Arizona Department of Health Services Arizona WIC Program



Vendor Training Overview Federal Fiscal Year 2016

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What's Covered in Vendor Training?

- The Purpose of WIC
- Vendor Authorization
- Authorized Foods
- Minimum Stock and Variety Requirements
- Infant Formula Purchase Requirements
- Redemption Procedures

What's Covered in Vendor Training?

- Sanction System
- Complaint Process
- Claims Procedures
- Incentive Items Policies
- Changes since the last training

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The Purpose of WIC

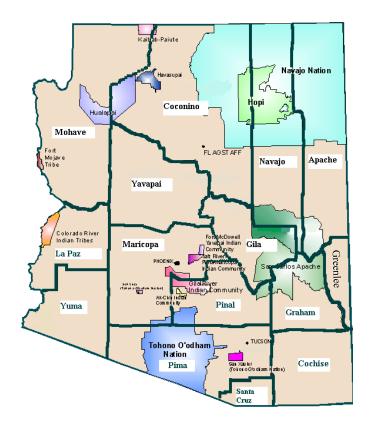
- Covered by a DVD that explains the :
 - WIC Program History
 - Purpose of the Program
 - Participant eligibility requirements
 - Four (4) major Components of WIC
 - Nutrition Education and Goals
 - Breastfeeding Education and Promotion
 - Supplemental Foods
 - Referrals

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WIC Programs in Arizona

- Arizona WIC Program
- Inter Tribal Council of Arizona (ITCA) WIC Program
- Navajo Nation WIC Program



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WIC Vendor's Role

Like the pharmacist dispensing medicines, the...

- The Vendor is important in the health care community
- WIC food instruments contain a food prescription
- Vendor fills the prescription as prescribed



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WIC Vendor's Role



- The Vendor is vital to the success of the WIC Program
- The Vendor is the final step in the process

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Federal Regulation Requirements

- Annual Training via Training Alert
 - All current Vendors
- Mandatory Contract Training
 - Vendor's whose contracts expire at the end of the current fiscal year (September 30)
- Preauthorization Training
 - New Vendor Applicants

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Vendor Contract Requirements

- Must be a written Vendor contract
- Signed by a person who has legal authority



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Vendor Contract

- Explains the rights and responsibilities
- Provides retail outlets for WIC participants
- The contract does not constitute a license or property interest



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Vendor Contract - Term

- Three (3) Federal Fiscal Years or a portion thereof
- Three (3) separate contract cycles
 - Two(2) major chain stores (1/3)
 - Major chain/super center type stores (1/3)
 - Independent and small chain stores (1/3)



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- Outlined in Section 13 of the Vendor Manual
- All criteria MUST be met
- Failure to meet all criteria will result in the denial of the contract.



Federally Mandated Requirements:

- Minimum WIC stock and variety
 - Applicants must meet and maintain minimum stock and variety requirements.



Federally Mandated Requirements:

- Infant Formula Purchases
 - All infant formula <u>must</u> be purchased <u>only</u>
 from a supplier that is listed the Arizona WIC
 Program Infant Formula Suppliers list



Vendor Selection Criteria Supplier Problems

- Infant Formula Supplier Problems
 - If the Vendor's normal supplier is unable to meet their order request...
 - It is the Vendor's responsibility to select another supplier from the Arizona WIC Program's Infant Formula Suppliers list.

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Federally Mandated Requirements

- Competitive prices for WIC foods
 - Must have competitive prices for all WIC food items



Federally Mandated Requirements

- Training Attendance
 - New Owner or Corporate Representative (Owner, Officer or Member) <u>must</u> attend mandatory training; and
 - One management representative (or their designee) from each store location must attend mandatory training.

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Federally Mandated Requirements

- Supplemental Nutrition Assistance Program (SNAP) compliance
 - Must be in compliance with SNAP
- Business Integrity
 - Owners, officers and managers must maintain a standard of business honesty and maintain a reputation of good business practices

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Federally Mandated Requirements

• Service Mark Compliance





WIC ACRONYM AND LOGOS

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WIC Acronym and Logo

- Registered service marks that are owned by the United States Department of Agriculture and are subject to penalties.
- Under no circumstances should Vendors include the WIC logo or acronym in whole or in part or any close proximities, as part of their official name, in banners, advertising, signs, etc., nor should the WIC acronym or logo be attached to individual food items.

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WIC Shelf Markers

 The WIC Program will provide Vendors with shelf markers that can be used to identify WIC approved foods.

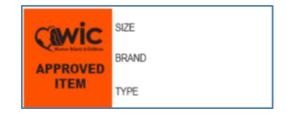


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WIC Shelf Markers

- Authorized WIC Vendors have three options for the shelf markers:
 - Department Issued
 - Department Approved
 Printable Markers
 - Department Approved
 Graphic (to make and
 produce own shelf markers)
 MUST BE APPROVED BEFORE
 IMPLEMENTED IN STORE





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WIC Decal

- Identifies the store as an authorized WIC Vendor
- Must be posted
- Available in English and Spanish



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WIC Identifiers

- The WIC decal and the approved shelf markers are the only authorized WIC identifiers that can be used by Vendors.
- The WIC Program will provide these identifiers to the Vendor.





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- Current SNAP authorization
 - Must have a valid authorization and be in compliance with SNAP
- Accessibility to WIC Participants
 - Open for business for a minimum of 10 hours a day, six days a week
 - Be in a location near a WIC clinic or near participants' residences

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- Business Operations
 - Viable Business:
 - A business that has been open for at least one (1) year prior to the submission of the Vendor application and WIC Price Stock Survey.
 - Applicant must be able to provide the Department with one (1) year of business bank statements and records.



Full Line Grocery Store

• Must carry at a minimum:

Food Category	Varieties and Units Required
Cereal	Five (5) or more varieties of cereal with five (5) or more units of each variety
Bread – Tortillas	Four (4) or more varieties of bread/tortillas with five (5) or more units of each variety
Fresh Dairy Products	Five (5) or more varieties of fresh dairy products with five (5) or more units of each variety
Fresh Fruit	Seven (7) or more varieties of fresh fruit with five (5) or more units of each variety
Fresh Vegetables	Seven (7) or more varieties fresh vegetables with five (5) or more units of each variety
Fresh Meat	Four (4) or more varieties fresh meat with five (5) or more units of each variety

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Full Line Grocery Store

Variety

- An assortment of different types of food items for each category of cereal, bread/tortillas, fresh dairy products, fresh fruit, fresh vegetables, and fresh meats/poultry/fish
 - For example: fresh dairy products may consist of milk, cheese, yogurt, sour cream, cottage cheese, etc., and fresh meats may consist of ground beef, chicken breasts, turkey, pork chops, steaks, etc.

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Full Line Grocery Store

• <u>Unit</u>

- A single item in a broader category of food items
 - For example one (1) apple, one (1) container of milk, one (1) loaf of bread, etc.



