



COMMONWEALTH of VIRGINIA
Assistive Technology Loan Fund Authority

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September 29, 2023

The Honorable Glenn Youngkin, 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, 2023. During fiscal year 2023, the Authority helped 57 Virginians with disabilities obtain over \$1.8 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 nearly \$4.2 million and \$3.3 million available for lending. Since 1999, the Assistive Technology Loan Fund Authority has enabled Virginians with disabilities to obtain over \$34 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 and fully supports 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 black ink that reads 'Vanessa S. Rakestraw'.

Vanessa S. Rakestraw, Ph.D.
Chair, ATLFA Board of Directors

Cc: The Honorable John Littel

"Affordable Loans for Assistive Technology"

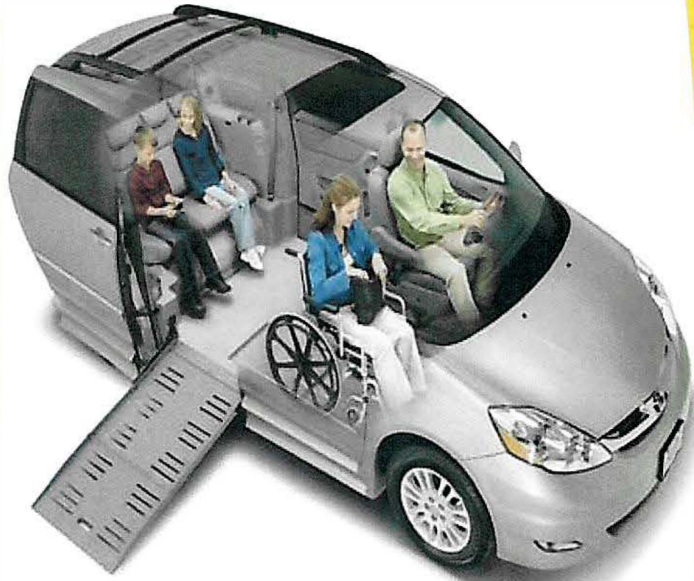


Assistive Technology Loan Fund Authority

PROVIDING HELP FOR A BETTER TOMORROW

2023 Annual Report

**Helped 57 Virginians
with Disabilities
Get More than \$1.8
Million in Assistive
Technology This
Year**



- ATLFA made direct loans to 57 Virginians with disabilities in the year ending June 30, 2023, assisting them in purchasing over \$1.8 million in assistive technology.
- The average loan made in fiscal year 2023 was \$31,714, and the 44 vehicle loans averaging \$39,320 comprised 96% of the total dollar value of the loans.
- At June 30, 2023, 214 Virginians with disabilities had a total of nearly \$4.2 million in outstanding loans with ATLFA. As loans move toward more vans with conversions, the average outstanding balance continues to rise.

Promoting
alternative
funding
resources for
Virginians
with
disabilities
to acquire
assistive
technology
that can
enhance
independence
and
improve
quality of life

ATLFA History

The Assistive Technology Loan Fund Authority (ATLFA) was established by the Virginia General Assembly in 1995 using public funds from both state and federal sources to help Virginians with disabilities obtain assistive technology, home modifications, or telework business equipment through low interest loans. The program originally started with an appropriation from the General Assembly in 1996 of \$500,000. The real-life benefits of this affordable financing alternative include greater independence, productivity, and community participation.

ATLFA is overseen by a Governor-appointed Board of Directors the majority of whom are required to be Virginians with disabilities. ATLFA provides a unique funding alternative for many who have no other options. Any Virginia resident with a disability or caregiver of a person of any age with a disability can apply.

ATLFA has grown to be one of the largest programs in the country and serves as a model program leading to the direct development of other loan programs nationally. The program offers direct loans with an interest rate that does not exceed 7.75% to Virginians with disabilities for the purchase of assistive technology directly related to their disability. Under a program through a banking partner that ended in December 2013, ATLFA offered loan guarantees and assisted with non-guaranteed loans with below market interest rates and extended terms.

Since 2003 when the program became a separate entity, the ATLFA has been governed by a strong competent Board of Directors who volunteer their time and resources to safeguard the Authority's assets. With a dedicated staff and the Board of Directors, this alternative finance lending model has proven to be very successful with net assets of \$7.2 million and has enabled Virginians with disabilities since 1999 to obtain over \$34 million in loans for assistive technology.

