

## **Girl Opportunity**

There seems to be confusion every year about the requirements for accessing/requesting/receiving Girl Opportunity funds. The procedure is fairly simple and is explained in detail on Page 34 and the actual 2-sided form is on Page 133 of the 2007-08 Compass, "What is the Girl Opportunity Fund?" (often referred to as Girl Op)

I want to share some of the problems I experience regularly. I hope this will help simplify the process. Those problems are:

### ***Girl Opportunity for Membership Dues***

They need to write in the upper corner of the membership form GO or they need to put a sticky note on the form that needs girl opportunity. No form is required for Membership Dues Girl Opportunity and they are handled with the Membership Department and Debbie, Council Registrar.

### ***Uniform components—Form is not necessary. A handwritten note or email with the information is sufficient.***

- I must have the correct troop number, girl's full name, and level before approving uniform components. Last year there were a lot of girls that were registered in the wrong troops or membership changes had not been processed. The leaders would also give me nicknames and not their actual names they were registered under. **Girl Op will not be approved until the information is correct.**
- The first thing I do is verify membership. If the girl's membership is not in the office, girl opportunity will not be approved until I have verification from Debbie Lane that she has turned in the membership form.
- We need at least a three-day notice to approve the merchandise. Normally, it happens the day I receive it. However, we may need a couple of days if Debbie or I am out of the office or if the items requested are out of stock and need to be ordered.
- Requests for uniform components don't need to be attached to the actual membership registration. They can simply email me as long as it includes the girls name, troop number and level as well as the leader's contact information to let her know things are ready for pick-up. All requests for merchandise must be in written form via email or handwritten.
- We only provide a sash or vest, numbers, ID strips, and pins one time per girl. (Ex. Last year a leader requested uniform components in September for her troop and then when they were getting ready to bridge in March she requested the next level.) We won't be able to do that. I track every request and look up previous requests in my database before I approve any additional requests.
- We do not cover books, full uniforms, or any other merchandise in the shop under Girl Opportunity.

### ***Program Girl Opportunity***

- Girl Opportunity Applications are required for each girl needing Girl Opportunity funds. **The 2-sided form must be completely filled out by 2 different people.** Troop leaders tend to fill out the financial information and also the reference. The parents must fill out the financial information either before or after the Troop leader provides the reference.
- Normally, the Girl Opportunity Application is submitted with an event registration. Once a Girl Opportunity Application is approved it is good for up to 5-events. **I don't notify the Troop leader or parents that it is approved.** They are automatically registered for the event with their troop and the leader will receive an event confirmation. If there is missing information or the application is not approved for lack of membership registration, I will contact the leader and/or parents. All the troop leader has to do is put the girl's name down on the next 4-event registrations that the girl participating in and write GO beside it. To use Girl Opportunity for an event, a paper copy of the event registration must be filled out because we can't process girl opportunity requests online.
- The Girl Op forms needs to be approved prior to the event's first deadline they are requesting funds for. **We do not pay late fees out of Girl Opportunity.**

**Remember, the only time a leader or parent is notified is if the funds are not approved. They may be denied for lack of information on the form, not being a registered Girl Scout member, or a lack of available funds.**

## Cookie Credits

Cookie credits are earned when girls participate in the Girl Scout Cookie Sale Program. Those cookie credits may be redeemed for Council Sponsored events, trips, membership fees, resident camp fees at Tanasi, Northwest Georgia, Cumberland Valley, or Appalachian Girl Scout Councils, purchase of a Cookie T-shirt, and/or shop purchases. For girls selling 100 boxes of cookies they receive \$10 in Cookie Credits, and it increases in increments of \$5.00 for each additional 50 boxes of cookies until a girl reaches 400 boxes and the Cookie Credits double. The girls or her parents must spend the Cookie Credits; her troop leader cannot spend them unless we have a signed note from the parent giving the leader permission to spend the girls' money. Cookie credits are mailed to the girls around April 15, and they expire on the first Wednesday in December. This year Cookie Credits expire on Wednesday, December 5, 2007 at 6 p.m. **(Note: Applies only to orders for December 5, 2007: If they are spending cookie credits, we do not hold orders, take orders over the phone, send orders out with staff to Service Units or accept faxed orders with cookie credits on Wednesday, Dec. 5, unless they give us a debit/credit card to pay the taxes and it is run that day. There are no exceptions given if they let their Cookie Credits expire.)**

To use Cookie Credits to pay for an event, a paper copy of the event registration must be filled out because we can't process Cookie Credit requests online.

