

COOKIES RISING: BLAST TO THE PAST

AN INSTANT MEETING FOR BROWNIES
FROM THE BC PROGRAM COMMITTEE

You should have a “Cookies Rising” night at Brownies to integrate cookie selling into the program every year. This will assist girls to develop essential life skills as responsible citizens in our community while they have fun selling cookies. Girl Guide cookies is the official fundraiser of Girl Guides of Canada and it is essential that the girls (and Guiders!) understand the importance of this. Through cookies sales, Girl Guides of Canada can provide many opportunities to girl members and Guiders by offering supplementary program challenges, national and international trips, girl events and training events. Profits from cookie sales also support the unit by helping to pay for everything from craft and activity supplies to camps.

To earn a Cookies Rising badge each year, the girls should complete at least three activities from at least two of the four program outcomes that help girls build skills like team building, interacting with customers, being Ambassadors of Girl Guides of Canada and managing money. The four outcomes include:

1. **Financial** (handling money; budgeting cookie money; goal setting; customer base)
2. **Girl Guides of Canada** (being a good citizen; GGC Ambassador; public relations; importance of cookies sales; history of GGC cookies)
3. **Business** (initiative; etiquette; project planning; explore career; marketing)
4. **Social** (creativity; safety; teamwork; leadership; conflict resolution)



Meeting Plan

Preparation Know your cookie profit amount. *You will need access to a kitchen for this meeting

- 5-10 min: Gathering: Cookie Etiquette
 5 min: Brownie Opening
 5-10 min: Innovative Cookie Selling
 30-45 min: A Taste of History
 5-10 min: Cookie Conveyor Goals
 10-15 min: Creativity choice – cards or banners
 Cookie Thank You Cards
 Cookie Banner
 if time: Cookie Sing-along
 5 min: Brownie Closing

90 minute meeting. Approximate activity times shown.

**Contributed by Christine Lion*

Program Connections

Key to Me

4. Respecting Others

Key to My Community

6. Advertisements All Around Us

Key to I Can

8. Girl Guide Cookies

Key to Girl Guides

1. Girl Guides Through Time

Key to the Camping

5. Sing and Shout

Related Interest Badges

Cookies Rising 1 or 2

Cookies Yum

Be a Chef

Creative Craft

Go For It!

Money Talk

Team Together

Meeting Supplies

- | | | |
|---|---|--|
| <input type="checkbox"/> cookie etiquette puzzles | <input type="checkbox"/> chocolate sandwich cookies | <input type="checkbox"/> brown, beige and white construction paper |
| <input type="checkbox"/> pens, pencils, markers | <input type="checkbox"/> chocolate mint cookies | <input type="checkbox"/> glue sticks |
| <input type="checkbox"/> large paper to write ideas on | <input type="checkbox"/> history of Girl Guide cookies | <input type="checkbox"/> scissors |
| <input type="checkbox"/> 1929 Girl Guide Cookie recipe, ingredients and baking supplies | <input type="checkbox"/> calculator | <input type="checkbox"/> markers |
| <input type="checkbox"/> vanilla crème cookies | <input type="checkbox"/> empty cookie boxes or boxes of a similar size or other items to represent cookie boxes | <input type="checkbox"/> plastic tablecloth |
| <input type="checkbox"/> maple cream cookies | | <input type="checkbox"/> permanent markers |
| <input type="checkbox"/> shortbread cookies | | <input type="checkbox"/> glitter glue |

Preparation: Before Your Meeting

Find out ahead of time from your district treasurer how much money you make per case of cookies sold (your profit). Based on the number of cases you've ordered and the amount you make as unit profit, find out your total amount of money earned from cookie sales. Make sure that you have enough cases and boxes (or printouts of cases and boxes) to represent what you will be selling.

Gathering: Cookie Etiquette

Program Outcomes: GGC – GGC ambassador, being a good citizen; Business – etiquette

Directions

1. Distribute the cookie etiquette puzzles and pencils to girls as they arrive.
2. Give the girls some time to work on the puzzle. They can take them home at the end if they like.

Supplies

- cookie etiquette puzzles
- pens, pencils, markers

Innovative Cookie Selling

Program Outcomes: Business – project planning, Social – creativity.

Directions

1. After opening, tell the girls that they will be doing some brainstorming. There are no wrong answers in brainstorming! All answers are accepted, and NOBODY makes fun of the ideas!
2. Ask them to think of new ideas for where and how to sell cookies. If they are struggling, some ideas include: selling in front of a store (with permission), selling at the local university / college, selling door-to-door, conducting pre-sales, visiting a parent's office, etc.

