VI. FOOD FUNDS MANAGEMENT

(Please indicate) State Agency: South Dakota for FY: 2020

Food funds management involves monitoring cost containment measures and procedures related to infant formula and other authorized food items, the monitoring and management of State agency funding sources, and the accurate reporting of participation figures.

A. **Cost Containment Measures** - 246.4(a)(14)(xi): describe the policies and procedures used to implement cost containment measures as they relate to infant formula contracts, their approval and the processing of infant formula and/or other rebates, and food package cost containment practices.

B. **Funds Monitoring/Reporting** - 246.4(a)(2); (a)(12); and (a)(14): describe the State agency's funding sources, how food obligations are calculated to allow for inflation, rebate cash management, and monthly closeout monitoring activities.

C. **Participation Reporting** - 246.4(a)(11): describe the methods used to accurately document and monitor participation at the State and local level, and methods for monitoring changes in participation by priority.
VI. FOOD FUNDS MANAGEMENT

A. Cost Containment Measures

1. The State agency seeks FNS approval related to infant formula cost containment measures (check one):

☐ For a waiver of the requirement for a single-supplier competitive system. State agency must complete a cost comparison projecting food cost savings in the single-supplier competitive system based on the lowest monthly net price or highest monthly rebate [as required in Section 246.16a(d)(2)(i) through (d)(2)(iii) and savings under an alternative cost containment system, Section 246.16a(d)(2)(B)]

☒ To issue an infant formula bid solicitation that evaluates bids by highest rebate. A State agency must demonstrate to FNS’ satisfaction that the weighted average retail prices for different brands of infant formula in the State vary by 5% or less [as required in Section 246.16a(c)(5)(iii)].

☐ Not applicable

Please attach in the Appendix supporting documentation for requests for FNS approval.

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation): The South Dakota Department of Health WIC Program jointly issued with the Nebraska Department of Health and Human Services and the ITO’s an Invitation to Bid (ITB) for a rebate on milk-based and soy infant formula purchased in our WIC Programs.

The State Agencies individually contracts with one manufacturer whose qualifying non-exempt milk-based and soy-based infant formula are to be designated as the standard sole authorized brands of infant formula.

Potential manufacturers submitted a proposed rebate amount for milk-based infant formula, with the same percentage rebate for other non-exempt formulas that are designed for use for full-term infants (from birth to 12 months of age), that can be appropriately issued to the majority of WIC infants.

The contractor must also pay a rebate amount for those other non-contract formulas as defined by USDA. The rebate on any other non-contract formula must yield the same percentage rate as the milk-based formula on which the contractor submitted the ITB.

The State Agencies selected Mead Johnson as giving the lowest annual net wholesale cost for infant formula to the State Agencies/ITO’s and assured they could comply with the provisions of the ITB.

Specific bid solicitation and billing requirements set forth in P.L. 111-296 when developing requests for bids on rebates for authorized foods and/or infant formulas.

The bid solicitation must identify the composition of State alliances for the purpose of a cost containment measure, and verify that no additional States shall be added to the State alliance between the date of the bid solicitation and the end of the contract.

Contracts - A contract between the South Dakota Department of Health, WIC Program and Mead Johnson for a period of three years beginning January 1 2016 through September 30, 2018 with the option of two separate one year extensions. South Dakota is in the last year of the extensions and has completed an Amendment for this extension. An MOU with Missouri, Nebraska and North Dakota has been signed to start the bidding process for a new infant formula contract.

The SA must have a system to ensure that the rebate invoices under competitive bidding provide a reasonable estimate or an actual count of the number of units sold to WIC participants. The SA must
publicly open and read all bids aloud on the day the bids are due. The SA must provide a minimum of 30 days between the publication of the solicitation and the date on which the bids are due, unless exempted by the Secretary. Current provisions and requirements regarding State alliances for infant formula rebates are expanded to include all other authorized foods for which rebates are sought.