- Type of Store
 - Must have 45% or more in gross sales from groceries
 - Additional documentation may be requested
- Sanitation Compliance
 - Must have a current Retail Establishment
 Permit to Operate or Health Permit posted in their store



- Volume of WIC business (Current Vendors)
 - Must have an average of 90 or more food instruments redeemed for the quarter of February, March and April
- History of Compliance
 - No disqualification from SNAP or any WIC
 Program



Above-50-Percent Vendors

 The Arizona WIC Program will not authorize a new for-profit applicant that is expected to receive more that 50 percent of its annual food sales revenue from WIC food instruments, unless that applicant is necessary to ensure participant access to program benefits.



Above-50-Percent Vendors

- Within six months, an assessment will be completed for all new Vendors to make sure that the status initially assigned is appropriate.
- Upon completion of the assessment, if the Vendor's food sales from WIC food instruments exceed 50 percent of their total food sales, the Vendor contract will be terminated unless the outlet is necessary to ensure participant access.

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Above-50-Percent Vendors Annual Assessment

- Annually, an assessment will be completed for all current Vendors to make sure that the status initially assigned is still valid.
- Upon completion, if the Vendor's food sales from WIC food instruments exceed 50 percent of their total food sales, the Vendor's status will be changed to the Above-50-Percent Vendor status.

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Incentive Item Prohibition

- Above-50-Percent Vendors or Vendor Applicants who are likely to receive more than 50 percent of their annual food sales from WIC food instruments shall not provide incentive items to WIC program participants.
- All regular Vendors are prohibited from offering incentive items <u>solely</u> to WIC customers in an effort to encourage participants to redeem their WIC food instruments at their stores.

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Incentive Item Prohibition

- Above-50-Percent Vendors cannot provide any incentive items to WIC customers.
- Regular Vendors can provide incentive items to WIC customers, as long as the same incentive items are being provided to <u>all</u> customers.



Incentive Item Prohibition

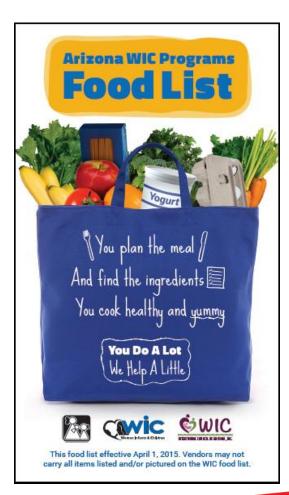
 Incentive items or other free merchandise are defined as: Free or reduced price food or other items, cash, lottery tickets, buy one get one free, buy one get one at a reduced price, free amounts added to an item by a manufacturer, manufacturer coupons, store loyalty cards, sales and specials for WIC food items.

Incentive Item Prohibition

 Free or reduced price services, except for the minimal customary courtesies of the retail food trade, such as bagging WIC foods for the participant and assisting the participant with loading WIC foods into his or her vehicle.



WIC Approved Foods



- Are carefully selected;
- Meet nutritional requirements to provide vitamins, minerals and protein;
- No substitutions for WIC foods are allowed.

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- Vendors must declare their store or house brand for the following items:
 - Refrigerated cow's milk (whole, 2% reducedfat, 1% low-fat, and fat-free)
 - Cheese (Cheddar, Monterey Jack, Colby, Colby-Monterey Jack, and Mozzarella)
 - Eggs (Medium and Large)

- Store Brands are defined as:
 - A product that is manufactured and packaged for a particular store or retail chain.
- House Brands are defined as:
 - A proprietary brand of merchandise sold by one retailer (i.e., IGA, Springfield, Shurfine, Western Family, Hy-Top, Market Pantry, etc.).

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- If a Vendor does not have a store or house brand to meet the requirement, the Vendor must:
 - Select a brand that they will declare as the primary brand for WIC purposes.
 - The selected brand may be a national brand and will be the only brand sold to WIC customers.

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 If, for reasons beyond the Vendor's control, the declared store or house brand item of milk, cheese or eggs is not available, the Vendor <u>agrees to</u> sell any replacement item of milk, cheese or eggs to the WIC customer for the same price as the declared store or house brand.



 Vendors <u>must</u> display and maintain the official declaration signage provided by the Department in their milk, cheese and egg cases.



- All authorized WIC Vendors <u>MUST</u> meet minimum stock requirements at all times
- Failure to do so may result in the termination of your Vendor contract



Are enough to serve:

- 8 woman/child food packages
- 4 infant packages
 - Similac Advance
- 2 infant packages
 - Gerber Good Start Soy

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ARIZONA WIC PROGRAM'S MINIMUM STOCK REQUIREMENTS

(These stock requirements must be maintained at all times.)

WIC FOOD	BRAND/TYPE		AMOUNT	SIZE	# OF VARIETIES
WIC FOOD Cereal	BRANDITYPE ONLY THESE BRANDS: Cold Cereal General Mills Cheerics: Plain and Multi-Grain General Mills Cheerics: Plain General Mills Cheerics: Plain General Mills Cheerics: Plain General Mills Cheerics: Plain Kelloggis Schell Kronginal Kelloggis Schell Kronginal Kelloggis Schell Kronginal Kelloggis Schell Kronginal Kelloggis Frost Mini Wheats: Original Kelloggis Rice Krispies Malt-O-Meal Frosted Mini Spooners Poet Grave Grains Banano Nut Crunch Post Grave Nuts (Original) Post Grape Nuts (Original) Cuaker Dimensioners: Brown Sugar and Cinnamo		AMOUNT 24 - or - 24 - or - 24	SIZE boxes or bags, 14 ounce or larger of cold cereal boxes, 11.8 ounces or larger of hot cereal boxes and bags, appropriate size as isted above of hot and cold cereal combined	# OF VARIETIES 4 brands: one must be General Mils Plain Cheerios, one must be General Mils Plain Kix and two other brands
	ONLY THESE STORE BRAND Crippy Rice Best Yet, First Street, Great Value Hot Cereal Cream of Wheat Instant Origi Malt-O-Meal Original Hot Wh Quaker Instant Oatmeal Orig (single serving packet to organic or frosted (except Malt badded raises, fruit or nuts or	Toasted Oats Best Yet, Essential Everyday, First Street, Food Club, Great Value, Hy-Top, Kroger, Market Pantry, Safeway Kitchens nal Flavor eat Cereal inal flavor, ts only) O-Meal Frosted N	fini Spooners	and Kellogg's Frosted I	Mini Wheats: Original),
Eggs	Store or house brand, fresh, ra chicken eggs.	w, white	16	medium or large - one (1) dozen cartons	one size must be large
	nt organic or specialty (low choles o eggs or egg substitutes.	sterol, DHA, free r	ange, cage fr	ee, nest and fertile), six	packs, brown, extra
Dry Beans / Peas / Lentils	Any eligible brand and type of dry beans, peas or lentils	prepackaged	8	16 ounce packages only	1 type Dry Beans and 1 type Peas or Lentils
Do not cour flavored, ref	nt bulk, organic or immature varie fried beans, seasoned, bean sou	ties (i.e., green be p mixes with flavo	ans, snap be ring packets a	ans, yellow beans or wa and spices or gourmet b	ax beans), fresh, frozen eans.
		-	1		on Date: October 1, 20

