

Training Overview and Goals

- Review how to maintain vendor status
 - ✓ Selection criteria
 - ✓ Competitive pricing and limits
- WIC Approved Foods List
- Minimum Variety and Inventory
- Transactions
- eWIC procedures
- Preventing Fraud and Program Compliance
 - Monitoring, Inventory Audits, Violations & Sanctions, Claims, Handling Customer Service Issues
- Completing required forms

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What is WIC?

- The Special Supplemental Nutrition Program for Women, Infants and Children
- Federally funded by the United States Department of Agriculture (USDA)
- State-administered by the NC Department of Health and Human Services
- WIC clinical services provided by contracted public health agencies
- NC WIC-authorized vendors are contracted with the NC Department of Health and Human Services and Local WIC Agencies

What is eWIC?

- eWIC is the term used for EBT (Electronic Benefit Transfer) by the North Carolina WIC Program
- EBT is a method that permits access to WIC food benefits using a plastic card

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WIC Works!

- In NC, every WIC dollar spent on a pregnant woman saves multiple dollars in newborn health care costs
- Children on WIC have better diets; particularly for vitamin C, thiamin, protein, niacin and vitamin B₆



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Maintaining Vendor Status

- Meet all current selection criteria
- Follow all Program policies
- Meet competitive pricing and price limits
- Attend annual vendor training
- Train all staff to properly transact eWIC benefits
- Complete vendor-related forms
 - ✓ NC WIC Vendor Information Update
 - ✓eWIC Update for Non-Corporate Vendors
 - ✓ Verification of Attendance



NC Peer Group System 🥏 🥆			
#			
5	Pharmacy	Statewide	Free-standing pharmacy that sells a limited variety of foods
6	Convenience Store	Statewide	Retailer with a limited assortment of grocery items
7	Mass Merchandiser and	Statewide	Retailer that sells a wide variety of merchandise but also carries groceries and has store locations in most or all states
	Commissary		Grocery store operated by US Defense Commissary on a military base
8	Independent Grocery	Urban	Retailer that primarily sells groceries with fewer than 11 store locations
9	Independent Grocery	Non-urban	Retailer that primarily sells groceries with fewer than 11 store locations
10	Regional Grocery Chain	Urban	Retailer that primarily sells groceries with at least 11 store locations and operates in 2 or more states
11	Regional Grocery Chain	Non-urban	Retailer that primarily sells groceries with at least 11 store locations and operates in 2 or more states

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Competitive Pricing and Price Limitations

- Peer group structure
 - ✓ Peer groups have NTEs for WIC supplemental foods and contract formula
 - ✓ No longer published by the State WIC Agency





- Except for Free-standing pharmacies, a vendor must redeem at least \$2,000 annually in WIC supplemental food sales
 - ✓ If not, the Vendor Agreement will be terminated
 - √The store must wait 180 days to reapply

Purchasing and Providing Infant Formula from a State-approved Source

- Vendors must purchase all infant formula, exempt infant formula and WIC-eligible nutritionals only from the sources on the State WIC Agency's list of approved sources
- Vendors must provide only such infant formula, exempt infant formula and WIC-eligible nutritionals to WIC customers
- Authorized vendors will have their WIC Vendor Agreement terminated for failure to comply with this requirement
- A list of State-approved sources can be obtained from your Local WIC Agency or found at https://www.ncdhhs.gov/wicvendorsconnection

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Not-to-Exceed (NTE) Prices

- NTEs are set at 2 standard deviations above the average price for supplemental foods within a vendor peer group.
 - ✓ Calculated for each UPC for each WIC supplemental food
 - ✓ Based on redemption of all vendors in the peer group
 - ✓ Obtained from the eWIC system
 - ✓ Different NTEs for different sizes of the same food even if it is the same brand
- Foods and Contract Formula

NTEs vs. Current Shelf Price

- Vendors must charge current shelf price
- Vendors **DO NOT** have to charge the NTE
- Charges for WIC transactions must be less than or equal to charges to regular customers
- Vendors **cannot** set their prices at the NTE and charge other customers less
 - This is a federal violation for which a vendor can be disqualified

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- NTEs do not apply to exempt infant formula or WIC-eligible nutritionals
- Open market system (shelf price)
- Exempt infant formula and WIC-eligible nutritionals can be found at https://www.ncdhhs.gov/wicvendorsconnection
- NTEs do not apply to fruits and vegetables purchasable with cash-value benefits (CVBs)

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What about exchanges?