Supplies

- large paper to write ideas on
- marker

A Taste of History

Program Outcome: Girl Guides of Canada – GGC Cookie History

Preparation

Gather all supplies necessary to bake cookies. Purchase cookies that represent those formerly sold by Girl Guides (they can be any brand of cookies). If you don't have Girl Guide cookies from the last campaign, purchase something representative from the grocery store.

You may wish to cut the cookies into smaller pieces for the girls to sample.

Be aware of allergies.

Directions

1. Divide the girls into their circles. Each circle will bake a batch of the original Girl Guide cookies using the recipe attached. Girls should be able to help with mixing and rolling, but be careful using ovens. This may be easier in shifts, depending on unit size.
2. Once the cookies have finished baking, read out the history of Girl Guide Cookies (attached). As you get to a new cookie year, i.e. the year Girl Guide cookies were introduced, the year maple cream cookies were introduced, etc. let the girls sample the representative cookies.
3. Discuss what changed over the years. Ask the girls which cookies they liked best.

Supplies

- 1929 Girl Guide Cookie recipe (attached), ingredients and baking supplies
- vanilla crème cookies
- maple cream cookies
- shortbread cookies
- chocolate sandwich cookies
- chocolate mint cookies
- history of Girl Guide cookies (attached)

Cookie Conveyor Goals

Program Outcomes: Financial – goal setting, Business – initiative

Directions

1. With your unit, get the girls to brainstorm ideas of how they would like to spend their cookie money. Explain that this includes activities they could do in their meeting place as well as away from their meeting place. Give some examples. Some ideas would be:
 - camp
 - creative activity (art or ceramics studio)
 - field trip to a local museum, etc
 - a sundae making meeting
2. Have a Guider estimate the cost for visiting each of these places as the girls are coming up with them. Do this on a per girl basis. Calculate the number of boxes / cases the girls will have to sell in order to do each activity.
3. Once you've calculated the number of boxes / cases that you'll need to sell for each activity, have the girls line up in two teams at one end of the room, opposite a pile of cookie boxes (or other objects that represent cookie boxes).
4. The girls then lie down on the floor with each team in a long line – knees bent and arms stretched on the floor over their head. One girl at the top of each team's conveyor line will have her hands closest to the cookie box pile.

Supplies

- paper to write down ideas
- pens, pencils, markers
- calculator
- empty cookie boxes or boxes of a similar size or other items to represent cookie boxes

5. Call out an activity and the number of cookie boxes that each girl will need to sell. The girl at the top of each line reaches over her head, takes one cookie box, then sits up and passes it over her knees to the next girl on her team. The next girl repeats the action until all girls have passed the cookie box to the end of the line. The girl at the end loudly counts out how many cookie boxes she has received. The girl at the top of the line, meanwhile, picks up another box of cookies to pass, until all boxes required to be sold (per girl) have been passed to the end of the conveyor. Each girl can only have one box in her hands at a time.
6. The first team to get their cookie boxes to the end of the conveyor wins the round.
7. At the end of the round, the girls from the end of the lines move to the front of the line and are now the ones to pick the cookies from the supply pile. The Guider calls out a new activity and number of cookies to be sold.
8. Keep going until all girls have had a turn at the head of the line.

Cookie Goal Setting Example

Brownies want to visit an art studio. Cost is \$15 + GST per girl and our unit has 20 girls. This cost is:

- $\$15 \times 1.12$ (5% GST + 7% PST taxes) = \$16.80 per girl x 20 girls = \$336 for the entire unit to visit the art studio.
- This works out to $\$16.80$ per girl / $\$11$ per case (use your profit amount) = 1.53 cases per girl x 12 boxes per case = 19 boxes (because we need to round up to a whole number of cookie boxes).
- Alternately, for the whole unit: $\$336 / \$11 = 30.54$ cases of cookies sold x 12 boxes per case = 367 boxes of cookies to take 20 girls to the art studio.

This activity would be great to do before the chocolately mint campaign so that they will be able to see where they've spent the money. Use this time to explain how important Girl Guide cookies are to our units! Set a goal for spring sales for a large event, such as camp. Explain that it will take the entire unit's time and effort to sell the cookies in order to achieve the goal, so everyone must try to sell as many cases of cookies as they can.

