



# **4-H COOKIE SALE!**

Great Fund raiser and Educational  
Project for Clubs

Cookie Orders and MORE!!!

*Please read carefully !!!!*

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*Just in Time to sell for National 4-H Week  
DELIVERY DATE WILL BE OCTOBER 7<sup>th</sup>*

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## ***Dear Organization Leader,***

Back by popular demand, the 4-H cookie sale!

If your club has not participated before, you might want to consider taking part. Clubs who have been participating in this **authorized 4-H Fundraiser** for years, say it is one of the **BEST** club fundraisers they do for many reasons, including a great profit margin and the opportunity to teach youth salesmanship skills and money management. For many years, Merrimack County 4-H Clubs have earned thousands of dollars on the 4-H cookie sale. The other benefit for the county is that if **over 400** cases are sold, the Merrimack County 4-H Foundation benefits by about \$200.00 which goes into programming for 4-H in the county. Help us meet this goal this year! For the last couple of years, we have fallen far short of 400 cases which, in turn, impacts the costs overall.

Joyce Watts of Concord, will coordinate the 4-H Cookie Sale again this year. Read on for details.

Note: Pay careful attention to the prices per case.

**There are changes so read carefully!!**

## **PREPARING FOR THE 4-H COOKIE SALE**

The 4-H cookies that we receive are high quality cookies packaged exclusively for 4-H. The cost per case has gone up from last year (see order sheet). We will again be going with the price of \$3.75 per package again this year Due to the fact that the cases vary by cost the profit per package sold will vary anywhere from \$1.17 per package profit to \$1.71 for something like the sugar wafers for example. The packaging for the fudge mint cookie and the chocolate covered peanut butter patty have all been redesigned as they have had to find a new distributor for these cookie choices. The cost of candy bars has been kept the same as last year. If you need the breakdown per each variety call the 4-H office.

### ***Let's get the orders in!***

It is suggested to order one case per member, (12 packages to a case), but if you have sold cookies previously you should consider the number of cases sold in the past and the number of members who will sell this year. Only full cases may be returned, There are costs involved for shipping and handling if boxes are returned. We also lose the incentive bonus from the company if they are returned, so try hard not to **over order**.

If you find that sales are slower than expected, let Joyce know promptly so she can try to find another club to sell your extras.

## **COOKIES**

There are eleven cookie choices again this year. They are:

Fudge Dipped Mint Cookie  
Chocolate covered Peanut Butter Patties  
Fudge Covered Creme Wafer Stick  
Fudge Graham Squares  
Frosted Oatmeal  
Soft & Chewy BIG Chocolate Chip Cookies

Assorted Sugar Wafer  
Chocolate Chip Sandwich Cremes  
Coconut Cremes  
Lemon Crisp Cookie  
Raspberry Flip Shortbread

## **CANDY BARS CAN ROUND OUT YOUR ORDER!**

We are offering clubs the opportunity to order candy bars to add to their cookie order. Some clubs have asked for this. See the order form for prices. Cost of **candy bars** are 50¢ and we **sell** them for **\$1.00**. They are 40 count variety packs of 4 different bars; 10 almond, 10 crisped rice, 10 peanut butter and 10 caramel bars or you can have 40 count straight packs of these flavors.

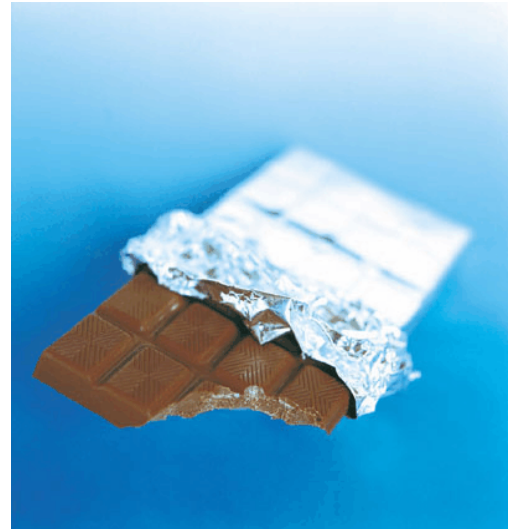
**The order sheet enclosed will reflect the choices, weights and short description.**

**WE NEED 400 CASES ORDERED of cookies and bars - This gives us MORE profit!**

If more clubs participate, we could meet this goal! We haven't made this goal for a couple of years. This effects the cost per case, which in turn means clubs do not make as much per case.