- Identical items only when:
- Defective
- ospoiled or
- has exceeded its "best if used by" or "sell by" date on the date of purchase

Annual Vendor Training Vendors, their store manager or other authorized store representative are required to attend vendor training

Failure to attend annual training by September 30th of each year will result in termination of the WIC Vendor Agreement

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Predominantly WIC Vendor (PWV)

- In North Carolina, the WIC Program classifies vendors that derive more than 50% of their annual food sales revenue from WIC food benefits (excluding CVBs) as Predominately WIC Vendors or PWVs
- PWVs cannot be authorized NC WIC vendors
 - ✓ If a vendor applicant is expected to be a PWV, the application will be denied
 ✓ If a vendor becomes a PWV anytime during authorization, the Vendor
 Agreement will be terminated
 - ✓ Must wait 90 days to reapply
- State Rule 10A NCAC 43D.0706-Vendor Peer Groups
- Terms of Vendor Agreement): Section I Number 3(n)

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Predominantly WIC Vendor (PWV) continued

- State WIC Agencies are required to identify vendors that derive more than 50% of their annual food sales revenue from WIC food benefits
- The USDA classifies these vendors as Above 50% Vendors
- In North Carolina, these stores are called Predominantly WIC vendors (PWVs)
- State WIC Agency collects data to determine total SNAP eligible food sales as part of the PWV identification process

PWV Identification PWV Identification is reviewed after six months of authorization as well as annually

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PWV Identification continued

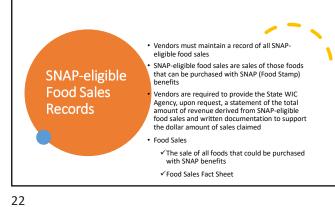
- Request sales records, financial statements, reports, tax documents or other verifiable documentation
- State Agency may require vendor to sign a release of information form from the Department of Revenue to verify SNAP eligible food sales-known as the "GEN-93"
- Very important for vendors to be aware that this information may be requested each year for the previous federal fiscal year

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GEN-93 FORM

- Release of Tax Information Form
- Authorizes the Nutrition Services Vendor Unit to acquire the vendor's E-500 forms directly from Department of Revenue (DOR)
- Must be completed accurately matching what DOR has on file for store
- Must be notarized



Peach year select vendors are asked to submit SNAP eligible food sales as part of PWV determination
 Request sales records, financial statements, reports, tax documents or other verifiable documentation
 Keep a monthly copy in files

Verifiable
Documentation
of SNAP-eligible
Food Sales

- Ledger Totals

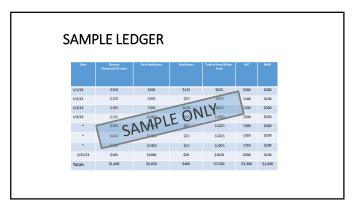
- Daily, Weekly or Monthly Cash Register Receipts totaled in a ledger (Do NOT send actual cash register receipts)

- Some registers have the ability to separate out different types of items

- It is highly recommended that Vendors maintain this type of system. Makes this annual process easier

- Sales and Use Tax returns are not always sufficient for documenting complete SNAP eligible food sales

- These returns may be used along with ledger totals to verify a vendor's documentation of SNAP eligible food sales

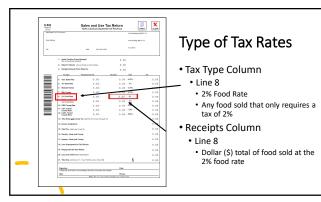


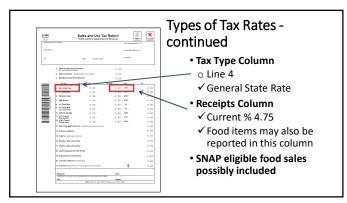


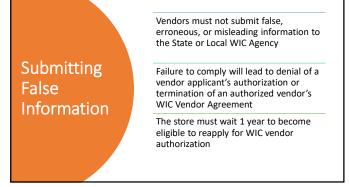
Different Types of Documentation

- Sales and Use Tax Return
- If your store files electronically, it is recommended that you keep a copy for your records as this documentation may be requested as additional documentation
- Additional information may still be requested from the State WIC Agency if these forms are submitted as documentation

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Automated Clearing House (ACH)

- Vendors will receive payment for all eWIC transactions processed in their store through an Automated Clearinghouse (ACH) system in which payments are directly deposited into their bank account
- Each approved food has an NTE
- If a vendor submits an item price that is above the NTE, their payment will be decreased to the NTE amount for the item

Vendor Bank Accounts

- Vendors (with stand-beside devices because FIS pays them directly) must submit their most current banking information to the eWIC contractor, FIS, (or third-party processor) to ensure payment for eWIC transactions.
- Current vendors (with stand-beside devices because FIS pays them directly) must contact the eWIC contractor with any changes in a vendor's bank account.
- Vendors can contact FIS at 1-800-894-0050 Monday- Friday from 8:00 AM to 5:00 PM CT for account changes or updates

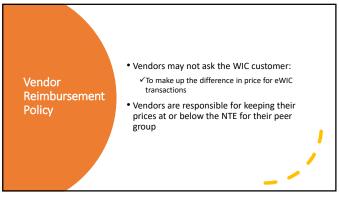


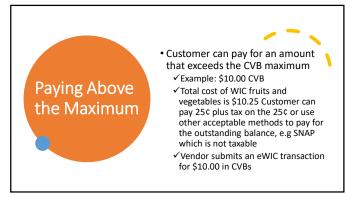
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FIS Retailer Helpdesk

- FIS Retailer Helpdesk for stand-beside device assistance:
 - Retailer Helpdesk: 1-844-230-0836 (available 24/7)
 - Email: <u>merchant.services.support@fisglobal.com</u>