Cookie Thank You Cards

Program Outcome: Social – creativity

Note: girls can choose to work on cards, the cookie banner, or both.

Directions

1. Create thank you cards for businesses that let you sell in front of them, cookie parents and anyone else that has helped your unit out!
2. Fold a piece of beige or brown construction paper in half. Cut it into a circle shape, leaving the fold intact (the card will be in the shape of a cookie).
3. Write a message on the inside of the 'cookie' card. You may need to glue in a piece of lighter paper so that a message can be written (and to represent the crème filling!).
4. Decorate the outside of the cookie like a classic Girl Guide cookie.
5. You could switch it up to make a mint thank you card using light green and brown.

Supplies

- brown, beige and white construction paper
- glue sticks
- scissors
- markers

Cookie Banners

Program Outcome: Social – creativity, Business – marketing, GGC – public relations

Note: girls can choose to work on cards, the cookie banner, or both.

Directions

1. Using a plastic tablecloth, create a cookie banner to use at a group sale. Be sure to include the price (\$5 / box), a trefoil or “Girl Guides of Canada” and what type of cookies you are selling.
2. Use this at your next group sale!

Supplies

- plastic tablecloth
- permanent markers
- glitter glue

Cookie Sing-along

Program Outcome: Social – creativity

Directions

1. Learn several cookie-themed songs, including “Girl Guide Cookies”, “Cookie time” and “I know someone you all know”. Intermix this with unit favourites (Barges, Tall Trees, etc.)
2. Consider singing some of the cookie-themed songs while selling cookies!

Supplies

- song lyrics (attached)
- favourite unit songs

Closing

Finish the meeting with your usual closing and distribute Cookie Rising Badges! Note that 1st year Brownies will get the Cookie Rising 1 badge and 2nd year Brownies will get the Cookie Rising 2 badge.

Cookie Etiquette Puzzles

Use the words listed to fill in the spaces on the puzzle, then find them in the word search.

BLOCK	BROWNIE	CHANGE	CHOCOLATE
CHOCOLATE MINT	COUNT	CUSTOMERS	FIVE
GIRL GUIDE	KOSHER	NUT FREE	PLEASE
POLITE	SMILE	TEN	THANK YOU
	UNIFORM	VANILLA	

Fill in the Blanks

1. Always remember to say _____ and _____.
2. It is important to wear your _____ so people will see you're a _____.
3. Carefully _____ out the correct _____ to give back.
4. Always be _____!
5. People who buy cookies from you are your _____.
6. If someone asks, you need to know that Girl Guide cookies are _____ and _____.
7. There are three kinds of _____ cookies:
_____, _____ and _____.
8. When selling at a store, don't _____ the door.
9. Remember to tell your customers that cookies are _____ dollars a box. You can also say they are two for _____.
10. Always wear a _____!

Word Search

T A Q X K E E I D E U S S L N
M N D B T O N V T J N R H G L
H I I I V U S A I B I E D L T
I L L M T G L H L F F M I O V
Z O V F E O T O E M O O J X N
P D R N C T C H G R R T C F E
E E Y O I K A K A W M S O Y E
E C H A N G E L J N N U U I S
R C J F E E P C O N K C N C A
G I R L G U I D E C M Y T W E
A L L I N A V N L Y O F O C L
E L I M S T J E W N Z H Y U P
K O H T V Z P T R O Z Y C N S
S S O M U K W R E U R K K E N
J G W U S G D R F D J B N O C

1929 Girl Guide Cookie Recipe

This is the recipe that Christina Riepsamen used for her cookies in 1927.

Ingredients

1 cup (8 oz / 225 g) butter	1 teaspoon baking soda
1 cup (8 oz / 225 g) white sugar	2 teaspoons baking powder
3 whole eggs	½ teaspoon ground cardamom
2 tablespoons cream	3 cups (15 oz / 420g) flour
Pinch of salt (omit if using salted butter)	additional white sugar for sprinkling at end

Directions

1. Cream butter and sugar, add eggs well beaten, then cream, spice, flour and baking powder and baking soda.
2. Start oven heating to 350 F / 175 C.
3. Roll dough out thinly on a floured surface. Cut into rounds with a round cookie cutter, or floured glass rim. Sprinkle with white sugar.
4. Put on cookie sheet; bake for 10 – 12 minutes.
5. Remove from cookie sheet and place on wire rack to cool.

