Starting Inventory Order Worksheet
Help Guide for Returning 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).

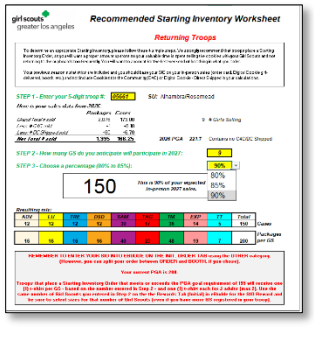
Step #1 Confirm your troop goals

Determine how much money is needed to support a vibrant troop for the year. The troop should be self-supporting and 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 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



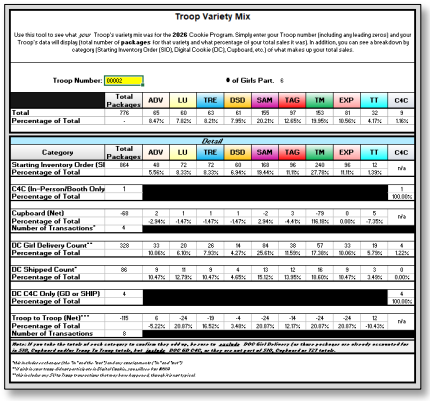
Each troop has access to an Excel worksheet (see figure, right) where they can enter their troop number to access last year's sales. Enter the number of Girl Scouts in your troop you expect to participate in 2027; the worksheet will calculate a Starting Inventory Order *suggestion* of 80%-90% based on *last year's per girl average* and the number of Girl Scouts *participating this year* (you select the percentage). 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).)

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.
- 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 80% *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

Returning Troop Variety Mix



Troop Variety Mix

Use this tool to see what your Troop's variety mix was for the **2026** Cookie Program. Simply enter your Troop number (including any leading zeros) and your Troop's data will display (total number of **packages** for that variety and what percentage of your total sales it was). In addition, you can see a breakdown by category (Starting Inventory Order (SIO), Digital Cookie (DC), Cupboard, etc.) of what makes up your total sales.

Troop Number: 00002 # of Girls Part. 6

	Total Packages	ADV	LU	TRE	DSD	SAM	TAG	TM	EXP	TT	C4C
Total	776	68	60	63	61	155	97	163	81	52	9
Percentage of Total	-	8.47%	7.52%	8.23%	7.99%	20.21%	12.65%	19.95%	10.56%	4.17%	1.06%

Detail

Category	Total Packages	ADV	LU	TRE	DSD	SAM	TAG	TM	EXP	TT	C4C
Starting Inventory Order (SI	664	48	72	72	60	168	96	248	96	52	
Percentage of Total		5.56%	8.33%	8.33%	6.94%	19.44%	11.11%	27.78%	11.11%	1.39%	n/a
C4C (In-Person/Booth Only	1										1
Percentage of Total											100.00%
Cupboard (Net)	-68	2	1	1	1	-2	1	-79	0	5	
Percentage of Total		-2.94%	-1.47%	-1.47%	-1.47%	-2.94%	-1.47%	116.18%	0.00%	-7.35%	n/a
Number of Transactions*	4										
DC Girl Delivery Count**	328	33	20	26	14	84	38	57	33	19	4
Percentage of Total		10.06%	6.10%	7.93%	4.27%	25.61%	11.59%	17.38%	10.06%	5.79%	1.22%
DC Shipped Count*	86	9	11	9	4	13	12	16	9	3	0
Percentage of Total		10.47%	12.79%	10.47%	4.65%	15.12%	13.95%	18.60%	10.47%	3.49%	0.00%
DC C4C Only (GD or SHIP)	4										4
Percentage of Total											100.00%
Troop to Troop (Net)***	-115	6	-24	-19	-4	-24	-14	-24	-24	12	
Percentage of Total		-5.22%	20.87%	16.52%	3.48%	20.87%	12.17%	20.87%	20.87%	-10.43%	n/a
Number of Transactions	9										

*Note: If you take the totals of each category to confirm they add up, be sure to **exclude** 000 Girl Delivery for those packages we already accounted for in SIO, Cupboard and/or Troop to Troop totals, but **include** 000 C4C, as they are not part of SIO, Cupboard or TxT totals.*

Not included on cookies-in-%-of-the-Troop's-inventory-at-the-end-of-the-Year Sheet

**Applicable to your troop if they participate in a Digital Cookie Incentive for 2026

***Also includes any 2026 Troop Incentive Bonus Packages if they participated

For returning troops, there is an additional tool to help you manage your troop inventory. Just like the Starting Inventory Order worksheet, it takes your sales from the previous season, but instead of projecting forward, it allows you to look back.

Just enter your troop number to see what types of transactions (SIO, cupboard, troop to troop transfers, etc.) make up the sum of your sales.

In the top section you will see your overall sales by variety, and the percentage of the total by each variety. For example, was your variety mix weighted heavily towards Thin Mints? Samoas? Do-si-Dos? This chart will tell you. *Note, it includes all packages for which you took responsibility, even if they were not sold.*

Next, this data is broken down by category and in each category, total packages and the percentage of the total that equates to. Cupboard transactions are the net of your activity, so it reflects what you ultimately had after any exchanges. The same is true of any troop-to-troop transactions; it is the net of what you traded or transferred to another troop against what you received from another troop.

Troops who also participated in the Digital Cookie portion of the program will see what their activity was.

How to use this sheet

Enter your troop number (include any leading zeros, if applicable). Compare the data - see what your SIO was from the previous season … did you have to pick up a lot more at the cupboard? Maybe you want to order more up front. Or did you order too many of something and see that the amount/percentage for cupboard activity is negative? That means you ordered more than you needed and returned many of them in exchange.

Did you find you had a lot of cases left over at the end of the sale? That you did have to make too many trips to the cupboard? This tool will help to explain why and will give insight into how to adjust your variety mix and still order 80% (or more) of what you sold last season.