Objectives

- What is routine monitoring?
- Monitoring in the Crossroads System
- Basic components of monitoring
- Minimum inventory requirements
- Documenting monitoring findings correctly

What is Routine Monitoring?

- Unannounced, on-site visits to authorized vendors as a means to check compliance with WIC Program regulations
- Required by federal regulations
- Supports integrity of the WIC Program and protects against fraud
- Completed by Local WIC Agency staff
Basic Components of Monitoring

- Check pharmacy services for exempt infant formulas, where applicable
- Review invoices/receipts for infant formula sources
- Review vendor procedures for eWIC and split tender transactions

Basic Components of Monitoring

- Ensure eWIC equipment accessibility and compliance with minimum lane coverage criteria
  - [7 CFR 246.12(z)(2)]
- Review quality of service and treatment of WIC customers
- Assure required minimum inventory is available, fresh and clearly marked with shelf price

The 5 Different Types of Monitoring Visits

1. Pre-authorization
   - Only type of monitoring visit that is announced
2. Second Pre-authorization
3. Routine
4. Follow-up
5. Special Request
1. Pre-authorization

Retail Vendors complete sections:
I. Pharmacy Services, when applicable
II. Infant Formula Source(s)
III. Vendor Procedures (review only)
IV. eWIC Equipment
V. Inventory
VII. Findings

Pharmacy Vendors complete sections:
I. Pharmacy Services
II. Infant Formula Source(s)
III. Vendor Procedures (review only)
IV. eWIC Equipment
VII. Findings

2. Second Pre-Authorization

- Hold the first Pre-Authorization monitoring report if vendor applicant fails
- Complete the second Pre-Authorization monitoring report within 14 days
- Mail both reports at the same time to the State WIC Agency

3. Routine

Routine Monitoring Requirements:
- Monitor at least 1/3 of all vendors each year
- Each vendor must be monitored at least once every 3 years
- Annual monitoring is required for vendors with 2 or more occurrences of any violation/sanction in the previous year or a recent disqualification
- New vendors by the end of the following Federal Fiscal year must be monitored

Note: Mail reports within 2 days of monitoring visit
3. Routine

Note Regarding Sanctions:
• Sanctions (each occurrence of a violation) remain on a vendor’s record for 1 year after the date of visit.
  ➯ If you monitored store XYZ on April 15th last year and they passed the monitoring visit, do not monitor the store before April 15th this year
  ➯ Important if they had any sanctions last year, prior to the clean visit
• As a general rule: monitor a year plus a day after the last monitoring visit.
  ➯ In certain instances, there are exceptions to this rule, especially as the date approaches September 30th. For further explanation, contact your Vendor Consultant.

4. Follow-up Monitoring

• Follow-up when deficiencies are found
• Complete within 21 days
  ➯ If follow-up cannot be done, document in vendor’s record
• Continue until vendor has no deficiencies or reaches the point of disqualification
  ➯ DO NOT complete a follow-up monitoring visit for a vendor before receiving a copy of the Notice of Violation (NOV) for the prior visit. If you do not receive a copy of NOV letter within two weeks of sending the monitoring report to the State Office, contact your Vendor Consultant.

4. Follow-up Monitoring

• If a vendor reaches the point of disqualification:
  ➯ DO NOT continue to go back for additional monitoring visits
  ➯ The Nutrition Services Branch will request participant hardship information
  ➯ Vendor may be disqualified or be assessed a civil money penalty
5. Special Request Monitoring

Must monitor within 7 days when requested by Nutrition Services Branch

Monitoring Toolbox Items

- Official agency name badge
- Clipboard
- Current year WIC Vendor Monitoring Report
- Blank WIC Vendor Information Update forms
- Supply of NC WIC Vendor Transaction Guides
- Approved Infant Formula Source List
- Vendor Quarterly Redemption Report
- State Vendor Consultant’s phone number
- Your business card or contact information
- Copy of instructions for completing Monitoring Report

Stop!
8 Steps to a Successful Monitoring

1. Prepare as much of the monitoring report in your office and check for accuracy.
2. Take your monitoring "toolbox".
3. Check in with manager and ask for formula receipts.
4. Accurately complete Section V: the inventory check, on page 2 of the report.
5. Review formula receipts and document findings in Section II.
6. Discuss findings with manager and complete Section VI: Quality of Service.
8. Mail report to State WIC Agency within 2 days of visit.
Section I
Pharmacy Services

Vendor agrees to supply exempt formula within 24-48 hours of request from Local WIC Agency.