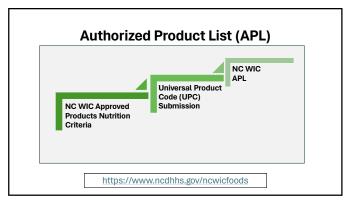








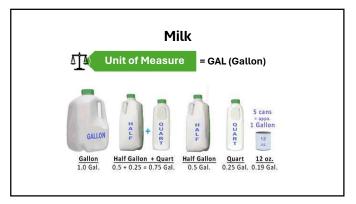




Supplemental Foods for Infants Food Packages I, II, III Supplemental Food Packages I, III, III Supplemental Food Packages III F & B. 4-0-3 morths A. 0-3 morths B. 4-5 morths B. 4-6 morths B. 4-7 morths B. 4-7 morths B. 4-7 morths B. 4-7 morths B. 4-6 morths B. 4-7 mor

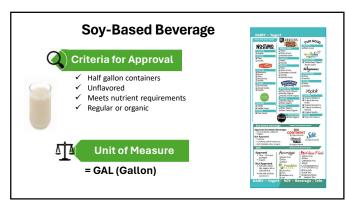
Supplemental Foods for Children and Women Food Package's IV, V, VI and VII Supplemental Food Category Children Food Package N: Pregnant and Pertuity Breastfeeding Package N: Pregnant and Pertuity Breastfeeding Food Package N: Food Pack

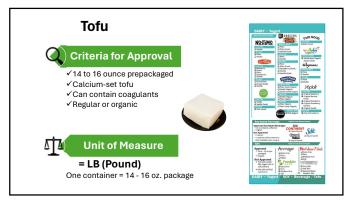




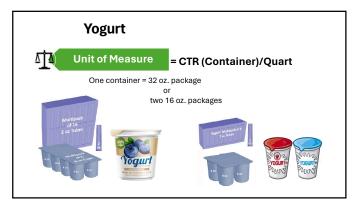




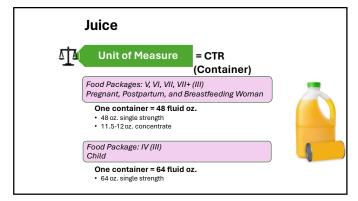


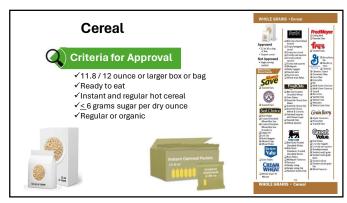


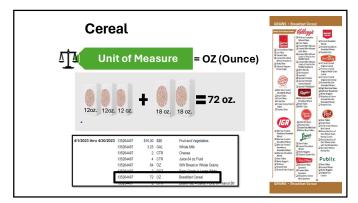












Pread/Whole Grains - Whole wheat tortillas - Soft corn tortillas - Whole grain/whole wheat bread/Buns/Rolls - Brown rice - Whole wheat pasta - Whole grain Barley - Bulgur - Oats

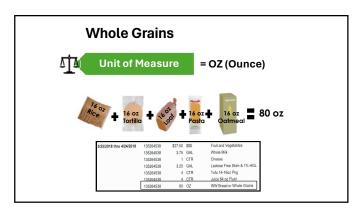
Criteria for Approval 16 ounce loaf 100% whole-grain and/or whole-wheat bread/Buns/Rolls Regular or organic





Whole Wheat Pasta Criteria for Approval 16 ounce packages 100% whole grain and/or whole wheat All shapes Regular or organic

Whole Grain Barley/Bulgur/Oats Criteria for Approval 14 to 16 ounce bag or box Plain, whole grain barley/bulgur/oats Instant, quick or regular cooking No added sugars, fats, oils, or salt Regular or organic





(Dozen)

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- (Any type) plain, unseasoned mature
- 16-ounce bag or box
- Regular or organic
- ✓ Canned
 - (Any type) plain, unseasoned mature
 - Regular or low sodium
 - 15 to 16-ounce can
 - Regular or organic





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Beans, Peas, and Lentils Food Benefits

- Mature
- Black Beans ■ Butter Beans
- Lima Beans
- Garbanzo Beans
- Soybeans
- Lentils
- Split Peas

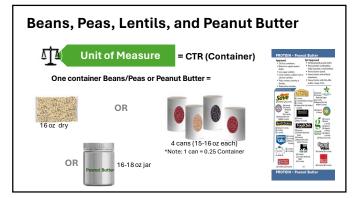
Cash-value Benefits

Vegetable

- Green Beans Green Peas
- Snap PeasSnow Peas
- Snap Beans
- Garden Peas
- Wax Beans

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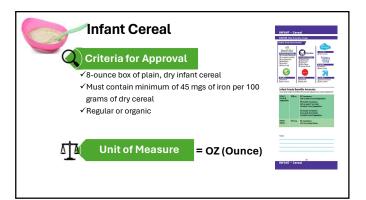




