

2023 Girl Scout Fall Product Program FAQ

The Girl Scouts of Orange County (GSOC) Fall Product Program is a fun, easy, and rewarding experience to help Girl Scout troops earn money while building their business savvy and financial literacy skills. Through the Fall Product Program, girls of all ages build self-confidence and develop valuable business skills--such as goal setting, money management, and business ethics--while earning badges, patches, and rewards along the way. Many troops use Entrepreneurship Program funds to support activities, Take Action projects, and field trips.

For information about the current Fall Product Program, visit gscookiesetc.org/fallproduct/

Questions About Selling

When can we start selling?

GSOC Girl Scouts may begin selling Fall Product on **Sunday, September 17, 2023**. Each Council sets its own start date for the Fall Product and Cookie programs. Girls may NOT take orders until our Council's start date. Early selling is not in keeping with good Business Ethics, and girls may lose credit for any sales made prior to the official start date.

Will girls be able to sell door-to-door, set up Fall Product Stands, and participate in booth sales during the Fall Product Program?

No, the Fall Product Program will be done completely online which includes direct shipping and online girl delivery options.

What is direct shipping?

Customers can choose the Direct Ship option where they will have the ability to purchase from a full assortment of Girl Scout nut products, magazines and more to pay with a credit card. These items will be sent directly to the customer, with no money to collect or product to deliver. Shipping and handling fees will apply. Girls can also share their storefront with direct ship only on social media with adult supervision.

What is online Girl Delivery?

Girls can choose to offer an online girl delivered option to customers in the local area where the customer pays for nuts online with a credit card and then the girl delivers the online girl delivered order. All sales and payments are automatically reported in M2OS. With this option, customers can select from the 16 nut and candy items only listed on page 5 of the [Family Guide](#).

What is the shipping cost?

Please see the [Shipping Information sheet](#) for information on delivery and shipping costs.

Can troops conduct a rolling sale?

No, sales are online only.

When can we set-up Fall Product Stands?

Fall Product stands are not permitted as all selling is conducted online through M2OS.

Can girls sell online?

Girls may market their Fall Products to family and friends online through the M2 Media software, M2OS,

provided they review [the Digital Marketing tips for Cookie Entrepreneurs](#), [Girl Scout Digital Cookie Pledge](#), sign the [Girl Scout Internet Safety Pledge](#), and follow all Girl Scout safety guidelines. Check with your Troop Cookie Coordinator or Troop Leader for more details.

Can girls post on Social Media?

For safety purposes, fall product online marketing activities, especially those conducted through social media platforms, should always be done through accounts set to “private” (sites include: Facebook, Twitter, and Instagram), but they may not post to social media resale sites (such as Craigslist, Amazon, Facebook Marketplace, or eBay). Please click [here](#) for online marketing guidelines.

Can girls/parents post girl’s information on public-facing site (e.g. Nextdoor, Neighborhood Facebook page)?

Girls are only to use the internet to market the Girl Scout Fall Product Program to friends and family (for clarity, “friends and family” are people whom the girl or her family personally know). Friends and family of a girl participating in the Fall Program must not market or share a girl’s contact information, sales links, or sales information on public-facing online sites.

What if we experience burglary, theft, or robbery?

Products are insured against fire and theft through the point of delivery to the Service Units. Once the items have been delivered to the troop, the items are the responsibility of the troop, parents, and girls. Product must be distributed to the girls quickly and delivered to the customers immediately for their own protection.

In the event that product is stolen, the police must be called and a report taken within 48 hours of the incident. The number of cans stolen must be specified on the police report. **The police report number should be submitted with an explanation in writing with the troop’s final reports.** A copy of the police report is to be submitted to Girl Scouts of Orange County as soon as it is available. In some cases, homeowner’s insurance will cover the loss.

Product that is damaged due to improper handling (such as melted chocolate left in a car) is the financial responsibility of the volunteer/parent and may not be sold.

Product Information

Refer to our Fall Product Vendor, [Trophy Nut](#), for nutritional information about our Girl Scout nut and chocolate products.

