

https://www.girlscouts.org/who_we_are/facts/pdf/2013_audited_financial_statements.pdf

See page labeled as page 20 (or screenshot below) for information regarding Girl Scout Merchandise income which includes payments from cookie bakers, manufacturers and other vendors to use the Girl Scout name and service mark on their products.

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GIRL SCOUTS OF THE UNITED STATES OF AMERICA
Notes to Consolidated Financial Statements
September 30, 2013

Net book value of properties by location is, approximately, as follows at September 30, 2013 and 2012:

	<u>2013</u>	<u>2012</u>
Land and buildings:		
Headquarters	\$ 10,662,000	\$ 11,869,000
Warehouse	210,000	210,000
National program and training centers	4,502,000	4,413,000
Furniture and equipment	806,000	951,000
Software development costs	519,000	505,000
	<u>\$ 16,699,000</u>	<u>\$ 17,948,000</u>

7. GIRL SCOUT MERCHANDISE (GSM)

GSM purchases uniforms and other products from manufacturers which it sells to councils and other customers on a wholesale and retail basis. GSM also licenses to manufacturers and other vendors the right to use the Organization's name and service marks on their products. Net revenue from GSM is used to further the program activities of the Organization. Summarized revenue and expenses relating to GSM are set forth below:

	<u>Year Ended September 30,</u>	
	<u>2013</u>	<u>2012</u>
Sales and other income	\$ 47,456,000	\$ 60,877,000
Cost of sales and expenses	<u>(28,578,000)</u>	<u>(33,345,000)</u>
	<u>\$ 18,878,000</u>	<u>\$ 27,532,000</u>

See also: http://girlscouts.org/program/gs_cookies/faq.asp Scroll to Does any money from the Cookie Sales go to Girl Scouts USA? under Cookie Revenue

girlscouts.org/program/gs_cookies/faq.asp

Join now >

I can't wait to be a Girl Scout. 

Zip code

Volunteer now >

Does any of the money from cookie sales go to Girl Scouts of the USA (the national Girl Scout organization)?

Girl Scouts of the USA is paid a royalty by its licensed bakers for use of Girl Scout trademarks based on gross annual sales. Girl Scout councils do not provide any portion of their cookie revenue to Girl Scouts of the USA, and no other revenue from cookie sales goes to Girl Scouts of the USA.