## Product Sales

**Fall Products: Nuts About Wildlife Event**—We will kick-off our Fall Product Sale Program at the Chattanooga Zoo in a program, Nuts about Wildlife. Girls and their families will learn how to participate safely in a Product Sale program while learning about wildlife. Families and girls may attend for a fee of \$3.00 per person. When: Saturday, September 15; Where: Chattanooga Zoo; Time: 10:30 am-1:30 pm.

### **Fall Products: Nuts About Wildlife Training (New Leaders or New Troop Product Sales People)**

This training is designed for persons who have never participated in the Fall Product Sale Program. We will cover all of the paperwork, rules, guidelines, and other pertinent information to help make the troop participating successful and make it easier for the volunteer. We will give best practices and tips on handling the financial side of the program. Participants will have an opportunity to have all of their questions answered as we work our way through the entire process. **Official Sale start date is: Monday, September 24, 2007. THIS TRAINING IS NOT TO TAKE THE PLACE OF THE SERVICE UNIT TRAINING. They will need to attend their SUM training in order to get their individual orders, money, and final report due dates and delivery dates.**

Training Date: Saturday, September 22, 2007  
Time: 1-2:30 pm  
Location: Service Center

### **Fall Products: Nuts About Wildlife Training for Service Unit Product Sales Managers**

This training/dinner is for Service Unit Product Sales Managers and Service Unit Managers. They will receive all of the information they need to proceed with the Fall Product Sale Program.

Training Date: Monday, September 10, 2007  
Time: 6-8pm  
Location: Girl Scout Service Center

### **Product Sale Cookies: Make It a Hit Training for Service Unit Product Sales Managers**

This training/dinner is for Service Unit Product Sales Managers and Service Unit Managers. They will receive all of the information they need to proceed with the Cookie Sale Program.

Training Date: Monday, November 12, 2007  
Time: 6-9pm  
Location: Girl Scout Service Center

### **Product Sale Cookies: Make It a Hit—A Red Carpet Kick-off**

The red carpet will be rolled out as the 2007 Top Hats are introduced along with Ernie Keebler as we kick-off our Cookie Sale. Sample the two new cookies and enjoy other fun activities that will help make you a star performer.

Join other teams of girls to build Disney-themed structure (ex: castle from Beauty & Beast, Radiator Springs from Cars, ship from Pirates of the Caribbean.) using cookies around center stage at Hamilton Place Mall. Fee is \$10 per team up to 6 girls per team, if they want to enter a team of girls in the structure design contest. People can come and watch for free. Must be a registered Girl Scout to enter contest.

When: Saturday, January 12, 2008  
Where: Hamilton Place Mall Center Stage  
Time: 10am-2pm

**Product Sale Cookies: Make It a Hit Training (New Leaders or New Troop Product Sales People)**

This training is designed for persons who have never participated in the Cookie Product Sale Program. We will cover all of the paperwork, rules, guidelines, and other pertinent information to help make the troop successful and make it easier for the volunteer. We will give best practices and tips on handling the financial side of the program. Participants will have an opportunity to have all of their questions answered as we work our way through the entire process. **Official Sale start date is: Friday, January 11, 2008. THIS TRAINING IS NOT TO TAKE THE PLACE OF THE SERVICE UNIT TRAINING. They will need to attend their SUM training in order to get their individual orders, money, and final report due dates and delivery dates.**

**Option 1:**

Training Date: Monday, December 10, 2007  
Time: 6-7:30 pm  
Location: Service Center

**Option 2:**

Training Date: Saturday, January 5, 2008  
Time: 10-11:30 am  
Location: Service Center

**Council Shop & Special Promotions**

We have added several shop promotions this year. We need to remember to let our volunteers know that anything they see in the catalog from GSUSA, we can get and have it within a couple of weeks and will gladly ship items to them if they are pre-paid. We charge the same amount they would pay from a shipment from GSUSA. Everyone needs to know that if a Council Shop orders something that is on backorder the Council Shop's orders are filled first before the individual customers. If it is an item we normally stock and the customer comes into purchase it—we have them pay for the item and we mail it free of charge to the customer unless it is books. So please help us promote supporting our Council Shop. We also have knowledgeable staff that can assist parents or new volunteers with the items they will need.