Are any Girl Scout Fall Products Kosher?

Yes, some Girl Scout items are Kosher. See this [listing](#) for specific items and their Kosher designation.

Are any Girl Scout Fall Products gluten-free?

Yes, we have items that are naturally gluten-free and meet the FDA guidelines for gluten free. These items are made in a facility that has gluten and are not certified. See the [Trophy Nut product listing](#) for gluten-free products.

Do Girl Scout Fall Products have trans-fat?

Girl Scouts is proud that many Girl Scout products are “zero trans-fat per serving.” Selected varieties can claim 100% trans-fat-free status, meaning there are no trans-fats in the entire package.

Why use partially hydrogenated oils at all?

The chocolate coating in some products requires very specific characteristics to function correctly. Currently, there are no acceptable alternatives to partially hydrogenated oil that provide the needed characteristics. Trophy Nut is a member of the RSPO, and more information can be found at [www.rspo.org](#).

What is the shelf life for Trophy Nut nuts and candy products?

Nut and candy products are code dated 12 months from the date of manufacture.

When will the Girl Scout BarkBox be available for purchase?

The BARK + Girl Scouts Mini Box will be an online only item on the M2 Media platform, available in the Fall Product Program starting in Fall 2023

What does my council need to do to add BarkBox to our Fall Program?

Your council will automatically be opted in to participate and there is nothing more you need to do; it will appear as an online only sku for your customers. If your council does not want to participate, please notify M2 Media so they can remove the option from your girls' storefronts.

Does my council have an allotment of BarkBox items to sell?

There are no council allotments; products will be available online to consumers beginning in August until the last council's sale or until sold out. BARK has produced a fixed quantity of skus for this pilot program (2.5x the average national online sku volume).

What percentage of the retail sales goes to the council?

The council cost for each BarkBox is \$7.66. With a retail price of \$19.99, councils will receive 62% (\$12.33) of the retail sales price.

How should my council set troop proceeds for BarkBox sales?

Each council determines the amount of troop proceeds allocated for each item in their Fall Program. However, for simplification you may want to consider a similar structure to your magazine troop proceeds (for example, you may want to offer a flat % for items sold)

Will councils have the option to add information about the BarkBox to Fall Product Program printed materials to help promote the online option in person?

This is an individual council decision. Councils should take into consideration this is an online only pilot and there are fixed quantities produced.

Will GSUSA be marketing the BARK partnership and items offered?

No, GSUSA will not be nationally marketing the BarkBox items as GSUSA does not provide national marketing for the Fall Product Program. BARK will be providing a few digital tools and resources (such as photography and social media tools for girls), which councils may choose to leverage; these will be forthcoming in July.

Proposition 65 Warning Information

Why does the online system have a Proposition 65 Warning for the Girl Scout nut products?

Proposition 65 is a California law that requires a clear and reasonable warning to consumers for products that contain chemicals known to the State of California to cause cancer, birth defects, or other reproductive harm. Some Girl Scout Fall Products contain the chemical acrylamide, which was discovered in 2002 and is formed by the reaction of naturally occurring sugars and a particular amino acid when food is cooked at higher temperatures, such as when baked, roasted or fried. With few exceptions, the chemicals in food that appear on the Proposition 65 list are not intentionally added to food. They are picked up from the soil or formed during cooking or other processes.

You have likely seen Proposition 65 statements at various restaurants and establishments that carry food. Proposition 65 includes a very wide range of safety factors when determining what chemicals are included on the Proposition 65 list. Given the difficulty of determining what is a carcinogen and the extremely wide range of safety factors used by California, there is often a great deal of controversy regarding chemicals added to the Proposition 65 list. The purpose of Proposition 65 is to alert consumers to potential risk and enable them to make an informed decision regarding the products they consume.

What is the Proposition 65 Warning?

