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 2025" 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" (peach box below). For example, if your troop sold 1200 boxes and you want to know the number of Thin Mints to order, multiply 1200 x 25% x 75%. The order comes to 225 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 23 boxes for each girl (225/10=22.5).

2025 Council Per Girl Average (PGA)

Daisy = 170 boxes
Brownie = 182 boxes
Junior = 240 boxes
Cadettes = 188 boxes
Senior = 307 boxes
Ambassador = 268 boxes
Multi-level = 236 boxes



Percentage of Cookies Sold by Variety

Thin Mints = 25%
Caramel deLites = 15%
Peanut Butter Patties = 15%
Exploremores =10%*
Peanut Butter Sandwich = 10%
Lemonades = 9%
Adventurefuls = 7%
Trefoils = 7%
Gluten Free Caramel Chocolate Chip = 2%

**Exploremores percentage is based off baker recommendations for first year*



Per-Girl Average Method

An alternate method to estimate your troops order is by determining last year's per girl average. When using this method we recommend that your initial order is up to 75% of last year's per girl average.

1. View the "Total Troop Cookie Sales 2025" report found in the cookie forms section at GetYourGirlPower.org. Look for your troop number to determine last year's per girl average.
2. To determine a girl's Thin Mint order multiply the per girl average by the percentage of cookies sold by variety (orange box) then multiply by 75%. If the troop's per girl average was 120 then 120 x 25% x 75%=22.4 or 23 boxes of Thin Mints.

Initial Order cookies will be ORDERED IN BOXES (not cases). Enter your Troop Initial Order in Smart Cookies by January 19, 2026, at 11 p.m. CST. If you miss this deadline for the initial order, you will need to contact your Service Unit Coordinator and you will have the opportunity to place a Planned Order in Smart Cookies by 8:00 p.m. on Sunday, February 15, 2026.

How to estimate your Troop Initial Girl Orders (New Troops)

At a troop/family cookie meeting, discuss the troop goals for the cookie program. Each girl (with her family) should set sales and personal goals. The troop can use the girl sales goals to help finalize the troop box goal.

Things to consider when setting your troop goal:

- What activities are the girls planning for the year?
- Are they working on an award or bridging this spring?
- Do they have a special community service project?

In the cookie form section of GetYourGirlPower.org, find the interactive spreadsheet, "Initial Order Estimate New Troops". This spreadsheet will calculate your girl orders for you. If you prefer not to use the spreadsheet, follow the steps to determine the girl orders for your troop. We recommend that your girl orders are 75% of the per girl average. To estimate the girl orders refer to the Council per girl average (orange box).

To determine a girl's Thin Mint order for a new Daisy troop multiple the council per girl average by the percentage of cookies sold by variety then multiply by 75%. In this example 170 x 25% x 75% = 32 boxes of Thin Mints.