Document
- Yes
- No
- Not Applicable

Corporate grocery stores that have participating pharmacies include:
- Food Lion
- Harris Teeter
- Ingles
- Lowes
- Publix
- Wal-Mart

Local Agency staff are required to check that the pharmacies located within these stores, are supplying formula upon request.
Section II
Infant Formula Source(S)

- Vendor must provide receipts from an approved infant formula source
- Document 'Approved Supplier,' 'Not Approved Supplier' or 'Vendor Unable to Produce Infant Formula Receipts'
- If vendor is unable to produce infant formula receipts, document when the vendor intends to produce the receipts: Must be within 21 days
- If vendor is unable to produce infant formula receipts within 21 days of monitoring visit, it is considered a deficiency, even if no other deficiencies are noted within the monitoring visit.

Section III
Vendor Procedures

Review the following:
- Cashier procedure for eWIC transactions
- Cashier procedure for split tender
- Procedure for reporting problems with participants and eWIC transactions

Section IV
eWIC Equipment

IV. eWIC EQUIPMENT (See criteria listed on back of this page)
- Ensure that equipment used to transact eWIC is accessible to the WIC participant
- Number of eWIC POS terminals:
  - Meets minimum lane coverage criteria
  - Does not meet minimum lane coverage criteria
Minimum Lane Coverage Guidelines for Superstores and Supermarkets

• 1 Point-of-Sale (POS) terminal is required for every $11,000 in average monthly WIC redemption
• Up to a total of 4 POS terminals or the number of lanes, whichever is less

<table>
<thead>
<tr>
<th># Of Terminals</th>
<th>Monthly Redemption Threshold</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$0 - $11,000</td>
</tr>
<tr>
<td>2</td>
<td>$11,001 - $22,000</td>
</tr>
<tr>
<td>3</td>
<td>$22,001 - $33,000</td>
</tr>
<tr>
<td>4</td>
<td>$33,001 and above</td>
</tr>
</tbody>
</table>

Minimum Lane Coverage Guidelines for All Other Vendors

• 1 Point-of-Sale (POS) terminal is required for every $8,000 in monthly redemption total
• Up to 4 POS terminals or the number of lanes in the location, whichever is less

<table>
<thead>
<tr>
<th># of Terminals</th>
<th>Monthly Redemption Threshold</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$0 - $8,000</td>
</tr>
<tr>
<td>2</td>
<td>$8,001 - $16,000</td>
</tr>
<tr>
<td>3</td>
<td>$16,001 - $24,000</td>
</tr>
<tr>
<td>4</td>
<td>$24,001 &amp; above</td>
</tr>
</tbody>
</table>

Minimum Lane Coverage Exercise

Question
• Vendor has $80,000.00 in WIC Redemption
• Vendor has 1 cash register
• Vendor has 1 POS terminal

• Does this meet minimum lane coverage criteria?
Minimum Lane Coverage Exercise

Answer
• Yes
  • Vendor meets minimum lane coverage
  • Vendor only has 1 cash register/ lane
  • Vendor has 1 POS terminal

• WIC cannot require a vendor to have multiple cash registers/lanes because of their redemption
  If they had more registers/lanes, up to 4 would have to be eWIC capable

Section V

Documenting Required Minimum Inventory of WIC Approved Foods (Page 2)

