

2021 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 2021 Fall Product Program, visit gscookiesetc.org/fallproduct.

Questions About Selling

When can we start selling?

GSOC Girl Scouts may begin selling Fall Product on **Saturday, September 25, 2021**. Each Council sets its own start date for the Fall Product and Cookie programs. Girls may NOT distribute, take orders, or make direct sales 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 2021 Fall Product Program?

We highly encourage girls to sell online, but booth sales may be allowed from November 12 to November 14, 2021, depending upon local conditions with regards to the novel coronavirus (COVID-19). Please click [here](#) for safe selling strategies.

Where can we sell?

As long as state and local health authorities allow, Girls may sell Fall Product in person in Orange County residential areas by going door-to-door, by setting up a Fall Product stand on an Orange County residential property, at registered booth sale locations, and online. Girls need permission to sell anywhere else. The only time girls may sell outside Orange County zip codes are to family members and close friends; at parent's/guardian's workplace to co-workers (not customers); and online using the M2 Media software, M2OS.

What is a rolling sale?

A rolling sale is when a girl puts Fall Products in a wagon or bag and goes door-to-door in an Orange County residential neighborhood. Rolling sales are not to be held in shopping centers, parks, or beaches. Rolling sales will be dependent on COVID-19 guidelines at the time.

When can we set up Fall Product Stands?

As long as state and local health authorities allow, Fall Product stands are permitted on OC residential property for the entire Fall Product program period with parental supervision and as their city and/or homeowners' associations permit. Additional guidance for in-person activities will be shared closer to September 25 – the start of the Fall Product Program.

What is a booth sale?

A booth sale is a nut stand placed in front of a business, on a street corner, or in any public space. Only Service Unit Booth Sale Coordinators may arrange for booth sale locations and can assign troops to work these booth locations. Service Unit Booth Sale Coordinators secure the sites by working with the property managers and stores to ensure permission and insurance requirements are met.

When can booth sales be conducted?

As long as state and local health officials allow, booth sales will be permitted the weekend of November 12-14. A special request must be made to the Service Unit Booth Coordinator by the troop to hold a fall booth sale.

May we have a donation jar at our booth sale?

No. Girls/Troops may not have donation jars at booth sales because we only have permits to sell Fall Products, not to solicit donations. However, a "Care to Share" jar for Fall Product to be donated to the military, local food banks, or charitable organizations is permitted. Money should be collected from each customer, and they should be provided with a Care to Share receipt. For safety, a Care to Share jar should not contain cash, but a symbolic item representing each purchase should be placed in the jar instead. If a customer says "keep the change" girls may accept it, but they should never solicit monetary donations.

Can girls sell online?

Girls may market their Fall Products to family and friends online through the M2 Media software, M2OS, providing they review and sign the [Girl Scout Internet Safety Pledge](#) and follow all Girl Scout safety guidelines. Check with your Troop Product Coordinator or Troop Leader for more details.

Can girls post on social media?

Girls may only post about their participation in the online programs on social media sites that allow them to restrict access to friends and family through accounts set to "private" (e.g. Facebook, Instagram), and not to social media sites open to anyone (e.g. Craigslist, Amazon, or e-Bay). Girls should only sell online to family and friends.

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

No. For safety purposes and other reasons, friends and family of a girl participating in the Fall Product should not market or share a girl's contact information, sales links, or sales information on public-facing online sites. They also should not share their sales link with any news outlets (this includes online and traditional news media, such as radio, television, or magazines). Online marketing activities, especially those conducted through social media platforms, should always be done through accounts set to "private."

What additional rules are there for online marketing?

Girls can use electronic marketing, social networking, and group websites to gather sale commitments from family, friends, and previous customers. Please keep in mind that girls:

- *Can* market to and collect indications of interest from customers within Orange County zip codes. Girls *can* market to Family members outside of Orange County using M2OS
- *Cannot* have customers pay online (such as through a shopping cart function on a website) except through the M2OS. Absolutely no posting on e-Bay or Craigslist.
- *Can* participate in online marketing activities, such as social media, as long as their accounts are set to "private."
- *Can* 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).
- *Cannot* share their personal email address, physical address, or phone number to the public.
- Girls under the age of 13 *can* use their parent or guardian's online sites with their approval and supervision.
- Girls over the age of 13 *may* work in partnership with an adult to market products online, using the social networking sites of the adult. Posting on e-Bay or Craigslist type sites is **NOT** permitted.