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ARIZONA WIC PROGRAM'S MINIMUM STOCK REQUIREMENTS (These stock requirements must be maintained at all times.) # OF WIC FOOD BRAND/TYPE AMOUNT SIZE VARIETIES Canned Any eligible brand and variety of canned 8 up to 16 ounce cans not applicable Beans beans, plain, regular or low sodium Such as: Black Black-eyed peas Cannellin Garbanzo (Chickpeas) Great Northern Kidney (Red or White) Lima Navy Pink Pinto Red Do not count organic or beans with added fat, oil, spices or meat (i.e., pork and beans), refried beans, canned green peas, green beans, wax beans, peas or lentils, fruits or vegetables or seasoned beans such as Cajun style, chili beans, BBQ beans, ranch-style, or baked beans. Any eligible brand of plain (creamy, chunky, 16 to 18 ounce iars Peanut 8 not applicable Butter super chunk or natural) peanut butter. Low sugar and low sodium are allowed. Do not count 'grind your own', organic or spreads, peanut butter with added ingredients (i.e., jams, jelly, marshmallow, chocolate, DHA, omega-3, or honey), or in tubes. ONLY THESE BRANDS OF 100% WHOLE Bread WHEAT LOAVES OF BREAD: Bimbo 100% Whole Wheat 6 16 ounce packages not applicable Nature's Own 100% Whole Wheat only Oroweat 100% Whole Wheat Ozark Hearth 100% Whole Wheat Roman Meal Sun Grain 100% Whole Wheat Sara Lee 100% Whole Wheat Wonder 100% Whole Wheat Any eligible store or house brand labeled 100% Whole Wheat (including bakery) Note: Packaging must be labeled with 100% whole wheat and meet the FDA Standard of Identity for whole wheat bread (21 CFR 136.180). [This standard allows for negligible amounts of non-wheat flours.] Do not count organic or gluten-free, diet, light, or low carb, buns, rolls, mini-loaves, pita or flatbread, English muffins, ndwich thins and rounds, or bagels. 2 Revision Date: October 1, 2015

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WIC FOOD	BRAND/TYPE	AMOUNT	SIZE	# OF VARIETIES
WHOLE GRAI	NS		-	
Soft Corn Tortillas	ONLY THESE BRANDS OF YELLOW OR WHITE SOFT CORN TORTILLAS":	6		
	Carita Casa Rica Don Pancho Guerrero La Bunta Mama Lola's Mission Santa Fe Tortilla Company "Com (masa) flour, ground com, or whole com flour must be listed as the first	or	16 ounce packages only	not applicable
Soft Whole Wheat Flour Tortillas	ingredient. ONLY THESE BRANDS OF WHOLE WHEAT FLOUR TORTILLAS*:	6 or		
	Caritia Guerreo Tortillas de Harina Integral IGA La Bandenta Fajita Mission Sumise Bakery "Whole wheat flour must be listed as the <u>publy</u> flour in the ingredient list.			
<u>Do not c</u> ount or tomato).	rganic or tortilla chips, tostada or taco shells, or	white flour tortil	las, or flavored tortillas (such as spinach or
Brown Rice	ONLY THESE BRANDS OF LONG OR SHORT GRAIN BROWN RICE: Blue Ribbon Mahatma Shurfine Springfield Any store or house brand	6 or		
	-	 		
	rganic or white rice, basmati, jasmine, or instant Only these brands of whole wheat pasta, any variety:	6 or	isoned or havored or fic	e in plastic containers.
	Delallo Hodgson Mill	or any combination that equals 6 packages		

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WIC FOOD	BRAND/TYPE	AMOUNT	SIZE	# OF VARIETIES
Milk	Store or house brand of pasteuri: refrigerated cow's milk.	zed 28	gallon containers	2 types: one must be 1% and one must be whole
Do not cour half and ha	nt pint, quart or half gallon container If, rice or filled milk (i.e., sweetened	s, organic or chocolate or a condensed milk), creamers	any flavored milk, raw, bu s, or non-dairy products.	ttermilk, acidophilus,
Yogurt	Only these brands of Yogurt, any Brown Cow Dannon LALA Mountain High Yoplait Only the following Store Brands Essential Everyday Food Club Great Value Lucer Pa		32 ounce (quart size) containers	
Do not cou ingredients	l nt organic, Greek or drinkable, yogu	rt with mix-ins such as grar	nola, candy pieces, honey	/, nuts, and similar
Soymilk	Pacific Ultra Soy, shelf stable, or vanilla only.	ginal and *see note	32 ounce container	not applicable
	8 th Continent, refrigerated, origina vanilla only.	al and	1/2 gallon containers	
	Silk, refrigerated, original only		1/2 gallon containers	
<u>Do not</u> cour Complete \	nt pint or gallon containers, organic /anilla.	or light, low fat, chocolate,	or soy milk with DHA/AR/	A, or 8 th Continent
Goat's Milk <u>Do not</u> cour	Meyenberg, refrigerated, whole on tevaporated, powdered, or canned		quart containers only	not applicable
Tofu	Only these brands of water-pack texture (i.e., soft, medium, firm or calcium set tofu with NO added f oil or salt (sodium).	extra firm),	16 ounce packages only	not applicable
	Azumaya House Foods			
Do not cour	nt organic.			
Note: The reque	Department has not set a minimu st for this item, the Vendor must or	n stock requirement at thi der the item and make it av	s time. However, if a W ailable within five (5) cale	/IC participant makes ndar days.

