

Starting Inventory Order Worksheet Help Guide for New Troops

Troops who order the recommended number of packages minimize their need to return to the cupboard right away. You will have inventory for the girls to keep selling after GO Day and keep up their momentum. This is a win-win for the troop, girls, parents and customers. Below are a few things to keep in mind when determining and placing your Starting Inventory Order. Please refer to your *2021 Cookie Program Troop Guide* or applicable Tip Sheet for complete details (found on our website at www.girlscoutsla.org/cookies).

Step #1 Confirm your troop goals

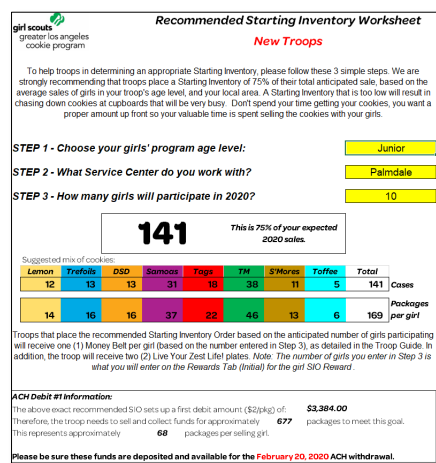
Determine how much money is needed to support a vibrant troop for the year. The troop should be self-supporting and should pay for membership fees, activities, uniform pieces and Take Action projects. **Include the girls and parents in this goal setting and decision-making process.** Inform parents that the girls can support their Girl Scout experience and they should not have to directly support the troop financially – this builds support for Cookie goals! There is a great goal/budget worksheet available on our website -- www.girlscoutsla.org/cookies -- to guide you.

Step #2 Determine your cookie count

Once your troop goal is determined, figure out how many packages of cookies must be sold by your troop; then divide that per girl to reach your optimal per girl sales goals. Communicate this to the girls and parents so everyone is on board.

Step #3 Use the Excel Worksheet

Each troop has access to an Excel worksheet (see figure, right) where they can enter their program age level (Daisy, Brownie, Multi-level, etc. – see reverse), the Service Center they are served by (Arcadia, Palmdale, Upland, etc., see reverse) and the number of girls expected to participate in 2021. The worksheet will calculate a Starting Inventory Order *recommendation* of 50% based on an aggregate of girls of the same program age level in the same part of the Council. For example, if you are a Junior troop in Palmdale, it will take the averages of all Junior troops in Palmdale to calculate the SIO. This is only a guideline. When placing your order in eBudde, the varieties reflected on the worksheet can be adjusted according to what you believe is best for your troop -- just make sure you end up with the total overall recommended number.



Recommended Starting Inventory Worksheet
New Troops

To help troops in determining an appropriate Starting Inventory, please follow these 3 simple steps. We are strongly recommending that troops place a Starting Inventory of 75% of their total anticipated sales, based on the average sales of girls in your troop's age level, and your local area. A Starting Inventory that is too low will result in chasing down cookies at cupboards that will be very busy. Don't spend your time getting your cookies, you want a proper amount up front so your valuable time is spent selling the cookies with your girls.

STEP 1 - Choose your girls' program age level: Junior

STEP 2 - What Service Center do you work with? Palmdale

STEP 3 - How many girls will participate in 2020? 10

141 This is 75% of your expected 2020 sales.

| Lemon | Trefoils | OSO | Samosas | Toys | TW | S'Mores | Toffee | Total |
|-------|----------|-----|---------|------|----|---------|--------|-------|
| 12 | 13 | 13 | 31 | 18 | 38 | 11 | 5 | 141 |
| 14 | 16 | 16 | 37 | 22 | 46 | 13 | 6 | 169 |

Units per girl

ACH Debit #1 Information:
The above exact recommended SIO sets up a first debit amount (\$2/pkg) of: **\$3,384.00**
Therefore, the troop needs to sell and collect funds for approximately: **677** packages to meet this goal.
This represents approximately: **69** packages per selling girl.

Please be sure these funds are deposited and available for the **February 20, 2020** ACH withdrawal.

