

**U.S. Department of Agriculture  
Food and Nutrition Service  
Administrative Review Branch**

**Kennedy Express Mart,**

**Appellant,**

**v.**

**Retailer Operations Division,**

**Respondent.**

**Case Number: C0224560**

**FINAL AGENCY DECISION**

The USDA, Food and Nutrition Service (FNS) finds that there is insufficient evidence to support the decision of the Retailer Operations Division to deny the application of Kennedy Express Mart to participate as an authorized retailer in the Supplemental Nutrition Assistance Program (SNAP). Instead, a preponderance of the evidence supports that the firm is eligible for SNAP authorization under Criterion A. As a result, the denial decision of the Retailer Operations Division is **reversed**.

**ISSUE**

The issue accepted for review is whether the Retailer Operations Division took appropriate action, consistent with 7 CFR § 278.1(b)(1) and 7 CFR § 278.1(k), when it denied the application of the Appellant to participate as an authorized SNAP retailer.

**AUTHORITY**

7 U.S.C. § 2023 and its implementing regulations at 7 CFR § 279.1 provide that “A food retailer or wholesale food concern aggrieved by administrative action under § 278.1, § 278.6 or § 278.7 ... may ... file a written request for review of the administrative action with FNS.”

**CASE CHRONOLOGY**

The Retailer Operations Division received an application from the Appellant on June 20, 2019. In a letter dated November 19, 2019, the Retailer Operations Division informed the Appellant that the store did not carry the minimum three (3) stocking units in at least three (3) varieties of foods in the Dairy staple food category and therefore did not meet eligibility Criterion A. Specifically, a store visit report had determined that the store was deficient by a single stocking unit of butter substitute (margarine or non-dairy spread). The Retailer Operations Division also determined that the store failed to meet eligibility Criterion B because the store's **staple** food

sales comprised 50 percent or less of its annual gross retail sales. Lastly, the store did not meet the need for access provision at 7 CFR § 278.1(b)(6). Therefore, the store's application was denied.

In a letter postmarked November 25, 2019, the Appellant requested an administrative review of the Retailer Operation Division's denial of its SNAP application. The request for administrative review was granted.

## **STANDARD OF REVIEW**

In appeals of adverse actions, an appellant bears the burden of proving by a preponderance of the evidence, that the administrative actions should be reversed. That means an appellant has the burden of providing relevant evidence which a reasonable mind, considering the record as a whole, might accept as sufficient to support a conclusion that the matter asserted is more likely to be true than not true.

## **CONTROLLING LAW AND REGULATIONS**

The controlling law in this matter is found in the Food and Nutrition Act of 2008, as amended (7 U.S.C. § 2018), and promulgated through regulation under Title 7 CFR Part 278. In particular, 7 CFR § 278.1(k) provides the authority upon which FNS shall deny the authorization of any firm applying for participation in SNAP if it fails to meet established eligibility criteria.

7 CFR § 278.1(k) reads, in relevant part:

FNS shall deny the application of any firm if it determines that ... (2) The firm has failed to meet the eligibility requirements for authorization under Criterion A or Criterion B, as specified in paragraph (b)(1)(i) of this section ....

7 CFR § 271.2 defines a retail food store, in part, as:

An establishment or house-to-house trade route that sells food for home preparation and consumption normally displayed in a public area, and either offers for sale qualifying staple food items on a continuous basis, evidenced by having no fewer than [three] different varieties of food items in each of the four staple food categories with a minimum depth of stock of three stocking units for each qualifying staple variety, including at least one variety of perishable foods in at least [two\*] such categories (Criterion A) as set forth in § 278.1(b)(1) of this chapter, or has more than 50 percent of its total gross retail sales in staple foods (Criterion B) as set forth in § 278.1(b)(1) of this chapter as determined by visual inspection, marketing structure, business licenses,

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\* As currently implemented. See SNAP Retailer Policy and Management Division Policy Memorandum 2018-04 for additional information regarding the enhanced retailer standards, which were implemented on January 17, 2018. This memorandum can be found on the FNS public website at <https://www.fns.usda.gov/snap/retailer-eligibility-clarification-of-criterion>.

accessibility of food items offered for sale, purchase and sales records, counting of stockkeeping units, or other inventory or accounting recordkeeping methods that are customary or reasonable in the retail food industry as set forth in § 278.1(b)(1) of this chapter....