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ARIZONA WIC PROGRAM'S MINIMUM STOCK REQUIREMENTS

(These

STOCK LED	urements	must be	maintained	at all

WIC FOOD	BRAND/TYPE	AMOUNT	SIZE	# OF VARIETIES
Cheese	Store or house brand, plain, pasteurized cheese in 16 ounce packages only ONLY THESE TYPES: Cheddar (includes, mild, medium, sharp, extra sharp, longhorn or white) Colby Monterey Jack Mozzarella (includes string cheese) Biended cheese (blend of any type listed above)	8	pounds	3 types: one must be Cheddar, one must be Monterey Jaok, and one other type
peppers, pi	nt deli counter or random weight cheese, organic mentos, wine, etc.), cream cheese, cheese that is string cheese) or swirts, processed American che	s diced, grated,	shredded, or sliced, ch	eese sticks (except
Juice	Only these brands, 100% juice, fortified with 120% Vitamin C, with NO sugar or sweeteners added: <u>84 ounce shelf stable:</u> Any brand Orange and Grapefruit Campbells Tomato Seneca Apple Shuffine Apple and Grape Treetop Apple Langer's Apple, Grape, White Grape and Pineapple Welch's Grape and White Grape Welch's Grape and Mite Grape <u>84 ounce refrigerated:</u> Any brand Orange <u>11.5 – 12 ounce frozen:</u> Any brand Orange and Grapefruit Dole Pineapple and Pineapple Orange Langer's Apple, Grape and Pineapple Seneca Apple Old Orchard Apple, Grape and Pineapple Seneca Apple Shuffine Apple Threetop Apple and Pineapple Shuffine Apple Threetop Apple and Pineapple Welch's Grape and White Grape Welch's Grape and White Grape Welch's Grape and White Grape	18	64 ounce single strength or 11.5/12 ounce frace containers	3 types: one must be 64 ounce Tree Top Apple (does not include individual bottles from a 3-pack) shelf stable Juice, one must be any brand 11.5 or 12 ounce frozen Orange Juice and one other type
juice in glas	nt organic or fresh, and non-frozen concentrate, as bottles, 6-ounce frozen containers or juices wit d, ginseng, guarana, taurine, caffeine, carnitine, d	th other added i	ngredients (including bu	ut not limited to grape
		5		

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WIC FOOD BRAND/TYPE AMOUNT SIZE #OF							
WIC FOOD	BRAND/TYPE	AMOUNT	SIZE	VARIETIES			
CANNED FISH	l						
Tuna	Any eligible brand, plain, chunk light, water packed tuna, regular or low sodium	6 or	5 ounce cans	not applicable			
flavored or s	t oil packed, solid white, albacore, prime fillet, easoned, pouches or lunch kits, or with added or soy protein.						
Pink Salmon	Any eligible brand, plain water-packed, pink salmon, regular or low sodium	6 or	5 ounce cans				
Sockeye), A	t oil packed, fillets, red (includes Red tlantic salmon, flavored, seasoned, in nch kits or with added ingredients.						
Sardines	Any eligible brand, flavored, seasoned or plain sardines.	8	3.75 ounce cans				
Do not coun	t Brisling or Norwegian sardines.						
Fresh Fruits and Vegetables	Any variety of fresh (includes organic), whole or cut-up, fruits and vegetables. Single pieces, bagged or prepackaged fruits and vegetables (including lettuce) are allowed.	16 16	Pounds of fruit and- Pounds of Vegetables	5 types of fruits and 5 types of vegetables			
spices, edib dipping sau	t vegetables with added sugar, fat, oil or salt, ca le blossoms of flowers (i.e., squash blossoms), ses, ornamental fruits and vegetables (i.e., chilie ng peanuts) items such as blueberry muffins.	fruits and veget	ables served at a salad l	bar, salad kits, or with			
Canned Vegetables	Any brand Any variety, including organic, regular or low sodium, single or mixed varieties without added sugar or syrup, tomato paste, tomato sauce, puree, whole, crushed, stewed, or diced tomatoes are allowed.	4 cans	Any size and type of container, including cans, cups or jars	2 types			
sauce, soup 'Note: Sma prevent stre	t vegetables with added fat, 'sugar, or oil, added s, ketchup, relish, olives. Il amounts of sugar are added to some foods tha ss resulting in membrane rupture. This small an structure of the food and is allowed for canned p	at are naturally nount of added	sugar-containing during sugar is minimal and he	the canning process to			
quanty diffe :							

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WIC FOOD	BRAND/TYPE	AMOUNT	SIZE	# OF VARIETIES
Canned Fruits	Any brand Any variety, including organic, shelf stable or refrigerated single or mixed variety packaged in juice or water, and natural or unsweetened applesauce is allowed.	4 cans	Any size and type of container, including cans, cups or jars	2 types
sweetened	nt fruit packed in syrup (heavy, light or extra light fruit juice or nectar, cranberry sauce, pie filling, f other added ingredient.			
Frozen Vegetables	Any brand Any varieties, including organic single or mixed variety, steamer bags are allowed.	4 packages	Any size and type of container	2 types
Do not cour syrup, oil, fa	t breaded or seasoned vegetables, French fries, at, pasta, rice, or any other ingredients, and vege	, tater tots, hash tables with sau	browns, or vegetables ce, such as cheese, but	with added sugar, er, or teriyaki sauce.
Frozen Fruits	Any brand Any variety, including organic, single or mixed variety is allowed.	4 packages	Any size and type of container	2 types

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ARIZONA WIC PROGRAM'S MINIMUM STOCK REQUIREMENTS (These stock requirements <u>must</u> be maintained at all times.)						
WIC FOOD	BRAND/TYPE	AMOUNT	SIZE	# OF VARIETIES		
Infant Formula	Similac Advance with Iron (with EarlyShield and/or Opt/GRO) Powder	36	12.4 ounce cans	not applicable.		
	<u>Gerber Good Start Soy</u> Powder	18	12.9 ounce cans	not applicable.		
Infant cereal	Beech-Nut or Gerber, single grain, plain without fruit. <u>Only these varieties:</u> Barley Oatmeal Rice Whole Wheat	18 or 9	8 ounce boxes 16 ounce boxes any combination of 8 and 16 ounce boxes that equals 144 ounces	not applicable.		
	It organic or high protein, mixed or multi-grain ce le serving, cups, jars or cans. Beach-Nuk, Gerber or Tippy Toes, stage 2, single or mixed variety of truits and/or vegetables (i.e., apples and bananas, carrots and mangos), multipacks and variety packs.	ereal, cereals wi	th fruit, sugar, yogurt or 4 ounce jars	formula or DHA/ARA 2 types of fruits and 2 types of vegetables		
	I t organic, packed in pouches or fruits and veget desserts, dinners, smoothies, and food combinat		l d sugar, salt, starches, f	l formula, cereal or		
Infant jarred foods - meats	Beech-Nut, Gerber or Tippy Toes, any stage, infant meats, single ingredient (added broth and/or gravy allowed).	31	2.5 ounce containers	not applicable.		
<u>De net</u> cour	i organic or meat with added sait or sugar, mea	t sticks, dinners,	, and food combinations			
		8	Revisio	n Date: October 1, 201		

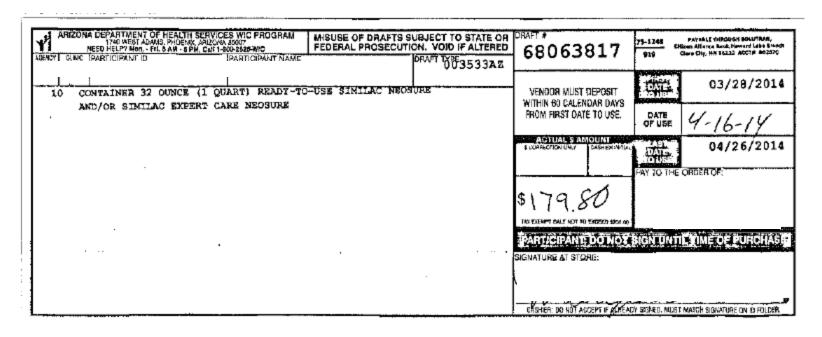
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Infant Formula