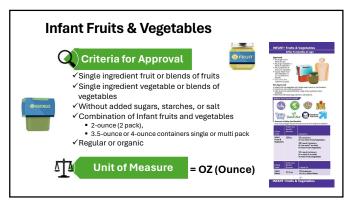


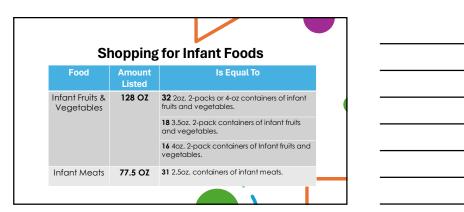
















- ✓ Fresh, frozen or canned fruits and vegetables
- ✓ Regular or organic



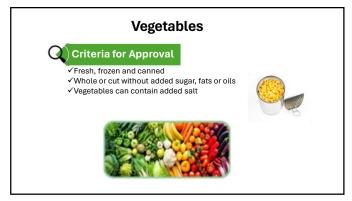
= \$ Cash Value Benefit Dollar Amount



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Fruits and Vegetables



NOT Approved

- Herbs used for flavoring
- Infant fruits and vegetables*
- Mature legumes (dry or canned beans, peas, lentils)*
- Ornamental or decorative fruits or vegetables
- Catsup or other condiments
- Dried fruits or vegetables
- Salsa
- Sauerkraut

- Pickled vegetables, olives
- Fruit and/or vegetable juices*
- Fruit baskets
- Fruit leathers and fruit roll-ups
- Fruit or vegetable items on party travs
- Fruit or vegetable items on salad bars
 - * See other approved criteria: 'Infant fruits and vegetables'; 'Beans, Peas, Lentils' and "Juice".

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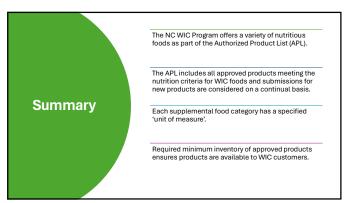
Minimum In	Minimum Inventory Requirements		
Food Category	Required Package Size	Required Quantity	
Milk (Skim/1% Milk AND Whole Milk)	Gallons	Skim/1% milk = six (6) gallons Whole Milk =two (2) gallons *2 types required*	
Cheese	One (1) pound = 16 oz.	Two (2) pounds of one approved type	
Juice (Single Strength*) *concentrated juice does not have inventory requirement	48 oz. container <u>AND</u> 64 oz. container *2 sizes required*	48 oz. container = four (4) containers 64 oz. container = four (4) containers	
Cereal	12+ oz. package	Six (6) packages *required to have 2 types whole grain cereal*	

Minimum Inventory Requirements			
Food Category	Required Package Size	Required Quantity	
Bread	16 oz. loaf of bread, 16 oz. package of tortillas	Two (2) loaves or packages QR One (1) loaf & one (1) package	
Brown Rice	14 to 16 oz. package	Two (2) packages	
Eggs	One (1) dozen	Two (2) packages	
Beans, Peas, Lentils	One (1) pound dry beans, peas, lentils	Two (2) packages of dry beans, peas, lentils *Only one 1 (one) approved type required*	
Peanut Butter	16 to 18 oz. containers	Two (2) containers	
Fish	5 to 6 oz. containers	Six (6) cans	

Minimum In	Minimum Inventory Requirements			
Food Category	Required Package Size	Required Quantity		
Infant Formula (contract milk-based <u>AND</u> soy-based powder infant formula)	11.0 – 14.0 oz. cans	Milk-based Infant Formula = Eight (8) cans Soy-based Infant Formula = Four (4) cans		
Infant Cereal	8 oz. container	Six (6) boxes *only one (1) approved type required*		
Infant Fruits and Vegetables (Fruit <u>AND</u> vegetable)	3.5 to 4 oz. containers	64 ounces total (or ~16-18 containers) *required to have one (1) type of fruit and one (1) type of vegetable*		

Food Category	Required Package Size	Required Quantity
Fruit (CVB) (Canned Fruit)	14 to 16 oz. can	10 cans * Two (2) varieties required*
Vegetable (CVB) (Canned Vegetables)	14 to 16 oz. can	10 cans * Two (2) varieties required*
. ,	14 to 16 oz. can	









- Obtain card readers to support eWIC transactions within their store(s). The vendor must ensure that the card readers they obtain meet all eWIC requirements (Integrated systems)
- Cessation of operations, withdrawal from the WIC Program or disqualification from the WIC Program shall result in termination of the WIC Vendor Agreement by the State WIC Agency

eWIC Requirements - continued

- Process eWIC transactions accurately, in a timely manner, and in accordance with the terms of the North Carolina WIC Vendor Agreement. Maintain compliance with the eWIC Processor Vendor Agreement, the FNS EBT operating rules, standards and technical requirements, WIC Program Rules, and state and federal regulations, and statutes
- Maintain a certified eWIC system that is available for WIC redemption processing during all hours the store is open;
- Request eWIC Processor re-certify the vendor's eWIC system if it is altered or revised in any manner that impacts eWIC redemption

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eWIC Requirements - continued

Integrated Vendors:

- There is no need for WIC customers to separate their items when transacting WIC benefits
- Do not make them separate their WIC items from non-WIC items
- All items can be rung up together; however, the WIC customer must swipe their eWIC card first before any other tender type is applied to ensure that the proper items are deducted from the WIC customer's benefit balance before another tender type is used for purchase



eWIC Requirements - continued

- Should a vendor that uses stand-beside device(s) to transact eWIC decide to upgrade to an integrated system, the vendor must:
 Inform the eWIC processor before making any change, so that it can be determined if the system needs to be certified and testing can be performed to establish
 - Inform the State WIC Agency so that Level III certification testing can be performed prior to use of the system in the store
- Testing performed with the eWIC processor for a new system that a vendor chooses to use does not supersede the Level III certification testing that must be performed by the State WIC Agency
- These procedures also apply to vendors who alter the integrated system that they currently use or decide to use a different integrated system altogether

