



COMMONWEALTH of VIRGINIA
Assistive Technology Loan Fund Authority

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September 27, 2024

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, 2024. During fiscal year 2024, the Authority helped 39 Virginians with disabilities obtain over \$1 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 \$3.8 million and \$3.4 million available for lending. Since 1999, the Assistive Technology Loan Fund Authority has enabled Virginians with disabilities to obtain over \$35 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 Janet Vestal Kelly

"Affordable Loans for Assistive Technology"



Assistive Technology Loan Fund Authority

PROVIDING HELP FOR A BETTER TOMORROW

2024 Annual Report

2024 HIGHLIGHTS



(stock photo)

ATLFA Mission Statement

**PROMOTING ALTERNATIVE FUNDING
RESOURCES FOR VIRGINIANS WITH DISABILITIES
TO ACQUIRE ASSISTIVE TECHNOLOGY THAT
CAN ENHANCE INDEPENDENCE AND IMPROVE
QUALITY OF LIFE**

REAFFIRMED BY THE BOARD OF DIRECTORS IN FISCAL YEAR 2024

ATLFA made direct loans to 39 Virginians with disabilities totalling \$1,025,000

These loans included 29 for modified vans, 6 for hearing aids, 2 for vehicle modifications and 2 for home equipment.

This loan volume represented a 43% decrease in dollar total from fiscal year 2023 when 57 loans totalling \$1,808,000 were made.

At June 30, 2024, 185 Virginians with disabilities had direct loans outstanding with ATLFA totalling \$3,818,000.

ATLFA also assisted one Virginian to obtain a vehicle modification through the Consumer Service Fund.

Loan Activity

For the year ended June 30, 2024

In the year ending June 30, 2024, ATLFA made over \$1 million in direct loans to Virginians with disabilities. In FY24, ATLFA closed 39 loans totaling \$1,025,000. These loans included 29 loans for modified vehicles, 2 loans for vehicle modifications, 6 loans for hearing aids, and 2 loans for permanently installed home equipment. This represents a 43% decrease in loan volume from FY23 when 57 loans totalling \$1,808,000 were issued.

Loans were distributed across a wide range of amounts with 17 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 11 of the total loans (including all of the hearing aid loans) were less than \$10,000.

The average loan made in fiscal year 2024 was \$39,897 and the average vehicle loan was \$32,223. Reflecting a general change in the vehicle market, the average vehicle loan was essentially unchanged from the previous year.

During fiscal year 2024, ATLFA had to write off five accounts totaling \$24,883 (three of these accounts due to the death of the borrower). Total write-offs represent an annual default rate of 0.67%, well within the 2% target rate.

At June 30, 2024, only 13 of the 185 active loan holders had past due amounts totaling \$31,962 or 0.84% of the total portfolio amount of \$4,205,260.

Assistive Technology Loan Fund Authority
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ATLFA Board of Directors

The ATLFA Board consists of 12 members including six persons with a range of disabilities, two persons with investment finance experience, an experienced consumer lender, a certified public accountant, a representative of the Secretary of Health and Human Resources and an employee of Wilson Workforce and Rehabilitation Center.

Current Board Members

Vanessa S. Rakestraw, Ph.D., Chair

Michael VanDyke, Vice-Chair

Monique Ford, CPA, Treasurer

Douglas Bierly

Dr. Tyler Pieron

Marques Jones

LaMont Henry

Chris Grandle

Jesse Monroe

Clay Huie

The Honorable Janet Vestal Kelly

ATLFA Staff

Sandra Banker –Executive Director

Christy Crowther – Program Manager

Joseph Stepp – Financial Director

Financial Highlights

ATLFA continues to be good stewards of its funds originally provided by the federal and state governments. At June 30, 2024, ATLFA maintained net assets in excess of \$7 million, including approximately \$3.8 million in gross loans receivable.

At June 30, 2024, ATLFA had approximately \$2.6 million invested in the Treasurer of Virginia's Local Government Investment Pool and approximately \$828,000 in insured bank checking accounts.

For fiscal year 2024, actual revenues were more than the budgeted amount of \$320,700; mainly due to increases in LGIP interest returns.