2019-2020 Monitoring Report- Page 2
## Minimum Inventory Requirements

<table>
<thead>
<tr>
<th>Required Food Item, Size and Quantity</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fluid Milk</td>
<td>Whole fluid: gallon</td>
</tr>
<tr>
<td></td>
<td>Skim/Low Fat fluid: gallon</td>
</tr>
<tr>
<td>Cheese</td>
<td>2 packages</td>
</tr>
<tr>
<td></td>
<td>1 pound package</td>
</tr>
<tr>
<td>Eggs</td>
<td>2 dozen</td>
</tr>
<tr>
<td>Cereals</td>
<td>6 packages</td>
</tr>
<tr>
<td></td>
<td>2 types: Min. size: 12-ounces Refer to UPC listing Whole Grain Only</td>
</tr>
<tr>
<td>Juices</td>
<td>4 containers</td>
</tr>
<tr>
<td></td>
<td>Single strength: 64-ounce container</td>
</tr>
<tr>
<td></td>
<td>4 containers</td>
</tr>
<tr>
<td></td>
<td>Single strength: 48-ounce container</td>
</tr>
<tr>
<td>Dried peas and beans</td>
<td>2 packages</td>
</tr>
<tr>
<td></td>
<td>1 pound package</td>
</tr>
<tr>
<td>Peanut Butter</td>
<td>2 containers</td>
</tr>
<tr>
<td></td>
<td>16 to 18-ounce container</td>
</tr>
</tbody>
</table>

## Minimum Inventory Requirements Cont.

<table>
<thead>
<tr>
<th>Required Food Item, Size and Quantity</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infant cereal</td>
<td>6 boxes</td>
</tr>
<tr>
<td></td>
<td>8-ounce box</td>
</tr>
<tr>
<td>Infant Formula</td>
<td>8 cans</td>
</tr>
<tr>
<td></td>
<td>Gerber Good Start Gentle, Powder, 11.0 to 14.0 ounces</td>
</tr>
<tr>
<td></td>
<td>4 cans</td>
</tr>
<tr>
<td></td>
<td>Gerber Good Start Soy, Powder, 11.0 to 14.0 ounces</td>
</tr>
<tr>
<td>Infant Fruits &amp; Vegetables</td>
<td>64 ounces</td>
</tr>
<tr>
<td></td>
<td>3.5 or 4-ounce container 1 type fruit and 1 type vegetable</td>
</tr>
<tr>
<td>Tuna</td>
<td>6 cans</td>
</tr>
<tr>
<td></td>
<td>5 to 6-ounce can</td>
</tr>
<tr>
<td>Rice</td>
<td>2 packages</td>
</tr>
<tr>
<td></td>
<td>14 to 16-ounce package</td>
</tr>
<tr>
<td>Bread/Tortillas</td>
<td>2 loaves or packages or 1 loaf and 1 package</td>
</tr>
<tr>
<td></td>
<td>16-ounce loaf of bread or package of tortillas</td>
</tr>
<tr>
<td>Fruit</td>
<td>10 cans total combined</td>
</tr>
<tr>
<td></td>
<td>2 varieties: 14 to 16 ounce can without added sugar, fats, oils or salt</td>
</tr>
<tr>
<td>Vegetable</td>
<td>10 cans total combined</td>
</tr>
<tr>
<td></td>
<td>2 varieties: 14 to 16 ounce can without added sugar, fats, oils or salt</td>
</tr>
</tbody>
</table>

## Whole Grain Cereal and Minimum Inventory

- Only whole grain cereal can count towards minimum inventory.
- Some non-whole grain cereal are currently listed on the authorized product list (APL) and allowed for purchase; however, they cannot be counted toward minimum inventory. These include:
  - Rice Krispies
  - Corn Flakes
  - Corn Chex
  - Rice Chex
  - Dora the Explorer
Inventory Questions

- Do I see the required item?
- Do I see the correct types/varieties?
- Are the items the proper size?
- Do the items have a valid expiration date?
- How many items within date are present?
- Does the number of items meet required minimum inventory?
- Is there a shelf price on the required item?

Is there a shelf price visible?

Price can be on the:
- Shelf
- Display case
- Item itself- Must be on ALL items

Documenting Prices

- Document the price of WIC items
Valid Expiration Date?

- Items may have:
  - A code
  - A date
  - Nothing

- Date, when available, must be valid
- Count only items within valid expiration date toward required minimum inventory
- Check dates prior to counting and documenting inventory

Documenting “Type”

- Only Fruits, Vegetables, Adult Breakfast Cereals, and Infant Fruits and Vegetables require a “Type” to be documented

- Remember - Canned Beans (Legumes) are NOT a vegetable

Documenting Quantity

Document quantity of approved items on shelf in the “Quantity In Stock” column
- Items must have valid expiration dates only
- Can use “+” system:
  - must document “minimum #” then “+”

Example:
- Required Quantity = 4 containers of 64 oz Juice
- Vendor has allowed brands of 3 Orange, 1 Grape, and 2 Apple Juice
  - Document “4+” in “Quantity in stock” column
  - Not necessary to document each flavor individually
Minimum Inventory Requirements Met?

