



Estimating an Initial Order

Initial orders may be placed by individual girls, as a total troop order, or as a combination of both. Make sure the Parent Permission form is completed. The bottom of the Parent Permission Form includes an order form for the Girl Scout. Please use this form to document individual girl orders. You will place the initial order in box quantities. The total of each variety will automatically be rounded up to make full cases.

Initial Order Estimate (Existing) Spreadsheet

In the cookie form section of our website, we provide an interactive spreadsheet called the “Initial Order Estimate Existing Troops”. This interactive spreadsheet will estimate your troop order for you. If you prefer not to use this spreadsheet, follow the steps below to determine your troop initial order.

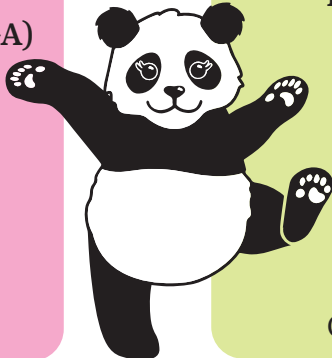
Total Sales Method

When using the Total Troop Sales Method we recommend that your initial order is up to 75% of last year’s total troop sales.

1. View the “Total Troop Cookie Sales 2024” report found in the cookie forms section on our website at GetYourGirlPower.org. Look for your troop number to determine last year’s boxes sold.
2. Determine the number of boxes by variety to order. Multiply the number of boxes sold last year by the “Percentage of Cookies Sold by Variety” (green box below). For example, if your troop sold 1200 boxes and you want to know the number of Thin Mints to order, multiply $1200 \times 26\% \times 75\%$. The order comes to 234 boxes.
3. Determine each girl’s order. Divide 234 boxes of Thin Mints by the number of girls in your troop to determine the number of Thin Mints to order for each girl. If you have 10 girls in your troop you would order 24 boxes for each girl ($234/10=23.5$).

2025 Council Per Girl Average (PGA)

- Daisy = 218 boxes
- Brownie = 219 boxes
- Junior = 258 boxes
- Cadettes = 306 boxes
- Senior = 307 boxes
- Ambassador = 296 boxes
- Multi-level = 275 boxes



Percentage of Cookies Sold by Variety

- Thin Mints = 26%
- Caramel deLites = 16%
- Peanut Butter Patties = 16%
- Peanut Butter Sandwich = 11%
- Lemonades = 10%
- Adventurefuls = 8%
- Trefoils = 7%
- Toast-Yay! = 5%
- Gluten Free Caramel Chocolate Chip = 1%