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eWIC Requirements - continued

- The State WIC Agency, not the eWIC processor, must grant final approval before a new system or system that has been altered is used by a vendor
- Vendors must inform the State WIC Agency if their integrated cash register system will be altered or revised in any manner that impacts eWIC redemption. This is a requirement detailed in the Terms of Vendor Agreement. Failure to do so may result in the termination of their WIC Vendor Agreement

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eWIC Requirements - continued

- It is important to continue to follow policies and procedures to maintain authorization
- Federal regulations provide processes to support program integrity
- Review your Vendor Manual for more detailed information regarding federally and state mandated WIC Vendor policies and procedures



- May not have any owners, officers or managers who have been convicted of or had a civil judgment entered against them in the last six years for any activity indicating a lack of business integrity
- Includes, but is not limited to fraud, antitrust violations, embezzlement, theft, forgery, bribery, falsification or destruction of records, receiving stolen property, making false claims, and obstruction of justice

Violations and Sanctions

- A violation is an infraction of WIC Program regulations or other requirements
- A sanction is an administrative action taken as a result of a pattern of violations and may include:
 - ✓ Disqualification or civil money penalty in lieu of disqualification



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 Any intentional or unintentional action of a vendor's owners, officers, managers, agents or employees, with or without knowledge of management, that violates the WIC Vendor Agreement or federal or state statutes, regulations, policies or procedures governing the Program



- Federal violations for which vendors are subject to disqualification
 - \checkmark Federal violations; carry longest disqualification periods
 - √ Found through compliance buys and inventory audits
- State violations for which vendors are subject to disqualification
 - ✓ Usually found during compliance buys and Local WIC Agency monitoring

Vendor Violations and Sanctions

- 10A NCAC 43D.0710 includes language for eWIC transactions. The rule states a vendor shall be disqualified from the WIC Program for:
 - ✓One year for three occurrences within a 12-month period of failure to properly transact WIC food benefits by manually entering the EBT card number or entering the PIN into the POS instead of the WIC customer, scanning the UPC or PLU codes from UPC codebooks or reference sheets when completing a WIC customer's EBT transaction, not entering the correct quantity and item price, or not providing the WIC customer with a receipt that shows the items purchased and the customer's remaining food benefit balance.

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Vendor Violations and Sanctions continued

- As a Reminder:
- 10A NCAC 43D.0708 (20)(j) states that the vendor must:
 √Scan or manually enter Universal Product Codes (UPC) only from approved supplemental foods being purchased by the WIC customer in the types, sizes, and quantities available on the WIC customer's EBT account. The vendor shall not scan codes from UPC codebooks or reference sheets;
- This requirement is also listed in the current Terms of Vendor Agreement
 - 10A NCAC 43D.0710 has two state violations relating to the eWIC system
- Vendors may be disqualified from the WIC Program if they commit either of these state-established violations

Vendor Violations and Sanctions continued

- The two violations for which a vendor can be disqualified are failure to make EBT point of sale equipment accessible to WIC customers and failure to comply with minimum lane coverage criteria. The pattern of occurrences and respective disqualification periods are:
- 180 days for three occurrences within a 12-month period of failure to make EBT point of sale equipment accessible to WIC customers to ensure that EBT transactions are completed in accordance with 10A NCAC 43D .0708(20)
- 90 days for three occurrences within a 12-month period of failure to comply with minimum lane coverage criteria required by 7 CFR 246.12(z)(2) and 10A NCAC 43D .0708(20)(c)

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- The nature of the violation and the number of violations determine the sanction imposed
- Sanctions remain on a vendor's record for 12 months or until a vendor is disqualified
- A pattern of occurrences for the same violation may result in disqualification
- The number of occurrences needed to establish a pattern depends on the violation

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Examples of Patterns of Violations

- Three occurrences within a 12-month period of failure to stock minimum inventory
- Three occurrences within a 12-month period of stocking WIC supplemental foods outside of the manufacturer's expiration date
- Three occurrences within a 12-month period of failure to mark the current shelf prices of all WIC supplemental foods
- Three occurrences within a 12-month period of failure to make EBT point of sale equipment accessible to WIC customers

Preventing Fraud and Ensuring Compliance

- State WIC Agency must investigate at least 5% of vendors annually using:
 - ✓ compliance (undercover) buys ✓ inventory audits
- Must also ensure that vendors are monitored by Local WIC Agency staff



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Compliance Buys

- Undercover purchases by a compliance investigator
- May make multiple visits over one year
- Vendors may receive a letter from the State WIC Agency if problems are noted



Vendor Overcharging

- Intentionally or unintentionally charging more for supplemental food provided to a WIC customer than a non-WIC customer or charging more than the current shelf price for supplemental food provided to a WIC customer
- Overcharging is a serious federal violation that can lead to vendor disqualification
- This violation is uncovered during compliance buys
- Vendor overcharging is **NOT** the same as charging over the NTE

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Overcharging?

