



COMMONWEALTH of VIRGINIA  
*Assistive Technology Loan Fund Authority*

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September 30, 2020

The Honorable Ralph S. Northam, Governor of Virginia  
and the Members of the General Assembly of Virginia

In accordance with Section 51.5-59 of the *Code of Virginia* and on behalf of the Board of Directors, it is my pleasure to submit the annual report of the Assistive Technology Loan Fund Authority for the fiscal year ended June 30, 2020. During fiscal year 2020, the Authority helped 77 Virginians with disabilities obtain over \$1.5 million in loans for assistive technology.

With a dedicated Board and staff, our alternative finance lending model has proven to be very successful with outstanding direct loans of over \$4.5 million and \$3.7 million available for lending. The Assistive Technology Loan Fund Authority has enabled Virginians with disabilities since 1999 to obtain over \$29 million in loans for assistive technology.

Virginia's Assistive Technology Loan Fund Authority is one of the largest sources in the country providing credit financing for individuals with disabilities and their families to purchase assistive technology directly related to their disability. This program addresses a significant and unique need to Virginians across incomes and disabilities supporting the acquisition of needed equipment and devices.

Please feel free to contact Sandra W. Banker, Executive Director, with any questions, comments, or concerns regarding this report at 804-662-7021.

Sincerely,

A handwritten signature in cursive script that reads "Joyce Viscomi".

Joyce Viscomi, Chair  
ATLFA Board of Directors

Cc: The Honorable Daniel Carey, M.D.

*"Affordable Loans for Assistive Technology"*



Assistive Technology Loan Fund Authority

PROVIDING HELP FOR A BETTER TOMORROW

# 2020 Annual Report

**Helped 77 Virginians  
with Disabilities  
Get More than \$1.5  
Million in Assistive  
Technology This  
Year**



- ATLFA made direct loans to 77 Virginians with disabilities in the year ending June 30, 2020, assisting them in purchasing over \$1.5 million in assistive technology.
- The average loan made in fiscal year 2020 was \$20,321 and loans over \$25,000 comprised 70% of the total dollar value of the loans and 40% of total loans in number.
- At June 30, 2020, 295 Virginians with disabilities had a total of nearly \$4.6 million in outstanding loans with ATLFA. As loans move toward more vans with conversions, the outstanding balance continues to rise.

Promoting  
alternative  
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# COVID-19 Impact

In response to the pandemic and in accordance with state guidelines, ATLFA closed its offices to visitors and increased the emphasis on remotely working with applicants, borrowers and other stakeholders through phone, fax, and e-mail. ATLFA staff have been working both remotely and in-person.

The Board of Directors approved a policy where borrowers were allowed to defer the remainder of their May payment after making at least a minimum payment. Other deferrals were allowed upon financial hardship and following current policies.

Closed loans decreased approximately 22% in fiscal year 2020 compared to fiscal year 2019. However, total loans closed for the fiscal year were only 10% less than the rolling five year average. We attribute this decline to general economic conditions including a national decline in vehicle sales. Nationwide auto sales decreased approximately 30% in the March to June 2020 quarter.

In person ATLFA Board and Loan Committee meetings were suspended in March 2020 through the end of September 2020; however, the Executive Director has been in continuous contact with the Chair and Vice Chair of the Board. The Executive Director has also periodically updated Board Members on ATLFA activities. During the pandemic, the Board delegated application reviews, usually scheduled for the monthly loan committee meetings, to the designated Banker Board Member based on Board approved criteria.

ATLFA has provided facemasks and hand sanitizer to its employees and follows all office cleaning protocols. ATLFA has provided a link to COVIDWISE, Virginia's COVID-19 exposure notification application on its website home page.

## Consumer Services Grant Program

ATLFA collected over \$1,400 in contributions through the Combined Virginia Campaign and used those contributions to make a \$900 grant to a Virginian with a disability for a lift to carry a wheelchair on a vehicle roof.