- When redeeming infant formula food instruments, remember to:
 - Read the prescription carefully
 - Ensure that the items being purchased are specified on the food instrument (sizes, type, and amount)
 - Ensure that all formula listed on the food instrument is purchased

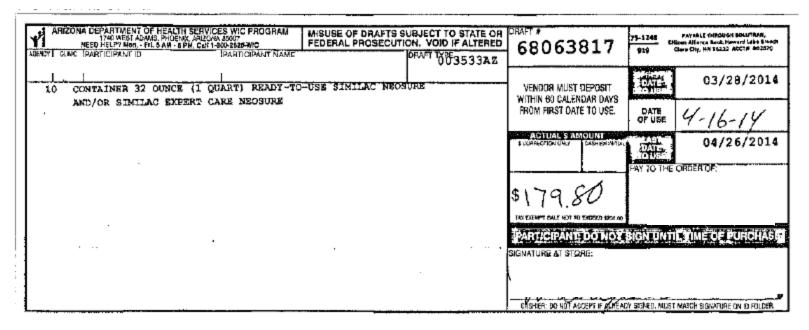
Health Service

Infant Formula Issue





Infant Formula - CONCERN

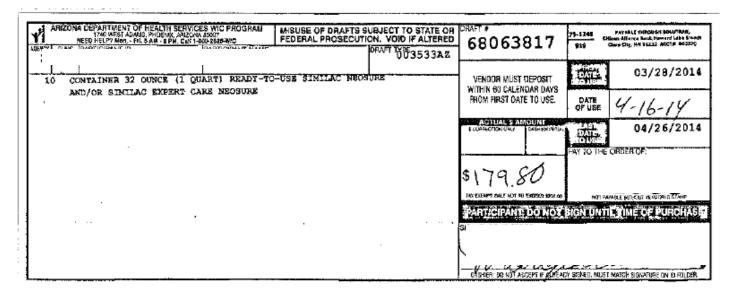


FI Rejected for – Over the Maximum - ACH Payment was applied

Actual Cost was: \$82.80 (\$8.28 x 10) Vendor was paid: \$89.00 Overpayment of: \$ 6.20

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Infant Formula - CONCERN



- 1. Child's health was put at risk
- 2. WIC participant received extra formula
- 3. Vendor was overpaid for this FI
- 4. Vendor was charged a bank fee
- 5. WIC was charged a bank fee

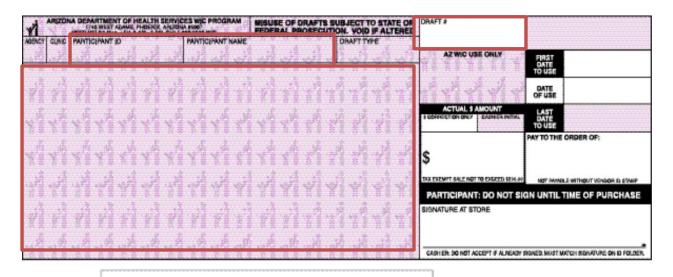
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WIC Food Instruments

- Food Prescription
- Vendor fills the prescription as written on the food instrument
- Deposit into Vendor's authorized bank account
- Automated food instruments
 - Computer-generated

 Participant Name and ID

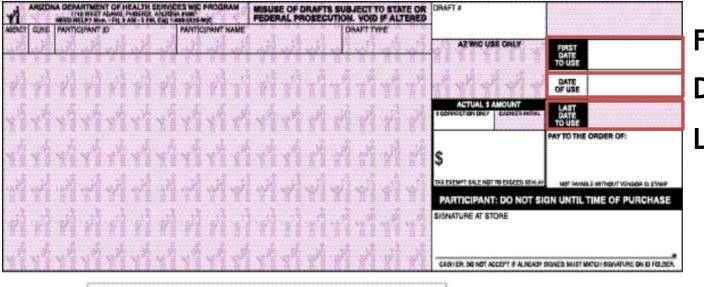
• Serial Number



• Prescription Box

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First Date to Use Date of Use Last Date to Use

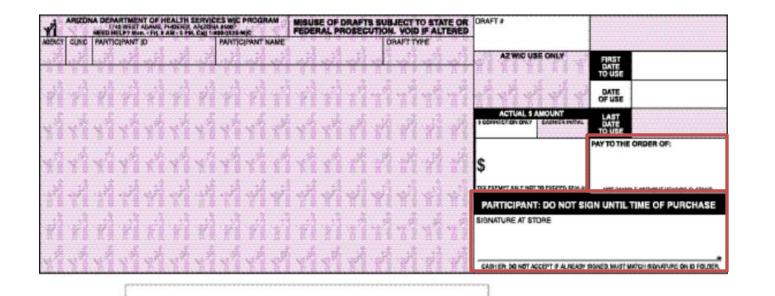
> Arizona Department of Health Services

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Dollar Amount Box

Dollar Correction box

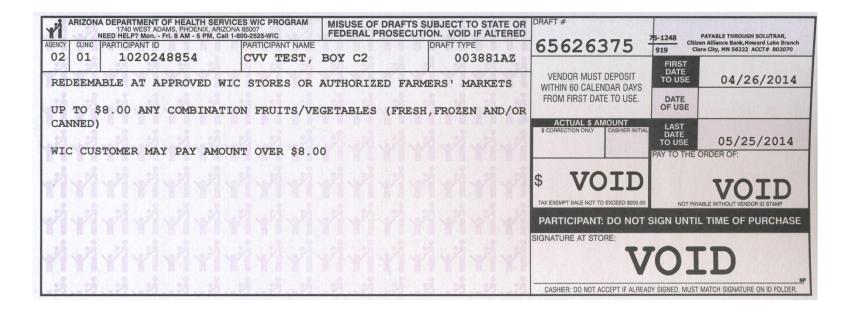




Signature at Store
 Pay to the Order of



Cash Value Food Instruments



• Used to purchase fruits and/or vegetables (fresh, frozen and/or canned)

Arizona Department of Health Services

Cash Value Food Instruments

AGENCY CLINIC	A DEPARTMENT OF HEALTH SERVIC 1740 WEST ADAMS, PHOENIX, ARIZONA NEED HELP? Mon Fri. 8 AM - 5 PM, Call 1-4 PARTICIPANT ID	A85007 100-2525-WIC FEDE	RAL PROSECUT	DRAFT TYPE	65626375	Citizer	AYABLE THROUGH SOLUTRAN, 1 Alliance Bank, Howard Lake Branch a City, MN 56222 ACCT# 802070
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- Redeemable at authorized WIC Vendors or authorized Farmers' Markets.
- Maximum dollar amount printed in the description box.