- A vendor looks at the NTE to determine what they could charge the WIC customer for a gallon of whole milk. The current shelf price is \$2.79. They charge the WIC customer \$3.69 for the gallon of whole milk because that is the current NTE for the month. Is this vendor overcharging?
- A vendor charges a WIC customer \$6.50 for WIC approved cheese. The current shelf price is \$6.50. The NTE is \$6.29. Is this vendor overcharging?

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Food Substitution

- Per the Vendor Agreement:
 - ✓ Vendors must provide to the WIC customer only the approved supplemental foods, fruit, and vegetables contained in the authorized product list (APL) after it has been determined that the WIC customer has an available balance for the item on the date of the transaction
- Vendors must properly transact the WIC supplemental foods that are listed on the participant's food benefit balance
- Vendors cannot substitute one food subcategory for another

 - o Federal violation that carries 1-year disqualification
 ✓ Example: Substituting 1% Milk/Skim Milk for 2% Milk or Whole Milk



Use of Scanning Sheets Prohibited

- Vendors <u>cannot</u> use a collection of UPC barcodes on Scanning Sheets, cash registers, computers, tablets, cell phones or any other similar electronic devices to transact eWIC
- Failure to comply with this policy could result in termination of their WIC Vendor Agreement



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Inventory Audits

- A vendor must make available at any reasonable time and place ALL:
 - ✓ Program-related records: invoices, purchase orders, various tax and business records
- MUST be retained 3 years or until audit pertaining to these records is resolved, whichever is later

Purchase Documentation Requirement

- Specific requirements for purchase documentation of WIC supplemental foods
- Invoices, receipts, purchase orders, and any other proofs of purchase for WIC supplemental foods must include the following:
- The name of the seller and be prepared entirely by the seller or on the seller's business letterhead;
- 2. The date of purchase and the date the authorized vendor received the WIC supplemental food at the store if this date is different;
- 3. A description of each WIC supplemental food item purchased, including brand name, unit size, type or form, and quantity

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Violations Detected During Inventory Audit

- Claiming reimbursement for the sale of an amount of a specific supplemental food item which exceeds the store's documented inventory of that supplemental food item for six or more days within the 60-day period
 - o The six or more days do not have to be consecutive
- Inability to provide records or providing false records is also a violation

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Vendor Claims

- Overpayment to a vendor as determined by an inventory audit or compliance buy investigation requires repayment to the WIC Program
- The State WIC Agency assesses a claim against the vendor in the amount of the overpayment
- Vendors can request a conference to review the claim, but this action cannot be appealed

Claims Assessed for Vendor Violations

 If a vendor is assessed a claim, the vendor must reimburse the State WIC Agency in full or agree to a repayment plan within 30 days of written notification of the claim

✓ Failure to do so will lead to termination of the Vendor Agreement

 A vendor applicant cannot be authorized if any of the vendor applicant's owners, officers or managers currently have or previously had a financial interest in a WIC Vendor that was assessed a claim by the WIC Program and the claim has not been paid in full

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Disqualification

- Ranges from 60 days to permanent
- WIC status may impact status with SNAP (formerly the Food Stamp Program)
- Vendor has right to appeal

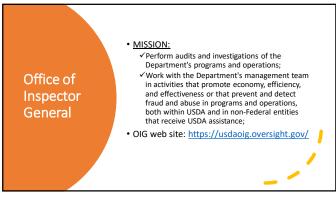


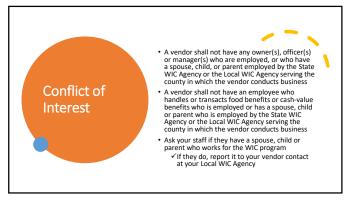
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Disqualification continued

- Upon disqualification or termination, vendors are required to return their stand-beside equipment to FIS within 10 business days
 - \checkmark Including all cords, cables, scanners and pin pads (if applicable) \checkmark FIS will send a shipping label
- Failure to return all stand-beside equipment to FIS will result in the initiation of an ACH debit from the vendor's account
- If a vendor's bank account has been closed, Local Agency staff will be asked to retrieve all equipment from the vendor location









• Section 246.12(h)(3)iii of the Federal WIC Regulations requires WIC-authorized vendors to offer WIC customers the same courtesies that are offered to other (non-WIC) customers ✓WIC customers cannot be excluded from in-store Equitable **Treatment** • Failure to provide the same courtesies to WIC customers is a violation of Federal WIC Regulations, thereby constituting a vendor violation ✓ Discrimination on the basis of WIC participation ✓ May result in disqualification 118 • Incentive item-an item or service provided by a vendor to attract customers or encourage customer loyalty • Vendor discount-an in-store promotion that reduces the price or increase the quantity of a given product; a vendor discount could also result from the use of a coupon **Definitions** • In-store promotion-a sales promotion in which a vendor may offer incentive items, vendor discounts or coupons in order to increase sales of certain items or to encourage customer loyalty to the vendor 119 Incentive Items • Incentive items must be approved by the North Carolina WIC Program prior to providing them to WIC customers • The North Carolina WIC Program may approve incentive itemsincluding food, merchandise or services-that a vendor obtained at no cost or that cost a vendor less than \$2.00. Vendors may also provide food sales or specials (vendor discounts) that involve no cost or cost