The following warning will appear for some/all Girl Scout nut or candy products on girls' order cards and the licensed vendor websites (for directly shipped and girl-delivered orders) sold in California. WARNING: Consuming this product can expose you to chemicals, including acrylamide, which is known to the State of California to cause cancer and birth defects or other reproductive harm. For more information, go to <http://p65warnings.ca.gov/food>

How does a Girl Scout explain this to a consumer?

The information for Prop 65 is listed at the end of the statement on the vendor's site. We should enable consumers to make their own decisions. In the event your Girl Scouts receive a question related to the Proposition 65 warning, we have created the following [resource](#) to support you and your girl in answering questions.

Where can I go to learn more about Proposition 65?

The website for Prop 65 is p65warnings.ca.gov.

Care to Share

What is Care to Share?

Care to Share is a Girl Scout community service project that allows girls the opportunity to sell virtual Care to Share nut or candy items that are distributed to our nation's military and local Orange County food banks.

Are Care to Share donations tax deductible?

Yes! Care to Share purchases are tax deductible. Customers who buy Care to Share receive a special Care to Share receipt instead of an item.

Can customers purchase magazine vouchers through the Care to Share program?

No, magazine vouchers are not available for the Care to Share program.

Fall Product Revenue

How does Fall Product revenue benefit girls?

All the net revenue earned from product programs—every penny after paying the vendor—stays within Orange County. This includes the portion that goes directly to the troop selling Fall Products. Troops receive \$3.00 for every magazine subscription/renewal, Bark Box, and Tervis Tumbler. They will receive \$1.00 for nut, candy, and Care to Share items sold to reward the team effort and help support their Girl Scout activities. Troops decide how their proceeds will be spent. Girls receive patches and prizes to reward their individual efforts.

Does the Proceeds earned during the Fall Product Program Belong to the individual girl?

No. As stated on page 1 of the [Family Guide](#): these proceeds belong to the troop, not the individual girl members.

Are Girl Scout Product purchases tax-deductible?

- **No**, if the customer keeps the products.
- **Yes**, if the customer purchases a Care to Share Fall Product donation. Girl Scouts, should be sure to give customers a Care to Share receipt.

Fall Product Rewards

How are Girl Rewards earned during the Fall Product Program?

Girls will earn rewards based on the total number of nuts, candy, magazines, Bark Box, Tervis Tumblers, and Care to Share they sell. Rewards are cumulative.

Social Issues

Occasionally, you may receive a question from the public related to Girl Scouts policies, current events, or common misconceptions about Girl Scouts. If you or your girl receive a question you are not comfortable answering, please direct the individual to [girlscouts.org/faqs](https://www.girlscouts.org/faqs) or ask them to reach out to us at customercare@girlscoutsoc.org.

Is Girl Scouts affiliated with Planned Parenthood? No. Girl Scouts does not have any collaboration or relationship with Planned Parenthood, nor do we provide any financial support to this organization. We believe that health and sexuality are private matters for girls and their families. The Girl Scout organization, including local councils and Girl Scouts of Orange County, does not take a position on abortion or birth control, nor do we endorse or provide funding to organizations that advocate on these issues.

Girl Scouts

How can I enroll my daughter/volunteer?

You can inquire online at [girlscoutsoc.org](https://www.girlscoutsoc.org) or call 800-979-9444. Other languages:

Spanish: (949) 461-8894 | **Vietnamese:** (949) 461-8895

More Information

I have more questions. Whom can I contact? Girls and parents can contact their Troop Product Coordinator or Leaders for more information. Troops will find more answers in their Troop Plan Book and can contact their Service Unit Product Manager. Also, visit our websites: [girlscoutsoc.org](https://www.girlscoutsoc.org) and [gscookiesetc.org](https://www.gscookiesetc.org)

Have more questions about the Girl Scout Fall Product Program? Visit Girl Scouts of the USA's [Frequently Asked Questions](#) page or email customercare@girlscoutsoc.org and questions@gsnutsandmag.com.

For more information about our Girl Scout Fall Product Program, selling tools and nutritional information, please visit [gscookiesetc.org/fallproduct](https://www.gscookiesetc.org/fallproduct).