Starting Inventory Order Worksheet
Help Guide for New Troops

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

Step #1 Confirm your troop goals

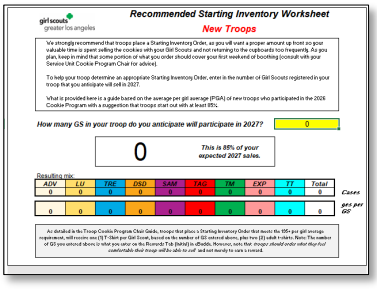
Determine how much money is needed to support a vibrant troop for the year. The troop should be self-supporting and should pay for membership fees, activities, uniform pieces, and Take Action projects. **Include both the Girl Scouts and their parents/caregivers in this goal setting and decision-making process.** Inform parents/caregivers that their Girl Scout can support their Girl Scout experience through participation in the Cookie Program, and that 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 at www.girlscoutsla.org 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 Scout to reach your optimal per girl sales goals. Communicate this to the members of the troop and their parents/caregivers 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 the number of Girl Scouts in their troop expected to participate in 2027. By using the **New Troop** tab, worksheet will calculate a Starting Inventory Order *suggestion* of 85% based on an aggregate per girl average (PGA) of all new troops who participated in the Cookie Program the previous season. 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. (If your troop is wishing to earn the SIO reward, the total case count divided by the number of GS in your troop expected to participate would need to meet or exceed the required per girl average (PGA)).


Recommended Starting Inventory Worksheet

New Troops

How many GS in your troop do you anticipate will participate in 2027?

0

0 This is 85% of your expected 2027 sales.

ADV	LU	TRE	DSD	SAM	TAG	TM	EXP	TT	Total	
0	0	0	0	0	0	0	0	0	0	Cases
0	0	0	0	0	0	0	0	0	0	pkgs per GS

Reminders:

- The worksheet is a GUIDELINE to get you started. The actual number needed should be determined based on booths scheduled, individual Girl Scout goals, and the troop's overall commitment level.
    - Contact your Service Unit Cookie Program Chair (SUCPC) if you feel you may be ordering too much or not enough or if you have any questions.
- Troops are responsible for selling AND paying for all packages of cookies ordered; there are no refunds.
- TCCs cannot make Girl Scouts sell, nor require them to sell a certain number of packages.
- We understand the drive for the SIO Rewards (that's why they are there), but troops should not enter a large 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 the suggested amount *could* jeopardize the troop and girls from having the inventory necessary to keep up with demand.
- Have a great 2027 Cookie sale! Let us know what support you need to succeed.

girl scouts greater los angeles