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the vendor less than \$2.00

Approval for Incentive Items

- To obtain approval to provide incentive items to WIC customers, a vendor must submit a written request directly to the North Carolina State WIC Agency
- WIC vendors **cannot** offer incentive items to WIC customers without approval from the State WIC Agency

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Approval for Incentive Items continued

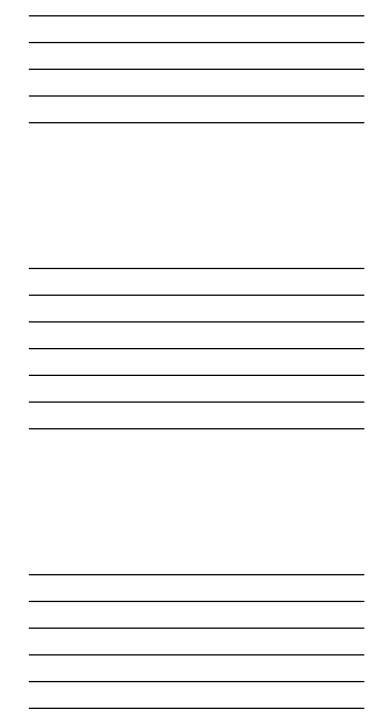
- Following is a list of prohibited incentive items:
- ✓ Assistance applying for WIC benefits
- ✓Transportation for WIC customer to and/or from vendor premises
- ✓ Delivery of WIC supplemental foods
- ✓ Lottery tickets
- ✓ Cash gifts
- ✓ Any other service that results in a conflict of interest, any item that incurs a
 liability to the WIC Program or violates any Federal, State or Local law or
 regulation

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In-Store Promotions and Coupons

- Allowing WIC customers to use vendor discounts in WIC purchases reinforces wise food purchasing practices
- Vendor staff/cashiers should be well-informed about the use of different types of in-store promotions and coupons
 - ✓Understand the temporary nature of some offers in order to reduce confusion at the point of sale
 - √Know how to properly transact eWIC using in-store promotions and coupons





Types of In-Store Promotions and Coupons

- Buy One, Get One Free (BOGO)
- Buy One, Get One at a Reduced Price
- Free Ounces Added to Food Item by Manufacturer (Bonus Size Items)
- Transaction Discounts
- Store Loyalty/Rewards Cards
- Manufacturers' Cents Off Coupons

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In-Store Promotions: BOGOs and eWIC

Per the USDA WIC EBT Operating Rules:

- In a true BOGO, the free item cannot be deducted from the WIC customer's benefit balance or reported to the State Agency.
- If a food item is advertised as "Buy one, get one free" with the disclosure that each item is sold for half the advertised price, both food items shall be redeemed using WIC benefits and shall reflect an item price of half the advertised price in the transaction.
 - ✓ Quantity discount
 - ✓ If using this methodology for BOGOs, vendors must put this disclosure in store advertising

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- Sales Tax on Manufacturers' Coupons
 - √Not permitted to tax WIC items, so cannot charge WIC customers tax on manufacturer's coupons
- Cash Back
 - ✓Not permitted as a result of vendor discount in any WIC transaction

Reporting Customer Service Issues (Complaints)

- Vendors should report customer service issues (complaints) to the Local WIC Agency concerning:

 - WIC customer inappropriate behavior
 Vendors are not required to tolerate behavior from a WIC customer that they would not tolerate from other customers
 - ✓ May also report complaints about other vendors
- May use form in the Vendor Manual or on website at: https://www.ncdhhs.gov/wicvendorsconnection

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Completing Required Forms

- $\bullet\,$ To comply with reauthorization requirements, new documents must be completed
- Corporate Contract Vendors
 - The corporate office will:
 - Update the vendor record using the Vendor Portal
 - The corporate office will also complete one of the following forms for all store locations:
 - NC WIC Vendor Agreement
 - Above 50% Self-declaration form
 - eWIC Update for Corporate Vendors
 - Individual corporate contract pharmacy store managers must complete annual training and submit the Verification of Attendance

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Completing Required Forms continued

- All non-corporate contract pharmacy vendors must complete:
 - NC WIC Vendor Agreement
 - NC WIC Vendor Application
 - Above 50% Self-declaration form
 - eWIC Update for Non-Corporate Vendors
 - Verification of Attendance
 - Email Verification Form
- All documents, excluding the Verification of Attendance and Email Verification Form, will be completed using DocuSign. DocuSign enables you to complete and sign the required documents electronically. The documents will be sent to you via email.



Vendor Process Using DocuSign

- You will receive an email from the State
- This is the email you will receive

Agency via DocuSign.

 You will click on the "Review Documents" button.



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Vendor Process continued

- Once you have clicked "Review Documents," this screen will open.
- You will click the "Continue" button to review and complete the reauthorization documents.



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Fields to Complete

You will move through the documents, typing in the correct information as it pertains to your store. You will only be able to complete fields that are indicated for vendors. You will not be able to click the Finish button unless all fields have been completed. Answer all questions accurately, If fields are not answered accurately, ALL documents will be returned for completion.