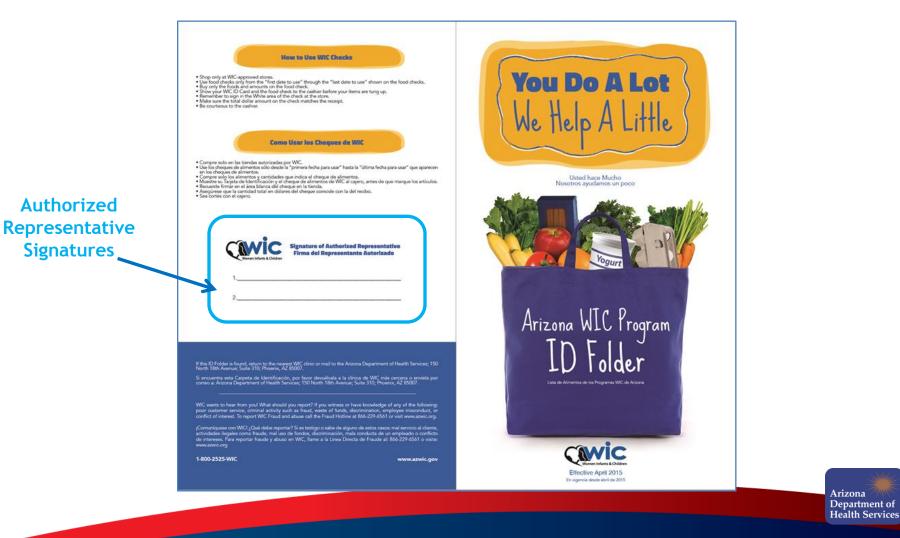
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WIC Identification

- Issued to all participants and is used:
 - For identification at the clinic and grocery store
 - To finalize the transaction in the store



WIC Identification



WIC Identification

- May have one or two signatures
- Initials are not acceptable signatures
- One of the signatures must match the signature on the food instrument

Note: Cashiers do not need to verify names or participant ID numbers

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Second Authorized Representative

 When the second Authorized Representative cannot be at the certification, the second signature line on the ID Folder will be voided.

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K	Fi			d Representatio te Autorizado
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				Department of Health Servi MC ==ds mincana o envieta 110; Phoenix, A2 85007.
WIC wants to hear from poor customer service, conflict, of interest. To www.erwic.gov	spoul What should ys original activity such s report WIC field	u report? If you wit as fraud, evolve of and obuse, call t	nass er have kno Kunck, disermina He Fraud Hoffir	wiedge of any of the follow dan, employee micconduct in at 1-866-229-6561 or
Comuniquese con Wi cliente, actividades dec conflicto de intereses. É o visite: www.stwic.gov	Cl ¿Qué debe report ples como fraudo, m lara reportar fraude y	n7 Si es textigo o I uso de fondos d Ibuso en WIC, fam	sabo de alguno scriminación, ma r a la Linea Direct	de estos casos: mai servici la conducta de un emplear a de Fraude al 1-666-229-6
1-800-2525-1010				www.azwic.g

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Second Authorized Representative

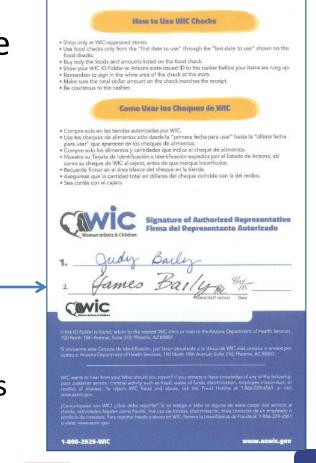
 At a later date, the second Authorized
 Representative can come to the WIC office to sign the ID Folder.



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Second Authorized Representative

- Official WIC sticker will cover the voided second signature line
- Sticker will have:
 - The second Authorized
 Representative's signature
 - The clinic staff's initials
 - The date the second signature was added



Arizona Department of Health Services

Proxy Certification

- Must have permission from the Authorized Representative
- Local WIC office will provide the person with a Proxy Certification Form



Proxy Certification

PROXY CERTIFICATION ARIZONA WIC PROGRAM I. understand that I will be allowed to accept WIC drafts and buy WIC authorized foods for:		CERTIFICADO DE AUTORIDAD PROGRAMA WIC DE ARIZONA Yo, entiendo que me sera permitido aceptar los cheques de WIC y comprar los alimentos autorizados por WIC para:	
Participant's Name	Participant's Name	Nombre de participante	Nombre de participante
Participant's Name	Participant's Name	Nombre de participante	Nombre de participante
also understand that I must foll	ow all WIC rules including:	Ademas entiendo que debo	o seguir las reglas de WIC incluyendo:
 Shop only at WIC authorized stores Buy only the foods listed on the draft Give all foods bought to the participant Save the receipts for the foods bought and give them to the participant Use the drafts only during the dates in which they are valid. 		 Comprar solo en las tiendas autorizadas por WIC Comprar solo los alimentos apuntados en el cheque Dar todos los alimentos al participante Obtener los recibos de la tienda de los alimentos comproados y entregalosal participante Usar los cheques solamente durante el tiempo en que son validos 	
Finally, I understand that misuse of drafts is against the law and that offenders will be will be prosecuted.		Finalmente, comprendo que el mal uso de los cheques es contra la ley y los ofensores seran sujeto a la prosecucion	
The undersigned person is authorized to accept and use WIC drafts		La persona firmante es autorizada para aceptar y usar los cheques de WIC	
FROM	то	DESDE	HASTA
Proxy signature	Date	Firma de autorizado(a)	Fecha
Signature of clinic staff	Date	Firma de personal de la clin	ica Fecha
Printed name and title of clinic staff		Escriba con letra de molde el titulo del personal de la clínica	

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Proxy Certification

- The Proxy will be able to:
 - Do the shopping

OR

- Give the food instruments back to the participant
- NOTE: The ID Folder and Proxy Certification Form may not be used at the same time



Arizona State-Issued Driver's License or Identification (ID) Card

- Can be used if the WIC customer does not have their ID Folder or Proxy Form with them.
- The Driver's License/ID card must be issued from the State of Arizona and have a signature.

Arizona State Issued Driver's License or Identification (ID) Card

- The State-Issued Driver's License or ID card is NOT required to redeem WIC food instruments.
- Vendors cannot require WIC customers with a valid WIC ID Folder or Proxy Form to produce additional ID or other documentation.