Retail Distribution System - The current retail distribution system remains intact with most formula being issued to participants through an eWIC benefit card and are redeemed at any one of the authorized retailer’s stores. eWIC benefits are brand, type and form specific.

Accountability System - Methodology Used for Rebates

Brand Specific eWIC Benefit Redemption - A report is generated monthly from our automated data processing system specifying formula redemptions by brand, type, and quantity.

Amount of Rebate - The amount of rebate is calculated from: the computer report identifying the number of cans of formula redeemed and the rebate per can offered from the formula company.

Billing - The company is billed monthly. The state calculates the amount of reimbursement payable to the WIC Program using the Rebate Invoice redemption report and the rate of rebates from the respective company. The redemption report, specifying the number of cans redeemed for an issued month in three forms: liquid concentrate, powder, and ready-to-feed, and by brand accompanies the bill as documentation. Rebate payments from the company are made to the WIC Program within thirty days after receipt of the billing from the state.

Food Package Cost Containment Measures

Prorated food packages for all participants are automated and applied depending on the certification period and time of issuance. The ability to override exists.

If participants choose not to include something in the food package, have allergies to foods or determine they do not have a need for the food, staff have the ability to individually tailor packages to suit the needs of the client. Participants are requested to purchase the least expensive brands whenever possible.

Store brands are made available. These include juice, milk, cheese, cereal, rice, canned fish, eggs, peanut butter and beans.

2. Cost Containment Contracts for Infant Formula

a. The State agency acquires infant formula through (check all that apply):
   - ☐ Home food delivery system
   - ☐ Direct distribution food delivery system
   - ☒ Retail food delivery system
   - ☒ Other (specify): Order direct from Manufacture for specialized formulas and send to Local Agencies.

b. The State agency has a rebate contract/agreement for infant formula.
   - ☒ Yes
     If yes, attach contract in Appendix
   - ☐ No
     If no, check which applies:
     - ☐ Granted waiver
     - ☐ ITO with participation under 1,000 as of April (Proceed to question A.4. Cost Containment for Other Foods)
VI. FOOD FUNDS MANAGEMENT

c. For a single-supplier system or multi-supplier: Date contract/agreement:

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Original Term Began</th>
<th>Original Term Expires</th>
<th>Extension Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mead Johnson &amp; Company, LLC</td>
<td>01/01/2016</td>
<td>9/30/2018</td>
<td>2 One year Extensions</td>
</tr>
</tbody>
</table>

*If contract expires during the fiscal year see sections 3 and 4*
VI. FOOD FUNDS MANAGEMENT

d. Current fiscal year rebates and current net price per unit paid (note the price should reflect current prices rather than original contract prices and rebate amounts):

My rebate price sheet is available and attached as Appendix A (Proceed to A. 3. Infant Formula Issuance.)

<table>
<thead>
<tr>
<th>Product/Unit Size</th>
<th>Manufacturer</th>
<th>Rebate/Unit</th>
<th>Net price/Unit</th>
<th>% WS Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquid Concentrate</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milk-Based</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soy-based*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Powder</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milk-based</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soy-based*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ready to Feed</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milk-Based</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soy-based*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exempt Formula</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(if applicable)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*If uncoupled/separate contracts for milk- and soy-based infant formula.

3. Infant Formula Issuance.

a. Does the State agency issue the Primary Contract Infant Formula as the first choice of issuance (by physical form), with all other infant formulas issued as an alternative? (Section 246.16a(c)(8) & 246.10(e)(1)(iii))

☒ Yes ☐ No

b. The percent of infants receiving each type of formula is estimated at:

Contract 90.6%
Non-contract

Exempt infant formula 8.8%
Non-exempt infant formula

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):

4. Cost Containment for Other Foods

a. Rebates are also obtained on other WIC foods.

☐ Yes (specify foods and attach contract in Appendix):
☒ No

b. The State agency intends to pursue rebates on other authorized foods.