If yes, document the amount in “Quantity in Stock” column

If no, document the deficiency in the “Shortage” column

Documenting Quantity and Type Deficiencies

**Required**
- 2 types and 10 cans total combination of fruit

**In Stock**
- 5 cans of peaches

**Deficiency**
- 5 cans and 1 type

**Required**
- 4 approved size boxes Honey Kix
- 1 approved size box Cheerios

**In Stock**
- 1 box cereal
  - write “1” in the shortage column
  - It is not necessary to write “box”

**Deficiency**

Deficiency
Documenting Expired Foods

Always Document ALL 4 components
- Size, Type, Quantity, Date
- Sanctions cannot be assessed if a component is missing

If ALL items on the shelf are expired
- “—” should be documented in all columns including the “Valid Expiration Date” column and the shortage should be documented
- Document the expired items in the “Expired Foods” column

Documenting Expired Foods

Individual Types

If some items on shelf have a valid date and some do not
- “NO” – should be documented in the “Valid Expiration Dates” column
- An occurrence cannot be assessed if “Yes” is documented

Documenting Expired Foods

Combined Types

If all of both types counted toward required minimum inventory have valid dates
- “YES” should be documented in the “Valid Expiration Date” column by both types

If some of the same type counted toward required minimum inventory have a valid date and some do not
- “NO” – should be documented in the “Valid Expiration Dates” column
- Document the expired items in the “Expired Foods” column
Section VI  
Quality of Service  

- Discuss the question on the report regarding the service the vendor provides to the WIC customer  
- Document any problems, complaints or comments the vendor expresses  
- Document if the vendor needs follow-up training  
- Document ‘Yes’ or ‘No’ on the report based on the vendor’s answers  

Section VII  
Monitoring Visit Findings  

Section VII-A- ‘No deficiencies’ found  
- Authorized Vendor Representative and the WIC Monitor sign, document their title and date their signature  

Section VII-B- ‘Deficiencies found’  
- Vendor must document their plan and time frame to correct any deficiencies documented on the report in Section B  
- Plan must be written in English  
- Authorized Vendor Representative and the Local WIC Agency Monitor sign, document their title and write in the date  
- Local WIC Agency Monitor must document their phone number and e-mail address
State Vendor Sanctions

The number of occurrences are documented for each violation found during the monitoring visit. The vendor will receive one occurrence for each violation. Cannot assess two violations for the same item. Most punitive sanction executed.

A vendor may be disqualified for a certain number of occurrences of a violation. Disqualification periods for violations committed vary.

State Vendor Sanctions

<table>
<thead>
<tr>
<th>Violations</th>
<th>Disqualification Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>Three occurrences within a 12-month period of failure to stock the minimum inventory</td>
<td>180 days</td>
</tr>
<tr>
<td>Three occurrences within a 12-month period of stocking WIC supplemental foods outside of the manufacturer’s expiration dates</td>
<td>90 days</td>
</tr>
<tr>
<td>Three occurrences within a 12-month period of failure to mark the current shelf prices of all WIC supplemental foods on the foods or have the prices posted on the shelf or display case.</td>
<td>60 days</td>
</tr>
</tbody>
</table>

Local Agency Reminders

- Ensure that the current year’s forms are used
- Use your Monitoring Toolbox
- Mail complete reports to the State Office within 2 business days
- Monitoring instructions are located in your Vendor Training Local WIC Agency Staff binder
- Call your Vendor Consultant with questions
Vendor Monitoring Assistance

- Heather Todaro – (919) 707-5738
  Heather.Todaro@dhhs.nc.gov
- Jasmine Martin – (919) 707-5748
  Jasmine.Martin@dhhs.nc.gov
- Lakia Jones – (919) 707-5747
  Lakia.Jones@dhhs.nc.gov
- Sue Cheek – (919) 707-5802
  Sue.Cheek@dhhs.nc.gov

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