Reminders:

- The worksheet is a GUIDELINE to get you started. The actual number needed should be determined based on booths scheduled, individual girl goals, and the troop's overall commitment level.
- Troops are responsible for selling AND paying for all packages of cookies ordered; no refunds.
- TCCs cannot make girls sell, nor require them to sell a certain number of packages.
- The first ACH Debit amount is based on the actual SIO order, so understand the responsibility and commitment.
- We understand the drive for the SIO Rewards (that's why they are there), but troops should not enter a 50% SIO if they are unsure of the troop's overall abilities. Go with what you are comfortable with and keep it motivational. This is supposed to be fun and energizing, not over-the-top burdensome.
- However, ordering less than 50% could jeopardize the troop and girls from having the inventory necessary to keep up with demand.
- Have a great 2021 Cookie sale! Let us know what support you need to succeed.

Program Age Levels used in the SIO Worksheet:

Daisy
Brownie
Junior
Cadette
Senior
Ambassador
Multi-level
Individual - these would be individually registered girls not affiliated with a troop

Council Service Centers, the Service Units/communities they serve:

Arcadia Service Center:

Alhambra, Altadena, Arcadia, Duarte, El Monte, Glendale, La Canada/Flintridge, La Crescenta, Los Angeles (Zips: 90007, 90011, 90022, 90023, 90026, 90027, 90029, 90031, 90032, 90033, 90037, 90039, 90041, 90042, 90050, 90058, 90063, 90065, 90072, 90082, 90089), Monrovia, Montebello, Monterey Park, Montrose, Mount Wilson, Pasadena, Pico Rivera, Rosemead, San Gabriel, San Marino, Sierra Madre, South El Monte, South Pasadena, Verdugo City

Inglewood Service Center:

Beverly Hills, Culver City, El Segundo, Hawthorne, Hermosa Beach, Inglewood, Lawndale, Los Angeles (90004-90006, 90008-90010, 90012 – 90021, 90024, 90025, 90028, 90030, 90034-90036, 90038, 90043, 90045, 90046, 90048, 90049, 90053, 90054-90057, 90060, 90064, 90066-90071, 90073-90081, 90083, 90084, 90086, 90093-90095), Malibu, Manhattan Beach, Marina Del Rey, Pacific Palisades, Playa Del Rey, Redondo Beach, Santa Monica, Topanga, Torrance, Venice

Long Beach Service Center:

Artesia, Avalon, Bell, Bell Gardens, Bellflower, Carson, Cerritos, Compton, Downey, Gardena, Harbor City, Hawaiian Gardens, Huntington Park, La Mirada, Lakewood, Lomita, Long Beach, Los Angeles (90040, 90091, 90096), Lynwood, Maywood, Norwalk, Palos Verdes Peninsula, Paramount, Rancho Palos Verdes, San Pedro, Santa Fe Springs, Signal Hill, South Gate, Whittier, Wilmington

Palmdale Service Center:

Acton, Boron, California City, Cantil, Edwards, Lake Hughes, Lancaster, Littlerock, Llano, Mojave, Palmdale, Pearblossom, Rosamond, Valyermo

Santa Clarita Service Center:

Canyon Country, Castaic, Newhall, Santa Clarita, Stevenson Ranch, Valencia

Upland Service Center:

Alta Loma, Azusa, Baldwin Park, Chino, Chino Hills, City of Industry, Claremont, Covina, Diamond Bar, Etiwanda, Fontana, Glendora, Guasti, La Puente, La Verne, Montclair, Mt. Baldy, Ontario, Phillips Ranch, Pomona, Rancho Cucamonga, Rowland Heights, San Dimas, Upland, Walnut, West Covina

Woodland Hills (no service center at this time):

Agoura Hills, Burbank, Calabasas, Canoga Park, Chatsworth, Encino, Granada Hills, Mission Hills, North Hills, North Hollywood, Northridge, Pacoima, Panorama City, Reseda, San Fernando, Sherman Oaks, Studio City, Sunland, Sylmar, Tarzana, Toluca Lake, Tujunga, Universal City, Valley Village, Van Nuys, West Hills, Winnetka, Woodland Hills