### **COOKIES MUST BE PAID IN FULL BY NOVEMBER 13th**

Most clubs sell cookies after they are received so only one trip is necessary. Advance order forms are available in case you decide to take orders in advance. Members should sell cookies as soon as possible once cookies are received. We will try to put a news release out in the papers letting people know 4-H cookies have arrived. Since all orders go directly to Joyce Watts, **please call the 4-H office and let me know you are selling so I can let the local town criers know that cookie will be available.** Clubs will receive an invoice at pick up with the amount owed to the Foundation.



### **ORDERING**

In the past, mint patties have been the most popular and it is suggested that 50% of your order be mint patties. Peanut butter patties are next in popularity.

**NOTE: These are more per case than the other choices which means a bit less profit from these items.**

One third of your order might be made up of these. Unless your order totals more than 20 cases, it is probably a good idea to limit your order to 5-6 varieties. The enclosed order sheet shows the number of cookies in a package and the weight. Please be careful to order the kinds you want as once cookies are ordered it is not easy to correct a mistake.

Note: You need to pay attention to the cost per case. They have increased and vary according to type of cookie.

**DELIVERY DATE**

Cookies are being ordered for delivery on Wednesday, October 7th, to Osborne’s Agway, Sheep Davis Road, Concord. They ***must*** be picked up between 4-6 pm. If you cannot make this schedule, please call Joyce at (603) 224-9456. Cookies **MUST** be picked up on October 7th! We have no way to store any order not picked up. This is great timing for National 4-H week sales in your communities and at fall community events.

**DEADLINE FOR ORDERS -Wednesday September 2nd**

It is requested that orders be placed by Wednesday September 2<sup>nd</sup>, by sending the orders to:

Joyce Watts  
122 Penacook Street  
Concord, NH 03301

Additional orders may be sent, but there is no guarantee on varieties on short notice. The minimum order is 25 cases if ordered separately from the cookie company. If you can sell more cookies, please check with Joyce to see if another club has extras.

**PAYING FOR COOKIES - SAVE THIS IN A SAFE PLACE -**

All cookies NEED TO BE PAID FOR BY NOVEMBER 13th! Checks or money orders should be sent to:

Merrimack County 4-H Foundation  
Attn: Debbie Cheever  
315 Daniel Webster Highway  
Boscawen, NH 03303

Make checks payable to : ***Merrimack County 4-H Foundation***

Payments should be made for your order as soon as possible. Do not wait until all cookies are sold! We must have payment by the date as the Foundation has to close their books for auditing.

Again this year, we want to exceed 400 cases! Help us to go over this so your club & the county 4-H Program can benefit from the price break.

**CITIZENSHIP PROJECT**

Some clubs have reported that they have donated some of their cookies to their local food basket programs for the holidays. You may want to think of this when placing your order and order extra for this project.

Joyce looks forward to helping with this county-wide project and we thank her for again volunteering for this Key Leader position.

If you have any questions, call the 4-H office at 225-5505 or 796-2151.

SAVE THESE DIRECTIONS!

**Directions to Osborne’s Agway in Concord:** 258 Sheep Davis Road, Concord. Right across from the Target Department Store by the Steeplegate Mall. **Phone:** 228-8561

Sincerely,

Deborah J. Cheever, Extension Educator  
4-H Youth Development

Mark your calendars with the pick up date of **OCTOBER 7th** Any questions, please call Debbie at 225-5505.

encl: 2009Cookie Order form  
cc: Joyce Watts & Aaron Chavenson  
c:leaders/letters and memos/cookie sale/cookiesale07