer to the "No" section for stores to avoid)

Local hardware stores

Locally owned businesses

School functions: basketball games, choir concerts, etc.

Community Centers



## Remember!

Registering your booth in Smart Cookies is important to:

- Ensure the booth is listed in the National Cookie Finder for customers to find
- Allowing credit card payments at the booth
- Eliminate double-booking

2026 Cookie Sale

**January 30 - March 16**

# Booth Securing Tips

## Sample Script



Hello! My name is \_\_\_\_\_, and I'm with Girl Scout Troop \_\_\_\_\_. We're getting ready for cookie season, and we're looking for a safe location to set up a cookie booth. We'd love to partner with you.

Greeting

First Come First Served (FCFS) is how you choose available council-secured booths in Smart Cookies.

Would it be possible to reserve a space at your store on (date and time) for our troop to sell cookies? We'll make sure to keep the area clean, be respectful of your customers, and follow safety rules.

The Ask

## Tips for Success

- Dress neatly and wear Girl Scout uniforms if possible.
- Have your troop calendar ready with available dates.
- Bring a printed flyer or letter with troop info and contact details.
- Always thank them, even if they say no.

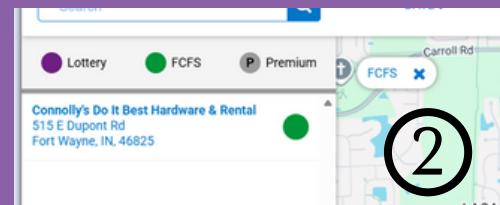


## FCFS Round 1

| Opens      | Closes     | # of picks |
|------------|------------|------------|
| 1/15 @ 8PM | 1/17 @ 7PM | 3          |
| 1/17 @ 8PM | 1/19 @ 7PM | 3          |
| 1/19 @ 8PM | 1/22 @ 7PM | 3          |
| 1/22 @ 8PM | 1/24 @ 7PM | 20         |

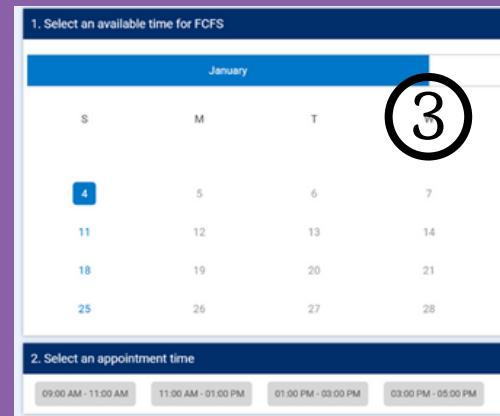
FCFS opens 1/24 @ 8PM, remaining open until 2/22 for "unlimited" picks (number TBD based on remaining available booths).

FCFS Round 2 opens 2/22. Refer to Cookie Foundations: Important Dates for the schedule.



Follow these steps:

1. Log into [abcsmartcookies.com](http://abcsmartcookies.com). Click on "Booth > Schedule Booths"
2. A list of booths will pop up. You can filter by date, zip code, and more, or view the entire list.
3. Click on the booth you want. A calendar appears with available days in blue. Click a day and booth times populate below. Choose your time, click save, and the booth is yours!



## First Come, First Served (FCFS)