## Performance metrics

- APPLICATIONS RECEIVED  
FY20 - 145 GOAL - 180
- CLOSED LOANS  
FY20 - 77 GOAL - 100
- AVERAGE NEW LOAN  
FY20 - \$20,321 GOAL - \$19,000
- BORROWERS WITH NO PAYMENTS IN PAST 60 DAYS  
FY20 - 2.71% GOAL - 2.00%
- PAST DUE AMOUNTS  
FY20 - 2.96% GOAL - 2.00%
- LOAN WRITE-OFFS  
FY20 - \$36,386 GOAL - \$50,000
- LOAN DEFAULT RATE  
FY20 - 0.60% GOAL 2.00%
- INVESTMENT RETURN  
FY20 - 1.66% GOAL - 2.60%
- INVESTMENT INCOME AMOUNT  
FY20 - \$61,338 GOAL - \$91,300
- ADMINISTRATIVE EXPENSE AMOUNT  
FY20 - \$526,979 GOAL - \$514,700
- PROGRAM AWARENESS EVENTS  
This measure was suspended



## Loan activity

FOR THE YEAR ENDED JUNE 30, 2020

For the fifth consecutive year, ATLFA made over \$1.5 million in direct loans to Virginians with disabilities. In FY20, ATLFA closed 77 loans totaling \$1,565,000. These loans included 56 loans for modified vehicles, 6 loans for vehicle modifications, 6 loans for hearing aids, 4 loans for wheelchair and mobility equipment, 2 loans for prosthetics, 2 loans for home modifications, and 1 loan for a cycling therapy system.

Loans were distributed across a wide range of amounts with 30 of the loans (all for modified vehicles) in amounts over \$25,000. Loans between \$10,000 and \$25,000 comprised 19 of the loans and 14 of the total loans were between \$5,000 and \$10,000. 14 of the loans (including nearly all of the hearing aid loans) were for amounts of \$5,000 or less.

The average loan made in fiscal year 2020 was \$20,321 and loans over \$25,000 comprised 70% of the total dollar value of the loans and 40% of total loans in number.

During fiscal year 2020, ATLFA had to write off eight accounts totaling \$36,385. Sadly, three of these accounts had to be written off due to the death of the borrower. Total write-offs represent an annual default rate of 0.60%, well within the 2.5% target rate.

At June 30, 2020, total past due amounts were \$135,800 or 3.0% of the total portfolio amount of \$4,591,500. At June 30, 2020, only 18 of the 295 active loan holders had past due accounts with no payments in the past thirty days. By September 15, 2020; all but one of these loan holders had made a payment.

## ATLFA Board Members and Staff

### Current Board Members

Joyce Viscomi, Chair  
Sarah Liddle, Vice-Chair  
Elise Nelson, CPA, Treasurer  
Douglas Bierly  
Michael Costanzo  
Lamont Henry  
Marques Jones  
Ronald Lanier  
Kristoffer Peterson  
Vanessa Rakestraw  
Dr. Daniel Carey  
Clay Huie

### ATLFA Staff

Sandra Banker –Executive Director  
Christy Crowther – Program Manager  
Joseph Stepp – Financial Director

### Departing Board Members

At the end of the fiscal year, ATLFA had to say goodbye to two long-time Board Members whose terms expired.

Dean Bonney and  
Brian Taylor

ATLFA Board Members and Staff would like to thank Mr. Bonney and Mr. Taylor for their contributions to ATLFA and its Mission.

# Financial Highlights

ATLFA continues to be good stewards of its funds originally provided by the federal and state governments. At June 30, 2020, ATLFA maintained net assets in excess of \$8 million, including approximately \$4.5 million in gross loans receivable.

At June 30, 2020, ATLFA had \$3.5 million invested in the Treasurer of Virginia's Local Government Investment Pool and \$182,600 in insured bank checking accounts.

For fiscal year 2020, actual revenues were less than the budgeted amount of \$329,000; mainly due to a reduction in LGIP interest returns and decreased loan closings resulting in less loan interest income. Historically low investment interest rates continue to affect interest income.

Actual expenses were more than the budgeted amount of \$565,000; mainly due to a mid-year extension of the marketing program. ATLFA financial information is included in the Commonwealth's annual financial report by the State Department of Accounts.

## Statement of Net Assets

Assets:	
Cash	\$ 3,754
Loans Receivable (net) (net of allowance of \$230)	4,362
Total Assets	8,116
Liabilities:	
Accrued Leave	(13)
Net Assets	<u>\$8,103</u>

(dollars in thousands)

Note: as of June 30, 2020, ATLFA had no outstanding loan guarantees.

## Statement of Revenues and Expenses

### Revenues:

Contributions	\$ 1
Loan Interest	216
Interest Income	<u>61</u>
Total Revenues	<u>278</u>

### Expenses:

Grant Awards	(1)
Loan Services	(2)
Payroll	(342)
Administration	(140)
Marketing	(42)
Loan Allowance	<u>(41)</u>
Total Expenses	<u>(568)</u>
Net Expenses	<u>(\$290)</u>

(dollars in thousands)

Contact us at 1-866-835-5976

[www.atlfa.org](http://www.atlfa.org)

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