WIC Identification

- **MUST** be presented to the cashier at the time of the WIC transaction
- The signature on the food instrument must match one of the signatures on the ID Folder, Proxy Form or Arizona State-Issued Driver's License/ID Card
- No additional identification is necessary



Redeeming WIC Food Instruments

- Vendor's Responsibility
 - To know which WIC food instruments they are authorized to accept
 - Give WIC customers the same courtesies as non-WIC customers
 - To treat ALL customers the same
 - Allow the WIC customer to use any checkout lane (except for cash only or self checkout lanes)



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Redeeming WIC Food Instruments



- Keep WIC purchases separate
- Cashiers may assist with separating the items

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Redeeming WIC Food Instruments



- Cashiers must be familiar with the...
 - Food instrument redemption procedures
 - Arizona WIC Programs Food List

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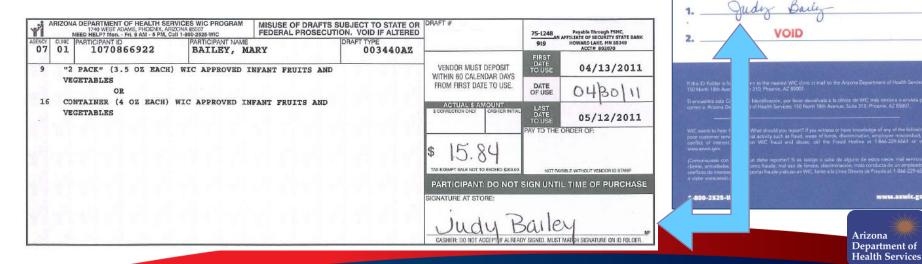
Types of Coupons Allowed*

- Cents off double, triple, quadruple
- Buy one, get one free first item purchased is a WIC item, free item can be any item
- Manufacturers' promotions free additional ounces – free ounces do not count against maximums on food instrument
- Store discount cards can be used on any item * Excludes Above-50-Percent Vendors

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Redemption Procedures

- If signatures do not match
 - WIC customer can re-sign their food instrument



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How to Use WIC Checks

. Use food checks only from the "first date to use" through the "last date to use" shown on the

* Show your WIC ID Folder or Arizona stata-issued ID to the cashier before your items are rung up.

Como Usar los Cheques de MIIC

Use los cheques de alimentos sólo desde la "primera fecha para usar" hasta la "última fecha

Signature of Authorized Representative Firma del Representante Autorizado

www.azwic.go

· Asegúrese que la cantidad total en dólares del cheque coincide con la del recibo.

· Shop only at WIC-approved stores

* Be courteous to the cashiet.

· Sea cortés con el cajero.

· Buy only the foods and amounts listed on the food check.

· Compre solo en las tiendas autorizadas por WIC

pera usar* que aparecen en los cheques de alimentos. · Compre solo los alimentos y cantidades que indica el cheque de alimentos · Muestre su Tarjeta de Identificación o Identificación expedida por el Estado de Arizona, así como su cheque de WIC al cajero, antes de que narque los articulos. · Requerde firmar en el área lolanca del cheque en la tienda.

· Remember to sign in the white area of the check at the store. Make sure the total dollar amount on the check matches the receipt.

food checks.

Redemption Procedures

Correcting the signature

Two occasions when the signature can be re-signed:

1. If the signatures on the food instrument and WIC identification do not match

or

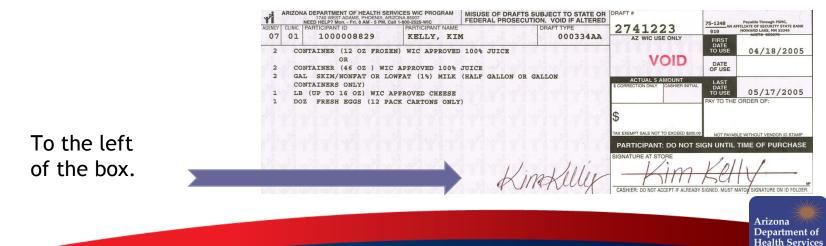
2. If the cashier is presented with a food instrument that already has a signature

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During the WIC Transaction

To correct the signature





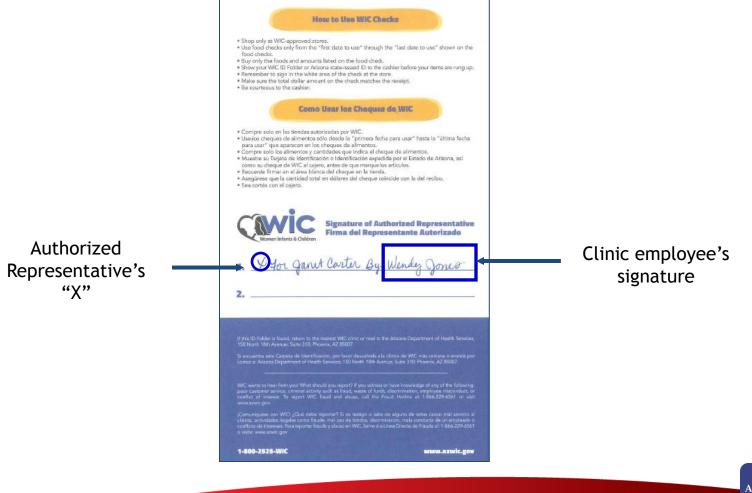
"X" Signature Process

- At the clinic:
 - The participant, Authorized Representative or Proxy will place an "X" on the ID Folder (or Proxy Certification Form) signature line.
 - The WIC staff will verify the person's mark by writing:

For (person's name) by (employee's signature)



"X" Signature Process



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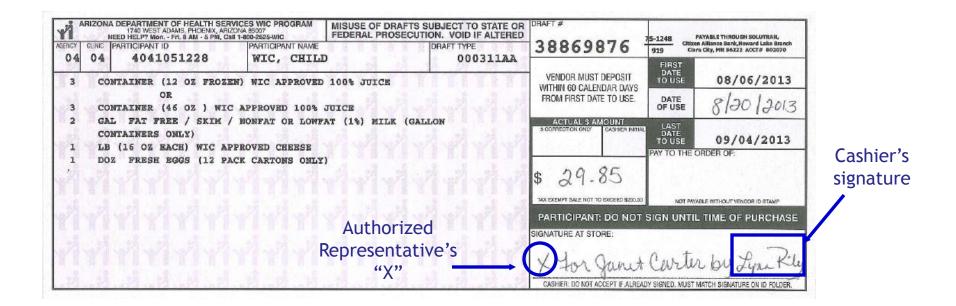
"X" Signature Process

- At the store:
 - The participant, Authorized Representative or Proxy will place an "X" in the food instrument signature box.
 - The cashier will verify the individual's mark by writing:

For (person's name) by (cashier's signature)

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"X" Signature Example



NOTE: If this procedure is not followed, the food instrument will not be paid.

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Exchange of WIC Foods

- No exchanges of foods purchased with a WIC food instrument for unauthorized food, non-WIC type foods or other items
- Exception: Exchanges of an identical authorized supplemental food item when the original authorized supplemental food item is defective, spoiled, or has exceeded its "sell by," "best if used by" or other date limiting the sale or use of the food item.



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Recalled Food Items

- Vendors are permitted to exchange the defective (recalled) food item for an identical food item. If the Vendor has removed all the identical food items from the shelves, the Vendor can exchange the recalled food item for another <u>authorized</u> food of the same type from the food list.
- For example: peanut butter for peanut butter, juice for juice, etc.

