How Troops Can Sell Cookies in 2021

In-Person Sales (Feb. 6 - March 28)
Girls are encouraged to utilize Smart Cookies to collect orders virtually from customers or use video calling platforms to sell cookies. In-person sales are allowed, but members MUST follow all COVID-19 protocols (see gssjc.org/2021cookieprogram):

• Girl must always wear face coverings and follow CDC guidelines for her area.
• When a customer answers the door, the girl must maintain a social distance of at least six feet.
• Girls should never allow the customer to handle her order card, pen or phone.
• Girls can use the Smart Cookies app to complete the customer information and enter the order. This allows the customers to pay by credit card.
• If the girl has cookies in hand, she can take payment, then leave the package in a pre-determined location for the customer to retrieve after she has stepped back. Cash payments can be left in an envelope or paid by credit card using the Smart Cookies app.
• Girls can use door hangers with a QR code linked to their personal Smart Cookies URL. Girls then arrange a drop off date/time/location to deliver via porch drop-off.

Cookie Booths
Cookie booths will still be held in 2021. This year a variety of options will be offered to troops wishing to sell via this model.

Traditional Cookie Booths (Feb. 12 - March 28)
Troops can sign up for traditional cookie booths held outside local businesses, such as grocery stores.

• All participants MUST follow all GSSJC’s COVID-19 Protocols - see gssjc.org/2021cookieprogram.
• Booth reservations are made through Smart Cookies in two hour time slots.
• Booth locations are approved by council in advance.
• A maximum of two adults and two to three girls (if Daisies, only two girls)

Virtual Cookie Booths (Feb. 1 - March 28)
When troops are added to Smart Cookies, a virtual booth link is automatically created. The autogenerated link will allow customers to purchase from your troop through the national cookie link. Troops may also create a link to their virtual booths and share links with friends and neighbors.

• Feb. 1, the auto-generated virtual booth link will be linked to the Girl Scout Cookie Finder app. Please note that this link only allows direct-ship purchases or CookieShare donations.
• On Feb. 12, troops can share their troop created virtual booth link and set up drive-thru or curbside pickup.
• Both end on March 28.
Drive-Thru or Curbside Troop Cookie Booths (Feb. 12 - March 28)
This year, troops can host their own drive-thru or curbside cookie booths. All participants must follow GSSJC’s COVID-19 Protocols (see gssjc.org/2021cookieprogram). Additionally, these guidelines apply:

- Locations are selected by the troop volunteer or CCM and are not approved by GSSJC.
- Must be held during daylight hours or in a well-lit parking lot. No booths should be held after 8 p.m.
- Retail locations, whether current booth partners or not, are not allowed - no exceptions. Please do not ask H-E-B, Walmart, Kroger or any other retail locations.
- Property owner must give approval. Consider locations such as churches, schools, libraries and other public or commercial properties that are not retail.
- Locations must be safe and reflect Girl Scout values.
- Girls must never approach a vehicle without an adult present. The adult serves as a buffer between the vehicle and the girl.

Additional guidelines for drive-thru booths:
- Site selected by troop must have adequate space for table setup and traffic flow. It cannot interfere with public traffic flow.
- Pre-paid cookies are assembled and labeled prior to customer arrival.
- Adult and girl should approach the car from the passenger side window to help maintain social distance.
- Customer should open trunk or back door so that girl/adult can place prepackaged cookies in the vehicle.
- Girl credits for sales are handled the same as a traditional cookie booth.

Lemonade Stand Booths (Feb. 12 - March 28)
Girls may host these booths in their neighborhoods. All participants must follow GSSJC’s COVID-19 Protocols (see gssjc.org/2021cookieprogram). Additionally, these guidelines apply:

- May not take place on public property or right of way.
- Cookie seller is responsible for following any applicable HOA rules.
- Should take place on private or residential property unless given permission by the local authority for a location within the neighborhood (such as a patio at an apartment complex).
- A maximum of two adults and one to four girls, and no more than two households may participate (including the host household).
Grubhub Booths (Feb. 12 - March 28)
Girl Scout Juniors through Ambassadors have the option to sell cookies via Girl Scouts, first-ever partnership with Grubhub, a national delivery service. All participants MUST follow all GSSJC’s COVID-19 Protocols (see gssjc.org/2021cookieprogram).

- Troops can sign-up for Grubhub booths via Smart Cookies in the same way they reserve in-person booth slots.
- Grubhub booths are associated with select retail cupboards.
- Girls will learn and use the Grubhub ordering system and prepare the order for drivers to pick-up from the cupboard and deliver to the customer.
- Troops will setup their booth outside the cupboard and can take other walk-up customers or invite their customers to pick-up as a drive-thru booth.