7 CFR § 271.2 defines staple food, in part, as:

... those food items intended for home preparation and consumption in each of the following four categories: Meat, poultry, or fish; bread or cereals; vegetables or fruits; and dairy products... Hot foods are not eligible for purchase with SNAP benefits and, therefore, do not qualify as staple foods for the purpose of determining eligibility under § 278.1(b)(1) of this chapter. Commercially processed foods and prepared mixtures with multiple ingredients that do not represent a single staple food category shall only be counted in one staple food category. For example, foods such as cold pizza, macaroni and cheese, multi-ingredient soup, or frozen dinners, shall only be counted as one staple food item and will be included in the staple food category of the main ingredient as determined by FNS. Accessory food items include foods that are generally considered snack foods or desserts such as, but not limited to, chips, ice cream, crackers, cupcakes, cookies, popcorn, pastries, and candy, and other food items that complement or supplement meals, such as, but not limited to, coffee, tea, cocoa, carbonated and uncarbonated drinks, condiments, spices, salt, and sugar. Items shall not be classified as accessory food exclusively based on packaging size but rather based on the aforementioned definition and as determined by FNS. A food product containing an accessory food item as its main ingredient shall be considered an accessory food item. Accessory food items shall not be considered staple foods for purposes of determining the eligibility of any firm.

7 CFR § 278.1(b)(1)(i)(A) reads, in part,

An establishment...will effectuate the purposes of the program if it sells food for home preparation and consumption and meets one of the following criteria: Offer for sale, on a continuous basis, a variety of qualifying foods in each of the four categories of staple foods...including perishable foods in at least [two] of the categories (Criterion A); or have more than 50 percent of the total gross retail sales of the establishment...in staple foods (Criterion B).

7 CFR § 278.1(b)(1)(ii) states in part:

In order to qualify under [Criterion A] firms shall:

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(A) Offer for sale and normally display in a public area, qualifying staple food items on a continuous basis, evidenced by having, on any given day of operation, no fewer than [three\*] different varieties of food items in each of the four staple food categories with a minimum depth of stock of three stocking units for each qualifying staple variety and at least one variety of perishable foods in at least [two] staple food categories.

Documentation to determine if a firm stocks a sufficient amount of required staple foods to offer them for sale on a continuous basis may be required in cases where it is not clear that the firm has made reasonable stocking efforts to meet the stocking requirement. Such documentation can be achieved through verifying information, when requested by FNS, such as invoices and receipts in order to prove that the firm had ordered and/or received a sufficient amount of required staple foods up to 21 calendar days prior to the date of the store visit...

(B) Offer for sale perishable staple food items in at least [two\*] staple food categories. Perishable foods are items which are either frozen staple food items or fresh, unrefrigerated or refrigerated staple food items that will spoil or suffer significant deterioration in quality within 2-3 weeks; and

(C) [Offer a variety of staple foods which means different types of foods, such as apples, cabbage, tomatoes, and squash in the fruit or vegetable staple food category, or milk, cheese, butter and yogurt in the dairy category. Variety of foods is not to be interpreted as different brands, different nutrient values, different varieties of packaging, or different package sizes. Similar processed food items with varying ingredients such as, but not limited to, sausages, breakfast cereals, milk, sliced breads, and cheeses, and similar unprocessed food items, such as, but not limited to different varieties of apples, cabbage, tomatoes, or squash shall not each be considered as more than one staple food variety for the purpose of determining variety. Multiple ingredient food items...such as...cold pizza, macaroni and cheese, soup, or frozen dinners, shall only be counted as one staple food variety each and will normally be included in the staple food category of the main ingredient as determined by the FNS.\*]

7 CFR § 278.1(b)(1)(iii) states in part:

In order to qualify under [Criterion B] firms must have more than 50 percent of their total gross retail sales in staple food sales. Total gross retail sales must include all retail sales of a firm, including food and non-food merchandise, as well as services, such as rental fees, professional fees, and entertainment/sports/games income ....

7 CFR § 278.1(k)(2) states, in part:

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\* As currently implemented. See SNAP Retailer Policy and Management Division Policy Memorandum 2018-04 for additional information regarding the enhanced retailer standards, which were implemented on January 17, 2018. This memorandum can be found on the FNS public website at <https://www.fns.usda.gov/snap/retailer-eligibility-clarification-of-criterion>.

Any firm that has been denied authorization on these bases shall not be eligible to submit a new application for authorization in the program for a minimum period of six months from the effective date of the denial.

7 CFR § 278.1(b)(6) states in part:

Need for access. FNS will consider whether the applicant firm is located in an area with significantly limited access to food when the applicant firm fails to meet Criterion A per paragraph (b)(1)(ii) or Criterion B per paragraph (b)(1)(iii) of this section so long as the applicant firm meets all other SNAP authorization requirements. In determining whether an applicant is located in such an area, FNS may consider access factors such as, but not limited to, the distance from the applicant firm to the nearest currently SNAP authorized firm and transportation options. In determining whether to authorize an applicant despite its failure to meet Criterion A and Criterion B, FNS will also consider factors such as, but not limited to, the extent of the applicant firm's stocking deficiencies in meeting Criterion A and Criterion B and whether the store furthers the purposes of the Program. Such considerations will be conducted during the application process ....

