

Troop Bonus Proceeds Criteria 2024 Cookie Program

**Troops that meet the criteria below will qualify to earn bonus proceeds from the 2024 Cookie Program.
PGA = Per Girl Average (Selling)**

2024 Number of Girls Selling	2024 PGA Selling	Increase in PGA Selling Over 2023 Cookie Program	Increase in Total Packages Sold Over 2023 Cookie Program	You Receive Per Package Sold	Participate in 2023 Fall Product Program and Receive Additional Per Package
2 - 49	at least 359 packages	N/A	Yes	\$0.04	\$0.02
2 - 49	at least 230 packages	50-99.99 packages	No	\$0.03	\$0.01
2 - 49	at least 230 packages	100 or more packages	No	\$0.04	\$0.02
2 - 49	at least 359 packages	50-99.99 packages	Yes	\$0.06	\$0.04
2 - 49	at least 359 packages	100 or more packages	Yes	\$0.10	\$0.05
50 or more	250	N/A	N/A	\$0.04	\$0.03
50 or more	300	N/A	N/A	\$0.07	\$0.03
New troops and troops that did not participate in 2023 Cookie Program	at least 359 packages	N/A	N/A	\$0.04	\$0.02
	at least 395 packages	N/A	N/A	\$0.07	\$0.02

Troop participation in the Fall Product Program (as relates to bonus proceeds) is defined as:

Participation in the Fall Product Program means taking part in the sale to get the benefit of learning about salesmanship, safety, money handling, etc. A troop must complete the following to be considered a participating troop:

- 1) Provide Fall Product Program training to both parents and girls.
- 2) Set a troop sales goal.
- 3) Sell at least 20 items.
- 4) Follow all other guidelines/deadlines/policies, etc. set forth for the program.

Troops are not eligible for bonus proceeds if:

- They have only one girl participating in the program.
- They do not report ALL Cookies for a Cause sales.
- They submit a Troop Unpaid Funds Form for an ACH deferral and the deferral is more than 50% of amount due to the council for any ACH withdrawal.
- They request more than one ACH deferral.
- An ACH withdrawal is rejected due to insufficient funds or a closed account.
- They have a balance due council on April 12, 2024.
- A council staff member receives a complaint(s) about girl (or volunteer) behavior at a cookie booth.
- The troop inventory of cookies is not allocated to girls via troop-to-girl transfers in Smart Cookies by Troop Cookie Manager established deadline.

Bonus proceed payments will be made via ACH deposit directly to troop account on May 17, 2024.

Troops that submit Girl Unpaid Funds Form(s) will not receive the bonus until AFTER the unpaid funds form(s) has been processed. Troop will not receive the bonus proceeds on number of packages sold by girl (that has outstanding amount due as of processing date of ACH deposit).

PGA selling will not be rounded up. (For example – a PGA selling of 199.79 packages will not round up to a 200 PGA selling.)

Example of Bonus Calculation

Information from Troop 89012 Troop Balance Summary - 2023

Troop No: 890123	Proceed Plan: \$.75 Per Package - All Girl Rewards
Group Service Unit: SU158	Girls Selling: 5
Avg. Packages Sold Per Girl Selling: 153.20	Girls Reg: 8
Avg. Packages Sold Per Girl Registered: 95.75	Early Plan: None selected
	Main Plan: \$.75 Per Package - All Girl Rewards

Transfers Out: Date	Trans #	Ref #	Transferred To
Total Transfers Out:			
Total Pkgs Sold (not including Gluten Free):	758		Total Cases Sold (not including Gluten Free): 63
		766	
		pkgs.	
Total Gluten Free Pkgs Sold:	8		Total Gluten Free Cases Sold): 1

Information from Troop 89012 Troop Balance Summary - 2024

Troop No: 890123	Group	Proceed Plan: \$.75 Per Package - All Girl Rewards
Service Unit: SU158		Girls Selling: 8
Avg. Packages Sold Per Girl Selling: 486.38		Girls Reg: 10
Avg. Packages Sold Per Girl Registered: 389.10		Early Plan: None selected
		Main Plan: \$.75 per package MAIN rewards

Total Transfers Out:			
Total Pkgs Sold (not including Gluten Free):	3,890		Total Cases Sold (not including Gluten Free): 324
		3,891	
		pkgs.	
Total Gluten Free Pkgs Sold:	1		Total Gluten Free Cases Sold): 0

Troop 890123

- Had a per girl average selling of at least 359 packages for the 2024 cookie program.
- Increased the number of packages sold over the 2023 cookie program.
- Increased its PGA by 333 packages over the 2023 cookie program.
- Participated in the Fall Product Program

They will receive an additional \$.15 per package sold for the 2024 cookie program. If they had not participated in the Fall Product Program, they would only receive \$.10 per package sold.

3,891 packages X \$.15 = \$583.65

3,891 packages X \$.10 = \$389.10 (without participation in the Fall Product Program)

Troop 890123 will receive bonus proceeds in the amount of \$583.65.