Historical Activity

Total Loans January 1999 to June 2023

Total Applications Received and Processed: 4,345

Direct Loans with ATLFA – 1,535

Dollar Amount of Direct Loans - \$20,794,522

Guaranteed Loans with Banking partner – 270

Dollar Amount of Guaranteed Loans - \$4,818,052

Non-Guaranteed Loans with Banking partner – 313

Dollar Amount of Non-guaranteed Loans - \$8,401,652

Consumer Services Grant Program

ATLFA collected over \$1,250 in contributions through the Combined Virginia Campaign. These funds are used as needed to grant funds to Virginians with disabilities who are unable to access the loan program.





Loan Activity

FOR THE YEAR ENDED JUNE 30, 2023

In the year ending June 30, 2023, ATLFA made over \$1.8 million in direct loans to Virginians with disabilities. This represents 90% of the loan total of FY19, which was the highest ever for ATLFA. In FY23, ATLFA closed 57 loans totaling \$1,808,000. These loans included 44 loans for modified vehicles, 6 loans for vehicle modifications, 4 loans for hearing aids, and 3 loans for wheelchair and mobility equipment.

Loans were distributed across a wide range of amounts with 34 of the loans (all for modified vehicles) in amounts over \$25,000. Loans between \$10,000 and \$25,000 comprised 11 of the loans, and 12 of the total loans (including all of the hearing aid loans) were less than \$10,000.

The average loan made in fiscal year 2023 was \$31,714 and the average vehicle loan was \$39,320. Reflecting general increases in the costs of modified vehicles, this was an 18% increase over the average vehicle loan of \$33,315 in the previous year.

During fiscal year 2023, ATLFA had to write off seven accounts totaling \$19,059. Sadly, two of these accounts had to be written off due to the death of the borrower. Total write-offs represent an annual default rate of 0.34%, well within the 2% target rate.

At June 30, 2023, only 11 of the 214 active loan holders had past due amounts totaling \$45,634 or 1.1% of the total portfolio amount of \$4,205,260. By August 15, 2023; all but three of these loan holders had made a payment. One of those accounts was in the process of being written off in August 2023.

ATLFA Board Members and Staff

Current Board Members

Vanessa S. Rakestraw, Ph.D., Chair
Michael VanDyke, Vice-Chair
Elise Nelson, CPA, Treasurer
Douglas Bierly
LaMont Henry
Marques Jones
Ronald Lanier
Sarah Liddle
Kristoffer Peterson
Chris Grandle
Clay Huie
The Honorable John Littel

ATLFA Staff

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

Recognizing Board Members

In June 2023, ATLFA recognized the contributions of two long-time Board Members.

Ronald Lanier who had served in several capacities on the ATLFA Board for over twenty years and outgoing Board Chair
Sarah Liddle

ATLFA Board Members and Staff would like to thank Mr. Lanier and Ms. Liddle 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, 2023, ATLFA maintained net assets in excess of \$7 million, including approximately \$4.2 million in gross loans receivable.

At June 30, 2023, ATLFA had approximately \$2 million invested in the Treasurer of Virginia's Local Government Investment Pool and approximately \$1.3 million in insured bank checking accounts.

For fiscal year 2023, actual revenues were more than the budgeted amount of \$215,650; mainly due to increases in LGIP interest returns.

Actual expenses were less than the budgeted amount of \$603,730, mainly due to delays involved in developing new loan application software which will move those expenses to future periods. ATLFA financial information is included in the Commonwealth's annual financial report by the State Department of Accounts.

<u>Statement of Net Assets</u>	
Assets:	
Cash	\$ 3,287
Loans Receivable (net) (net of allowance of \$210)	3,995
Total Assets	7,282
Liabilities:	
Accrued Leave	<u>(7)</u>
Net Assets	<u>\$7,275</u>
(dollars in thousands)	
Note: as of June 30, 2023, ATLFA had no outstanding loan guarantees.	

<u>Statement of Revenues and Expenses</u>	
Revenues:	
Contributions	\$ 1
Loan Interest	192
Interest Income	<u>105</u>
Total Revenues	<u>298</u>
Expenses:	
Grant Awards	-
Loan Services	(2)
Payroll	(379)
Administration	(129)
Marketing	-
Loan Allowance	<u>(42)</u>
Total Expenses	<u>(552)</u>
Net Expenses	<u>(\$254)</u>
(dollars in thousands)	

Contact us at 1-866-835-5976
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Assistive Technology Loan Fund Authority
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