**Basics in a Bag**

We will be offering Basics in a Bag for brand new-registered Girl Scouts. This is everything they will need to get started in one bag. The cost will range from \$34-\$53 depending on level and size of the vest/tunic.

**Basics in a Bag will include:**

- Vest (or tunic for Daisy Girl Scouts)
- Handbook(s)
- Council ID Set (except for Daisy Girl Scouts)
- 3-Troop Numbers
- American Flag Patch
- Tab
- World Association Pin
- Membership Level Pin

We hope this will make purchasing items easier for the parents and leaders.

### ***Bridging Kits (Available March 15-June1)***

We will be offering Bridging Kits for the bridging Girl Scout. Troop leaders will only need to add any additional badges/try-it's the girl has earned into the package and present it to the girls at the Bridging Ceremony.

#### ***Bridging Kits will include:***

- Bridging certificate
- Bridges
- Wings (if applicable)
- Star and disk
- Pin for next level

#### ***Pricing:***

Bridge to Brownie Girl Scouts--\$4.35

Bridge to Junior Girl Scouts--\$5.75

Bridge to Cadette/Senior Girl Scouts--\$5.75

***Duck Sale—Week of February 11-15, 2008***, multi-cultural ducks will be available in the Council Shop to promote Thinking Day. Customers may pick a duck at checkout to receive a 1%, 5%, or 10% discount on that day's purchase. There will be one special duck and the customer who receives this duck will receive free merchandise up to a value of \$25.00.

#### ***Punch/Sticker Cards***

There are 3 cards that will allow customers discounts and/or free merchandise when they shop in the Council Shop and spend a specified amount of money. They will receive punches when making purchases from the Council Shop and they will receive stickers if they attend Service Unit Meetings, Trainings and/or Program Events.

***Newly Registered Girl Scout Cards***—These cards and an informational sheet will be distributed to parents by membership staff at recruitments as the girl turns in her membership registration form for Girl Scouts. Parents will need to bring the card into the council shop and for every \$10.00 purchase made, they will get a punch. After 5 punches they will receive \$5.00 in free merchandise. Most of the time a parent spends the entire \$50 just getting things her daughter will need to get started. **This card is for new Girl Scouts only. Card must be with the customer at the time of purchase and the shop staff will punch the amount spent each time the customer shops.** *Card valid only August 07-Jan. 31, 2008.*

***Leaders Card***—Leaders shop once a month from Sept. 07-April 08 and spend a minimum of \$25.00 per month. After the card is punched for the 8<sup>th</sup> month the Leader is eligible to Redeem it for a one time 10% off of the entire purchase during April or May 2008. **Card must be with the customer at the time of purchase and the shop staff will punch the amount spent each time the leader shops.** If merchandise is taken out by Membership Staff it will be necessary for the leader to keep her receipts and she can bring her receipts to the Council Shop and the shop staff will punch her card for the months of the receipts. *Card expires May 31, 2008.*

***Volunteer Cards***—This will require the assistance of all of the staff. Volunteers will collect stickers by attending Service Unit meetings, Trainings, and Council Sponsored Events. Depending on the number of stickers collected, they will receive a % discount during Volunteer Appreciation Week of April 21-25, 2008. *This discount card may not be used with any other discounts. Card is valid April 21-25, 2008 only. Stickers will be placed on the back of the card.*

Membership will have Girl Scout stickers to be distributed for attending Service Unit Meetings.

Training will have Brownie Elf stickers to be distributed for attending trainings and adult workshops. Service Unit Product Sales will distribute Product Sale Training stickers.

Program will have Daisy stickers to be distributed for attending any council sponsored Program Events.