### **APPELLANT'S CONTENTIONS**

The Appellant made the following summarized contentions in its request for administrative review, in relevant part:

- Although there were only two (2) packages of butter on the shelf during the store visit; the store had received six (6) packages from its supplier the day before but had sold four (4) prior to the inspection.
- The store does not have sales receipts specifying margarine or butter as its register receipts only break down purchases into broader categories.
- The store customers are having to walk farther away to other stores to make SNAP purchases.

The preceding may represent only a brief summary of the Appellant's contentions in this matter. However, in reaching a decision, full attention and consideration has been given to all contentions presented, including any not specifically recapitulated or specifically referenced herein.

### **ANALYSIS AND FINDINGS**

#### **Criterion A**

Under **new regulations** implemented on January 17, 2018, to meet Criterion A, a firm must carry no fewer than three (3) different varieties of staple food in each of the four (4) staple food categories with a minimum depth of stock of three (3) stocking units for each qualifying variety and at least one (1) variety of perishable foods in at least two (2) staple food categories. In addition, the SNAP regulations at 7 CFR § 278.1(b)(1)(i)(A) and 7 CFR § 278.1(b)(1)(ii) require retailers to meet Criterion A eligibility requirements on a continuous basis.

A store visit conducted on October 1, 2019 documented that Kennedy Express Mart was deficient in that it carried only two (2) varieties of dairy **staple** food (20+ stocking units of milk and 5 stocking units of cheese) in sufficient amounts. The store had a third variety of dairy staple food namely (2) stocking units of butter substitute (margarine) but that amount was insufficient to qualify as the missing third variety of dairy staple foods.

Because the store was missing only a single stocking unit of butter substitute to be eligible, on October 21, 2019, the Retailer Operations Division sent a letter to the Appellant requesting that the store submit any purchase invoices or receipts dated 21-days prior to the store visit documenting the purchase of any additional dairy staple food items. In reply, the Appellant sent four (4) purchase invoices dated September 9, September 16, September 23 and September 30, 2019. The September 9, 2019 purchase invoice was not acceptable as it was dated outside of the 21-day review period prior to the date of the store visit. However, the three (3) remaining purchase invoices documented the purchase of eleven (11) stocking units of butter, nine (9) stocking units of yogurt, and seven (7) stocking units of sour cream. Although these purchase invoices document that the Appellant had purchased sufficient dairy staple food to be eligible under Criterion A, the Retailer Operations Division did not accept these purchase invoices and did not document in the case record why they were not acceptable.

On October 30, 2019, the Retailer Operations Division sent a letter to the Appellant requesting that the store submit any sales receipts documenting that the store sold margarine and/or butter between September 10, 2019 and September 30, 2019. The letter also requested additional documentation concerning the store's gross retail sales including, but not limited to, end of day sales reports for three (3) representative months and documentation breaking down gross sales by: 1) Staple Foods, 2) Accessory Foods, 3) Hot Prepared and Heated Foods, 4) Cold Foods Prepared on Site, 5) Charges for Food Heating Services, and 6) Nonfood Items.

The Appellant responded to the October 30, 2019 information request by providing its sales tax returns, a department sales report, and a spreadsheet breaking down its gross retail sales by type; however, it was not able to provide documentation that met all of what was requested by the Retailer Operations Division. However, this should have had no impact on the decision to authorize the store as its prior response was adequate to document that the firm met the requirements of Criterion A.

The store visit report and documentation provided in response to the Proof of Inventory letter support, by a preponderance of the evidence, that the store had at least three (3) varieties of dairy staple food in sufficient quantities at the time of the store visit and/or it normally carried these items within the 21-day period prior to the store visit. As the store had also met the requirements in the Breads/Cereal; Meat/Poultry/Fish; and Fruits/Vegetables staple food categories, the store should have been found eligible under Criterion A.

## **CONCLUSION**

A preponderance of the evidence supports that the store normally carried more than three (3) varieties of dairy staple food in sufficient stocking units at the time of the store visit or within the

21-day period prior to the store visit. Based on the analysis above, the decision by the Retailer Operations Division to deny the SNAP application of Kennedy Express Mart is **reversed**.

Under the Freedom of Information Act, FNS is releasing this information in a redacted format as appropriate. FNS will protect, to the extent provided by law, personal information that could constitute an unwarranted invasion of privacy.

RONALD C. GWINN  
Administrative Review Officer

March 5, 2020