Actual expenses were less than the budgeted amount of \$598,207, mainly due to less than budgeted amounts in loan write-offs and administrative expenses. ATLFA financial information is included in the Commonwealth's annual financial report by the State Department of Accounts.

Consumer Service Grant Program

ATLFA collected over \$1,440 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.

During fiscal year 2024, the ATLFA Board of Directors awarded one grant to a Virginian with a disability, not qualified for a loan, to fund the installation of hand controls on their personal vehicle.

Statement of Net Assets

Assets:	
Cash	\$ 3,438
Loans Receivable (net)	3,627
(net of allowance of \$191)	
Total Assets	7,065
Liabilities:	
Accrued Leave	<u>(5)</u>
Net Assets	<u>\$7,060</u>

(dollars in thousands)

As of June 30, 2024, ATLFA had no outstanding loan guarantees.

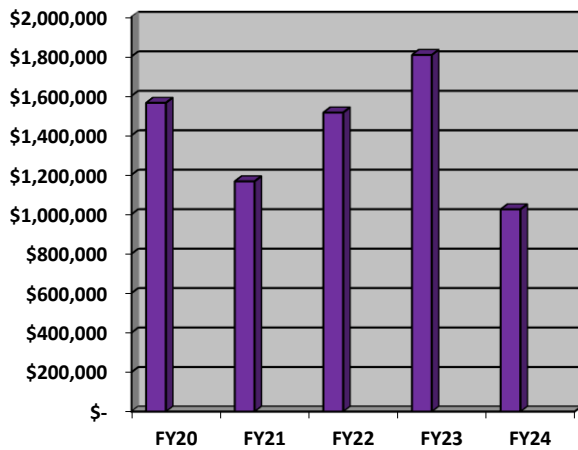
Statement of Revenues and Expenses

Revenues:	
Contributions	\$ 1
Loan Interest and fees	215
Interest Income	<u>118</u>
Total Revenues	<u>334</u>
Expenses:	
Grant Awards	-(3)
Loan Services	(2)
Payroll	(392)
Administration	(136)
Marketing	-
Loan Allowance	<u>(16)</u>
Total Expenses	<u>(549)</u>
Net Expenses	<u>(\$215)</u>

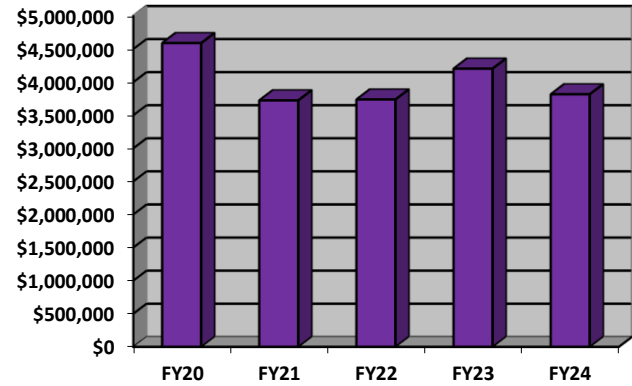
(dollars in thousands)

Direct Loans and Loan Portfolio History

Direct Loans By Fiscal Year



Loan Portfolio Balance



ATLFA made 39 direct loans in fiscal year 2024 with a total value of over \$1 million, a 43% decrease from the value of loans made in fiscal year 2023. Of the 39 loans, 29 were for converted vehicles, 2 were for vehicle modifications, 6 were for hearing aids, and 2 were for home equipment.

Loan portfolio balance remained steady in fiscal year 2024 with 185 loan holders having over \$3.8 million outstanding. This represents a 17% decrease over the highest portfolio balance of June 30, 2020.

ATLFA Activities in Fiscal Year 2024

During fiscal year 2024, work continued on the development of a new database system to create, monitor, and store information related to loan applications and track that information through the loan approval process. This system was in the final testing and approval stages at year end and will be implemented in early fiscal year 2025.

More borrowers saved on card payment fees by using Automated Clearing House payments. ACH uses borrowers' checking account information to make transfers directly from their checking accounts to ATLFA accounts. At June 30, 2024, over half of borrowers were signed up for recurring ACH payments.

ATLFA continued its efforts to monitor and improve its operations towards sustainability. Excess checking account balances were moved to interest bearing investment accounts to increase revenues. Expenses continue to be closely monitored to ensure that administrative costs remain as low as possible.