Adopting a Signature

When you first click on the **Sign** tab, an **Adopt** Your Signature screen will appear as shown in the example. There are three options for completing signatures: Type your signature and initials in and select the style, $\boldsymbol{\text{Draw}}$ your signature using your mouse, or $\textbf{Upload}\, \textbf{a}$ clear picture of your signature and initials.

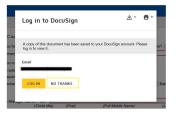


• Once your signature is to your liking, click on the **Adopt and Sign** button. Throughout the documents, wherever sign or initial appears, click the button and the adopted signature appears.

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Final Screen

- You may see this screen upon completionCan select "No Thanks"
- · All parties will receive a copy of the fully completed forms

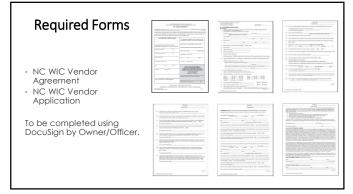


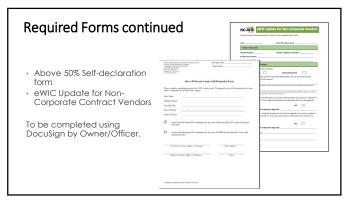
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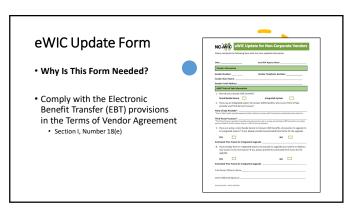
Important Note



It is extremely important that the email address associated with the store is checked regularly. If the documents are not opened in a timely manner, a new link will be sent to you for security purposes. The documents are also set to expire 9/30/2024 so you will need to complete them once you receive the email.









Verification of Attendance Form

- Vendors must check off ALL items they receive in their training packets
- Vendor number must be documented on the form
- Signature of the vendor owner/ representative attending training ensures the receipt of forms, manual and training materials

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Email Verification Form



- Non-Corporate Contract Vendors will receive the Email Verification Form
- This form is to verify which email addresses reauthorization documents need to be sent to
- DocuSign will **not** be sent until State WIC Agency receives Verification of Attendance Form and Email Verification Form
- ✓ Complete the forms in DocuSign in a timely manner and as accurately as possible as to not delay your reauthorization

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Required Forms Reminders!

- Be complete and accurate
- Include your vendor number on all forms
- Your store name must be the same on each form
- Call your Local WIC Agency, if you have questions







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Assurance of Civil Rights Compliance

The vendor hereby agrees that it will comply with Title VI of the Civil Rights Act of 1964 (42 U.S.C. 2000d et seq.); Title IX of the Education Amendments of 1972 (20 U.S.C. 1681 et seq.); Section 504 of the Rehabilitation Act of 1973 (29 U.S.C. 794); the Age Discrimination Act of 1975 (42 U.S.C. 5010 et seq.); Title IX of the Education Amendments of 1972 (20 U.S.C. 1681 et seq.); Title II and Title iii of the Amendraus with insabilities act (Apilo) of 1990, as a metalous of 1972 (20 U.S.C. 1681 et seq.); Title IX of the Education Control of 1972 (20 U.S.C. 1681 et seq.); Title IX of the Amendraus William (20 U.S.C. 1681 et seq.); The Amendraus Office II of 1972 (20 U.S.C. 1681 et seq.); The Amendraus Office II of 1972 (20 U.S.C. 1681 et seq.); The Amendraus Office II of 1972 (20 U.S.C. 1681 et seq.); The Amendraus Office II of 1972 (20 U.S.C. 1681 et seq.); The Amendraus Office II of 1972 (20 U.S.C. 1681 et seq.); The Amendraus Office II off

This assurance is given in consideration of and for the purpose of obtaining any and all Federal financial assistance, grants, and loans of Federal funds, reimbursable expenditures, grant, or donation of Federal property and interest in property, the detail of Federal funds, reimbursable expenditures, grant, or donation of Federal property and interest in property, the detail of Federal without consideration at a normal consideration, or at a consideration that is reduced for the purpose of assisting the recipient, or in recognition of the pulli interest to be served by such asia, lease, or furnishing of services to the recipient, or any improvements and with Federal financial assistance extended to the Program applicant by USDA. This includes any Federal agreement, arrangement, or other contract that has as one of its purposes the provision of cash assistance for the purchase of food, and cash sastiance for practice or food, and cash sastiance for particular of the purposes of food, and cash sastiance for particular of the purpose of the purpose or rental of food service equipment or any other financial assistance extended in reliance on the representations and agreements made in this assurance.

This assurance is binding on the vendor, its successors, transferees, and assignees as long as it receives assistance or retains possession of any assistance from the Department. The person or persons whose signatures appear below are authorized to sign this assurance on the behalf of the vendor.

USDA Nondiscrimination Statement In accordance with federal coil rights law and U.S. Department of Agriculture (USDA) coil right regulations and policies, this institution is prohibited from discriminating on the basis of race, cotor, national origin, see (including generic leighting) and accordance with federal coil groups and control origins activity. Perguan information (ray, be made available in languages other than English. Persons with disabilities who require alternative means of communication to data program information (ray, brain, large print, auditages, American Sign Language), should contact the responsible state or local agree; that administers the program curvious activities and the control of the Con