Source: <http://www.cooksinfo.com/girl-guide-cookies>

Girl Guide Cookie History

1927: The first Girl Guide cookies, which were homemade, are sold in Regina, Saskatchewan.

1929: Girl Guides of Canada begins selling cookies as the official fundraising activity for the organization.

1946: Vanilla crème, maple cream and shortbread cookies are introduced.

1953: Classic chocolate and vanilla cookies make their first appearance.

1960: A special box commemorates the 50th anniversary of GGC.

1966: The classic vanilla and chocolate cookies are back!

1967: GGC centennial cookies are sold.

1970: A special box commemorates the 60th anniversary of GGC.

1991: During the Gulf War, every Canadian soldier is given a box of GGC cookies upon arrival in Saudi Arabia. Cookie boxes at the time had a picture of girls in a canoe.

1992: Former Girl Guide and Canadian astronaut Roberta Bondar juggles Girl Guide cookies in space.

1995: Chocolatey mint cookies are sold in all provinces across Canada

2003: All classic chocolate and vanilla and chocolatey mint cookies are produced in a nut-free and peanut-free bakery.

2009: GGC announced and launched reduced trans fats in the chocolatey mint cookies.

2009: GGC launches first national cookie-selling rewards initiative - Cookie All Stars, and introduces the Cookies Rising program for Sparks to Pathfinders.

2010: A special 100th anniversary commemorative box is produced. The classic chocolate and vanilla cookies are now 0 g trans fat per serving.

2011: Girl Guide Cookies gets its own Twitter account.

2012: The Girl Guide cookie box gets a new look, featuring fun illustrations tracing the journey from Sparks to Rangers.

2013: Girl Guides of Canada challenged Canadian chefs and bakers to create recipes using Girl Guide cookies.

2014: Girl Guide classic chocolate and vanilla cookies are certified as Kosher.

Cookie Songs

Source: *Cookie Manual 2003, Girl Guides of Canada*

I Like Vanilla

[Tune: *I Like the Flowers*]

I like vanilla,
I love the chocolate mint.
I like to dunk them
In a glass of ice-cold milk.
I'll eat the whole box,
When all the lights are down.

Boom-de-a-da, boom-de-a-da,
boom-de-a-da, boom-de-a-da.

Girl Guide Cookie Song

[Tune: *Frere Jacques*]

Girl Guide Cookies; Girl Guide Cookies
Yum Yum Yum; Yum Yum Yum
Eat em' by the dozen; Eat em' by the dozen
They're all gone!; They're all gone!

Mary Had some Girl Guide Cookies

[Tune: *Mary Had a Little Lamb*]

Mary had some Girl Guide cookies,
Chocolate ones, vanilla ones.
Mary had some Girl Guide cookies,
Please buy lots – yum, yum.

Cookie Time

[Tune: *Jingle Bells*]

Cookie time, cookie time,
It's cookie time again.
Oh what fun it is to sell
to all my wonderful friends – Oh!

Cookie time, cookie time,
It's cookie time again.
Oh what fun it is to sell
To all my wonderful friends.

Dashing down the road
With our cookies in our hands
Oh what fun it is to play
In air, on sea, and land.
What fun it is to camp.
To sing, and shout, and play,
But we need to raise some funds,
Cookies help us pay our way.

Cookies, Cookies

[Tune: *Row, Row, Row Your Boat*]

Cookies, cookies, yummy cookies,
We've got some for you.
Twist them, dunk them, lick them, pop them
Come and buy a few.

Buy, buy, buy some more,
Buy some more today.
Help the Girl Guides go to camp.
To learn, have fun, and play.

Cookies in the Box

[Tune: *Farmer in the Dell*]

There are cookies in the box,
Cookies in the box,
Chocolate and vanilla too,
There's lots, and lots, and lots.
For crafts, and camp, and fun,
Please help! us sell a ton!
Chocolate and vanilla creams
There's lots for everyone.



I Know Someone You All Know

[Tune: *Yogi Bear*]

I know someone you all know – Sparks,
Brownies.
I know someone you all know – Guides and
Pathfinders too.
We all sell Girl Guide cookies, cookies,
cookies.
We all see Girl Guide cookies – vanilla,
chocolate and mint.

There is a very special year – springtime,
springtime.
This is a very special year because of Mr.
Dare.
We all sell Girl Guide cookies, cookies,
cookies.
We all sell Girl Guide cookies – vanilla,
chocolate and mint.