☐ Yes (specify):
☒ No

c. To contain food costs, the State agency has limited authorized foods/container sizes/types, etc.

☐ Yes (If yes, note such limitations on the following table)
☒ No

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):
### VI. FOOD FUNDS MANAGEMENT

<table>
<thead>
<tr>
<th>Item</th>
<th>Specific brands are designated/ Disallowed</th>
<th>Only certain container sizes are allowed</th>
<th>Allowable types are limited</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exempt formula for women, infants &amp; children</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Infant cereal</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Infant Fruit/Veg/Meat</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Whole fresh fluid milk</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Lowfat fresh fluid milk</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Skim fresh fluid milk</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Fresh milks (e.g., Lactaid, cultured buttermilk, goat milk) (specify):</td>
<td>X(Meyenberg goat milk)</td>
<td>X(Lactose free- half gallons only)</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Shelf-stable milk (e.g., evaporated milk, UHT, whole/ low fat/nonfat dry milk)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Cheese</td>
<td>X(shredded is brand specific)</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Yogurt</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Soy-based beverage</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Tofu</td>
<td></td>
<td></td>
<td></td>
<td>Not Allowed</td>
</tr>
<tr>
<td>Fresh eggs</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Dried egg mix</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>Not Allowed</td>
</tr>
<tr>
<td>Hot cereal</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Cold cereal</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Single strength fruit/vegetable juice</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Concentrated fruit/vegetable juice</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Whole wheat bread</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Other whole grains</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Peanut butter</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Dry beans/peas</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Canned Fish</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Canned beans/peas</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>
VI. FOOD FUNDS MANAGEMENT

B. Funds Monitoring/798 Reporting

1. The State agency has procedures to assure that the requirements are met regarding the nonprocurement of food in bulk lots, supplies, equipment and other services from entities that have been debarred or suspended.

☒ Yes ☐ No

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):

2. Food Cost Obligations

a. The State agency calculates food obligations based on the following data (check one):

☒ Number of expected participants and average food cost per participant

☒ Number of expected participants by category (e.g., pregnant woman, infant, etc.) and average food cost per participant category

☐ Number of expected redemptions by food instrument type and cash-value voucher type and average value per food instrument type and cash-value voucher type

☒ Other (specify): redemption amounts

b. The State agency estimates the impact of inflation on food costs through the use of the following inflation escalators:

☒ Inflation factor used in Federal funding formula

☒ State-generated estimates of inflation based on State market basket of foods

☐ Best guess by food item based on economic reports or other sources

☐ Other (specify):

c. The State agency ADP system automatically produces a monthly obligation amount

☒ Yes

☐ No, data are pulled from various sources and an estimated amount is calculated manually or with a PC spreadsheet

☐ Other (specify):

d. The State agency system (in-house or contracted) provides the following data on eWIC benefits and cash-value benefit redemptions at specific (daily, weekly, monthly, as needed) frequencies (check all that apply and provide frequency):

<table>
<thead>
<tr>
<th>Frequency</th>
<th>Data</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daily</td>
<td>☒ Food and cash-value benefits paid for redemption month</td>
</tr>
<tr>
<td>Monthly</td>
<td>☒ Food instruments and cash-value vouchers outstanding for issue month</td>
</tr>
<tr>
<td>Monthly</td>
<td>☒ Food instruments and cash-value vouchers that have expired</td>
</tr>
<tr>
<td>Monthly</td>
<td>☒ Food instruments and cash-value vouchers that are void/unclaimed</td>
</tr>
</tbody>
</table>

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):
VI. FOOD FUNDS MANAGEMENT