Do participating adults have to take training?

Yes, every adult attending a booth sale must take Online Booth Sale Training. Even parents who conduct

Parent/Daughter booths are required to take the training. Find the training at gscookiesetc.org/fallproduct.

What do we do about selling issues (early sellers, unauthorized booth sales, etc.)?

If you become aware of a selling issue, notify your Troop Leaders and/or Troop Product Coordinator who will review and address the concern. If the problem is widespread in the Troop, a Court of Honor meeting might be held to discuss the incident.

When reporting a selling issue to the Troop Leaders and/or Troop Product Coordinator, you must:

- Identify the girl by name and/or troop number.
- Provide date and time of incident.
- Disclose your name and phone number.

The Troop Leaders and/or Troop Product Coordinator should:

- Notify the parent as soon as possible. Explain the reasons for the rules as it relates to the Girl Scout Promise and Law and business ethics.
- Remind the girl/guardian that not following the Girl Scout guidelines for the Fall Product Program can result in negative consequences for the entire troop.

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 and related funds are the responsibility of the troop, parents, and girls. Product must be distributed to the girls quickly, delivered to the customers immediately, and funds deposited frequently for their own protection.

In the event that products or funds are stolen, the police must be called and a report taken within 48 hours of the incident. The number of cans and/or money stolen must be specified in 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 certification.

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 Roundtable on Sustainable Palm Oil (RSPO); 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.

Why does the order card have a Proposition 65 Warning for the Girl Scout Fall Program 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 on 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 girl order card. 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.

What does GSOC do with unsold products?

We work closely with our volunteers, our girls, and our vendor to put into action the very skills girls learn through the fall program, like goal setting and inventory management. The small quantity of unsold products we had at the end of last year's season were used for public relations or donated by our council to a local food bank. In addition, Orange County Girl Scouts sold more than 4,000 cans of nuts last year through our "Care to Share" program that were donated to local community organizations and military. Girl Scouts of Orange County has not destroyed any Girl Scout products, nor have we returned products to our vendor that have later been destroyed.

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 nut or candy items that are distributed to our nation's military, local Orange County food banks, or first responders.

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 and 90¢ 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.

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.

Do Girl Scouts pay for Fall Products in advance?

No. Troops and parents are not required to pay in advance. Payment is collected from customers at time of delivery and money is turned into the Troop who then pays the Council for all products received by the troop. After the funds have been accounted for, troops will receive a portion of the proceeds deposited in their troop bank account.

Fall Product Rewards

How are Girl Rewards earned for the 2021 Fall Product Program?

Girls will earn rewards based on the total number of nuts, candy, magazines, and Care to Share they sell. Each magazine sold will count as two items towards girl rewards since magazines cost more than nuts/candy. 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 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.

What if someone asks me about how Boy Scouts is now open to girls? We believe strongly in the importance of the safe, all-girl, girl-led, and girl-friendly environment that Girl Scouts provides. Girl Scouts is the only organization with over 109 years of experience, backed by [proven research](#), to help girls thrive and become tomorrow's leaders. Whether girls want to get involved in their community, learn how to code, or go on adventures outdoors, there's something for every girl in Girl Scouts. Your Girl Scout does not need to weigh in on Boy Scouts' decision or respond to any questions she is not comfortable

answering. Instead, this is an opportunity for your girl to share her Girl Scout story with her community and describe why Girl Scouts is important to her!

Girl Scouts

How can I enroll my daughter/volunteer?

You can inquire online at 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 and 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 customer care@girlscoutsoc.org.

For more information about our Girl Scout Fall Product Program, selling tools and nutritional information, please visit gscookiesetc.org/fallproduct.