#### ***Go For the Bronze Training for Adults***

We will be offering 2 Go For the Bronze trainings to help adults look at the four steps necessary for girls to earn the Girl Scout Bronze Award.

### **River Raft Race & River Raft Race Training**

For the first time adults can join in this fun event. Girl teams and adult teams are invited to build their own separate rafts and compete as they float and paddle down the Hiwassee River. The two-hour float trip will end with awards for the fastest raft, the best-looking raft, the hard luck raft and the best Girl Scout skills. Girls and adults must be on separate rafts and must be registered Girl Scouts.

Adults may attend the training also.

### **Fall/Spring Camps**

These camps are 1-2 days and will be held during fall and/or spring breaks. If the event is held in Chattanooga it is during Hamilton County's Break; if it is held in Cleveland it is during Bradley County and Cleveland City's break. The camps are reasonably priced and is both educational and fun for participants.

**Centsability**—(2 day program) Junior Girl Scouts will learn and implement key concepts and skills related to personal money management.

**Camp CEO**—(2 day program) An innovative camp for young women 9-12<sup>th</sup> grades. It is designed to open the door to the world of business by igniting interest and encouraging professional development.

**What's the Verdict?** (1 day program) Grades 7-12<sup>th</sup> will see what's it like to be in a courtroom. Attend an actual court session in Judge Jackie Schulten's courtroom in the morning and attend drug court in Judge Rebecca Stern's courtroom in the afternoon. Girls need to understand these are actual court proceedings and offenders will be sentenced.

**What's Hot?** (1 day program) Grades 5, 6, & 7 will Tour Chattanooga's Fire Training Center, and meet a female fire trainer. Afterwards they will tour Chattanooga's newest and biggest fire station (Station 1 downtown). Have lunch at Firehouse Subs.

### **Yahoo Groups/and Blogs**

We have a couple of yahoo groups that we are posting information on as it comes available. This is a good way to keep in touch with Individual girls, Girls and Advisors in Studio 2B groups. Nita maintains the girl websites and yahoo groups and she posts all program opportunities and community service opportunities to these as they become available. It is a good resource for your Studio 2B Advisors. The yahoo groups will allow girls and adults to send emails to each other and maybe find support among their peers. Carlene & Nita maintain the Program group. To access those yahoo groups:

Individual/Juliette Girl Scouts: <http://juliettembgsc.blogspot.com>

Studio2B Advisors/Girls:<http://studio2mbgsc.blogspot.com>

Yahoo Groups:

<http://groups.yahoo.com/group/gsmbcjuliettes>

<http://groups.yahoo.com/group/studio2BChattanooga>

<http://groups.yahoo.com/group/gsmbcprograms>

### **“Program Newsletter”**

We will also be creating a “Program Newsletter” that will be distributed monthly to Service Unit Managers and to the Staff via email. We are promoting what is going on in the Program Services Department and what is available for girls. The “Program Newsletter” will be sent out by the third Friday of the month for the upcoming month's news.

### **“Program Hot Mail”**

We will also be creating a “Program Hot Mail” that will be sent out as new opportunities come in to Service Unit Managers, Troop Leaders, Staff and anyone who wishes to join GSMBC Programs Yahoo Group. This will keep our girls, leaders and staff aware of the needs in the community and ways they can provide Community Service or

other items. It can be accessed by going to Yahoo and searching for groups: GSMBC programs or it can be accessed directly at <http://groups.yahoo.com/group/gsmbcprograms>

### **Camp Adahi**

Erin handles all camp registrations for Service Units, Troops and horse programs. In order for a Service Unit or a Troop Leader to take their groups to camp they will be required to talk with Erin for a pre-camp orientation. Camp fees have increased.

### **Horses**

We have a clause on all of the Program Events, Horse Registration Forms, and Camp Reservation Forms that horses may not be available after the first of the year. Due to the retirement of our Rangers and Equestrian Director we are not sure if we will have someone on staff qualified to be our Equestrian Director. This does not mean that we are selling the horses nor does it mean we are selling Camp Adahi.

**Questions:** Call Carlene Brady, Vice President of Program Services  
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