3. Rebate Cash Management
   a. The State agency has a billing system in place that ensures rebate invoices for all authorized food, including infant formula, under competitive bidding, provide a reasonable estimate, or actual count of the number of units purchased by participants during WIC transactions (Section 246.16a(k)).
      ☒ Actual count of units purchased
      ☐ Estimate of units purchased (attach methodology)
      ☐ Other (describe):
   b. The State agency uses a food instrument that enables it to identify the type and brand of infant formula redeemed.
      ☐ Yes, for all formula types, brands, and physical forms
      ☐ Yes, for exempt infant formulas
      ☒ No
   c. The invoice to the formula manufacturer is issued by:
      ☒ The WIC unit
      ☐ The State agency fiscal unit
      ☐ Other (specify):
   d. Monthly invoices are submitted with supporting data.
      ☒ Yes ☐ No

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):

4. Closeout of Report Month Outlays
   a. The State agency allows the food vendor (and farmer if any) the following number of days to submit food instruments and cash-value vouchers for payment (provide the number of days):
      Days from the participant's first valid date
   b. The State agency is generally able to close out a report month completely within:
      ☒ 90 days
      ☐ 120 days
      ☒ Other (specify number of days): 60 Days from Redemption

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):

5. Indicate the method used to reimburse vendors (and farmers if any) for redeemed food instruments and cash-value vouchers or other services and specify the entity responsible for making payment:

<table>
<thead>
<tr>
<th>State WIC</th>
<th>State FM</th>
<th>Other (Specify)</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐</td>
<td>☐</td>
<td>By check directly to vendor or farmer</td>
</tr>
<tr>
<td>☐</td>
<td>☐</td>
<td>By check directly to vendor’s or farmer’s bank</td>
</tr>
<tr>
<td>☒</td>
<td>☐</td>
<td>By electronic transfer to vendor’s or farmer’s bank</td>
</tr>
<tr>
<td>☐</td>
<td>☐</td>
<td>Other (specify):</td>
</tr>
</tbody>
</table>

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):
VI. FOOD FUNDS MANAGEMENT

C. Participation Reporting

1. Participation Counting
   a. The State agency counts an enrollee who received at least one food instrument/food package (or who received no food instrument/food package, but was either a fully-breastfed infant of a participating breastfeeding woman or a woman partially breastfeeding a participating 6 to 12 month old infant) as a participant during:
      ☒ The calendar month
      ☐ The computer system cycle month
      ☐ Other (specify):

   b. The State agency receives participation counts from:
      ☒ The State agency computer system based on the number of persons issued food or food instruments (manual and automated food instruments), the number of fully-breastfed infants who receive no food or food instruments, but are breastfed by participating breastfeeding women, and the number of women who receive no food or food instruments, but are partially breastfeeding a participating 6 to 12 month old infant.
      ☐ Counts reported from local agencies based on issuance records
      ☐ Other (specify):

   c. If State funds are present, the State agency differentiates between Federal-supported and State-supported participants by:
      ☐ Special code on food instrument
      ☐ Special areas of State designated as State-supported areas
      ☐ Pro rata allocation based on proportion of Federal to State funds spent
      ☒ Other (specify):

   d. When local agencies are chronically late in furnishing food instrument and/or certification data needed for participation counts, the State agency:
      ☐ Sends warnings
      ☐ Applies financial sanctions
      ☐ Requires manual reporting
      ☒ Other (specify): All data is handled by the State WIC office.

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):

2. Participation by Priority
   a. Priority level is a critical data field in the State agency's computer system.
      ☒ Yes ☐ No

   b. The State computer system automatically assigns priority level based on the enrollee's nutritional risk condition.
      ☒ Yes ☐ No
VI. FOOD FUNDS MANAGEMENT

c. The State agency's computer system revises the priority level determination when a participant changes category (e.g., infant becomes child and receives a child's food package).
   ☒ Yes ☐ No

d. The State agency has an “unknown” priority category for VOC transfers where priority is unknown.
   ☐ Yes ☒ No

3. Participation by Local Agency

   The State agency's computer system supports its requirement to report participation data by local agency to measure breastfeeding performance.
   ☒ Yes ☐ No

ADDITIONAL DETAIL: Food Funds Management Appendix and/or Procedure Manual (citation):