Participant Problems

Participant's responsibilities

- Properly redeem the WIC food instrument.
- Treat WIC staff and Vendors courteously.



Participant Problems

Participant problems can be reported by:

Phone: 1 (866) 229-6561

Email: azwiccomplaints@azdhs.gov



Payment Process

Validate the food instruments by:

- Clearly stamping Vendor ID number on the food instruments.
- Make sure to use the correct Vendor stamp for the appropriate WIC Program.



Arizona Department of Health Services

Payment Process

Validate the food instrument:

 Arizona WIC food instruments must be deposited in the bank within 60 calendar days of the 'First Date to Use.'



Payment Process



- <u>Regular Vendors</u>: are paid an approved maximum for the food instrument type based on the Vendor's peer group
- <u>Above-50-Percent Vendors</u>: are paid the statewide average of all authorized Regular Vendors for the food instrument type

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Why Food Instruments are Rejected for Payment

- Food instruments that reject for:
 - Missing Vendor ID Stamp can be stamped and re-deposited into the bank one time only
 - Unreadable Vendor Stamp may be re-stamped (on the back) and submitted for second level review

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Why Food Instruments are Rejected for Payment

- Food instruments that reject for:
 - Altered
 - Over the Maximum
 - Stale dated (deposited over 60 days from "First Date of Use")
 - Cashed Early or Late
 - Missing the Signature
- Will not be paid

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Why Food Instruments are Rejected for Payment

- Food instruments that reject for:
 - Unreasonable \$ Amount
- Will be paid through the ACH Process for the maximum amount allowed for the food instrument type

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How Does the ACH Process Work?



- Food instrument rejects
- Maximum amount is deposited in ACH account
- Transferred to Vendor account



How Does the ACH Process Work?



- Banking contractor will send a bank statement that includes:
 - Food instrument serial number and type
 - Redeemed amount requested and the maximum amount paid

Rejected Food Instruments



- Cost to the Vendor
 - The Vendor is charged a returned check fee

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- Cost to the Program
 - WIC is charged a banking fee

Second Level Review

- Second chance for payment on a food instrument that rejected from the bank. A second level review must be requested in writing and:
 - Must contain the original food instrument or bank photocopy and
 - Be submitted within 90 calendar days from "First Date to Use"
- If authorized to pay, a replacement food instrument will be issued

Assessment of Claims

- When monitoring activities are conducted and an overcharge violation is found, the Arizona WIC Program may establish a claim in the amount of the full purchase price of each food instrument that contained the overcharge or other errors.
- The Vendor must pay any claim that is assessed by the Arizona Department of Health Services.



Assessment of Claims

- In collecting a claim, the WIC Program may offset the claim against current and subsequent amounts to be paid to the Vendor.
- The Vendor may also be sanctioned for overcharges or other errors in accordance with the WIC Program's sanction schedule.



Reporting Changes

- All changes to the Vendor's business <u>MUST</u> be reported to the Arizona WIC Program not less than 30 calendar days prior to the change.
- Changes in:
 - Ownership
 - Hours of business

Must be made in writing

Arizona Department of Health Services

Reporting Changes

- Changes to:
 - Bank accounts
 - Store name
 - Adding new outlets
 - Store information (i.e., phone numbers, mailing address, store contact)
- Can be made via the Vendor website: http://vendor.azwic.gov

Arizona Department of Health Services

Vendor Monitoring

- The Arizona WIC Program monitors authorized Vendors
 - To ensure that Vendors understand program rules, regulations, policies and procedures
 - NOTE: Violations found during monitoring activities are subject to sanctions.



Vendor Monitoring Activities (include, but are not limited to)

- Vendor Site Reviews
- Rejected Food Instrument Report Review
- Compliance Investigations



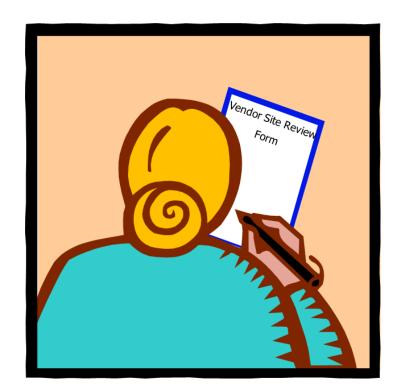
Vendor Monitoring Activities (include, but are not limited to)

- Inventory Audits
- WIC participant/Authorized Representative and clinic complaints
- Criminal/civil background checks

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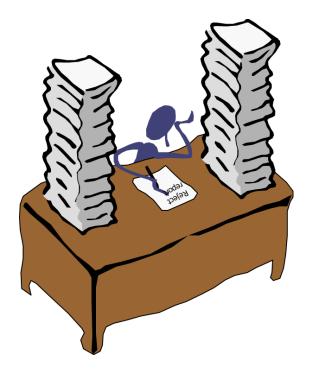
Vendor Site Review

- Minimum stock and variety requirements
- Prices
- Expiration of food items
- Food instruments
- Sanitation
- Participant complaints





Rejected Food Instrument Report



 Problems found are addressed with individual Vendors

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• Subject to sanctions

Compliance Investigations

- Covert (undercover) visit to the store
- Verify redemption procedures



- Check for unauthorized food sales
- Overcharging for WIC foods
- Treatment of WIC customers

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Inventory Audits



- Compare the Vendor's invoices against the WIC redemptions.
- Problems found may result in assessment of claims and disqualification from program.

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Participant Complaints

WIC participants can report complaints by:

Phone: 1 (866) 229-6561

Email: azwiccomplaints@azdhs.gov



Consequences

Violations may result in the following:

- Written Warnings (Unless the Department, in its sole discretion, determines that a warning letter would compromise an investigation)
- Administrative Fines
- Termination of Vendor Contract
- Disqualification from Program
- Civil Money Penalty

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Sanction Policy

- Department Sanctions
 - Remain on Vendor's record for 24 months from the date of the violation and may be used when determining how many incidents of that violation have occurred.



Mandatory Sanctions Federal Regulations

- Mandatory Sanctions
 - One-year disqualification up to a permanent disqualification

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Sanction Policy

- Disqualification from the Supplemental Nutrition Assistant Program (SNAP) results in a disqualification from the WIC Program
 - No written warning will be sent.
 - Automatic disqualification from the WIC Program, not subject to appeal under the WIC Program.
 - Same length of time
 - May start at a later date

Sanction Policy

- A disqualification from one WIC Program may result in disqualification from other WIC Programs.
- In cases where inadequate participant access occurs, a civil money penalty will be imposed.



Appeal Rights & Hearings



- Vendor has a right to appeal any adverse action that the Program takes against their store.
- Request a Fair Hearing in writing which may include a request for an informal settlement conference.



You're invited!

- Mandatory Vendor Training Annually
 - June: Register in May (notice in Monday email in May)
- Authorization Training Monthly
 - As needed (call to register)



Arizona Department of Health Services



QUESTIONS?







Arizona Department of Health Services

