

# Cookie Vocabulary



**ABC Bakers** | The baker that supplies all Girl Scout Cookies for GSNI-M. Some councils use a different baker, Little Brownie Bakers.

**ACH** | Stands for Automated Clearing House, and GSNI-M will periodically withdraw funds from your troop account to pay product money owed to the council.

**Banking Information and Agreement (BIA)** | an annual form that must be submitted in order to participate in the Fall Product and Cookie Program.

**Case** | A carton containing 12 packages of cookies, sold by flavor.

**Cookie Booth** | A girl-operated direct-sale opportunity where customers can purchase cookies. Approved by GSNI-M, with training available on gsLearn.

**Cookie Central** | Staff-run cookie cupboards in Fort Wayne and Camp Soni for cookie distribution.

**Cookie Cupboard** | Volunteer-run locations where volunteers/IRG caregivers pick up cookies for distribution to girls. Several cupboards operate across GSNI-M, and planned orders can be scheduled in Smart Cookies.

**Cookie Drop** | A scheduled event where approved volunteers and troops receive a shipment of cookies. Drops may occur once or multiple times during the season.

**Cookies-in-Hand** | Cookies physically available and ready to sell directly to customers.

**Care to Share (C2S)** | Customers donate money for a package of cookies, which are then donated to the military or local first responders. GSNI-M arranges these donations.

**Council Cash** | A reward earned through the Cookie Program that can be used for camp, membership, council store purchases, or council-sponsored girl activities.

**Digital Cookie (DC)** | An online platform for girls and families to sell cookies, set goals, and learn about the cookie program.

**First Come First Served (FCFS)** | How you choose available council-secured booths in Smart Cookies.

**Girl Scout Program Volunteer Responsibility Agreement** | Troop record signed by a caregiver for each participating Girl Scout. Caregivers assume responsibility for product and money by signing this form.

**gsLearn** | An online training platform accessed via MyGS on the GSNI-M website. Provides flexible, repeatable training for volunteers.

**Member Care** | Our team is the go-to resource for any questions. Contact them at [frontdesk@gsnim.org](mailto:frontdesk@gsnim.org) or 800.283.4812.

**Order Card** | A form listing cookie varieties, descriptions, and nutritional information. Girls use this to collect customer orders.

**Package** | The smallest unit of cookies sold. The number of cookies per package varies by variety and is printed on the package.

**Product Program Volunteer Responsibility Agreement** | An agreement form completed by volunteers managing cookies and/or funds for the troop. Volunteers will submit this form to [frontdesk@gsnim.org](mailto:frontdesk@gsnim.org).

**Shopping Link** | A marketing tool within Digital Cookie that allows girls to share their online store link on approved social media or via email.

**Smart Cookies (SC)** | The website used by volunteers and councils to manage the cookie program.

**Troop Proceeds** | The funds a troop earns based on the average number of packages sold by the troop. This money belongs to the troop.

**Volunteer Toolkit (VTK)** | A digital tool accessible via MyGS on the GSNI-M website, providing troop leaders, service unit volunteers, and caregivers with access to Girl Scout programming, badge requirements, and more.

