

Annual Report
2012-13

Independence Is Priceless
We Help Make It Affordable



PENNSYLVANIA ASSISTIVE TECHNOLOGY FOUNDATION

PATF



Dear Friends,

It's been a very exciting year for PATF! As one of our borrowers said, PATF remains "a fantastic organization" that helps people achieve "new-found freedom and independence!"

So what exactly did we do? We helped 245 people with disabilities buy the assistive technology devices they needed to get to work, or live in their own home, or actively participate in their communities. We did this by extending almost \$3.3 million in new loans.

We also helped 1,081 Pennsylvanians with Information and Assistance (I & A) services. This meant identifying the assistive technology they needed and providing information about other possible funding resources. Through I & A, we helped our borrowers find an additional \$1 million in grant funding from other sources, which made their overall loan amounts lower and more affordable. In return, our borrowers have shown a strong commitment to repaying their loans. The overall default rate on our loans is less than 1%, substantially better than the industry average for traditional lenders of 10%.

What else is new? In 2012, PATF was certified as both a state and federal Community Development Financial Institution (CDFI). We are the only consumer-lending program to be certified in Pennsylvania that specializes in serving people with disabilities who are low-income! This certification allowed us to receive

additional loan capital so that we can expand our program to more Pennsylvanians.

Finally, we just completed our financial education booklet for young people with disabilities who are transitioning to adulthood! The booklet, *Cents and Sensibility: A guide to money management for people with disabilities*, focuses on such topics as budgeting, understanding and building credit, monitoring spending through the use of new on-line tools, and understanding how to save without jeopardizing access to much-needed government benefits. We hope that this new booklet will help many young people make the transition to financial independence.

Our Annual Report includes some of our stories, along with information about our Board of Directors, funders, and our financial integrity. PATF helps Pennsylvanians of all ages, disabilities and income levels. We also provide an outstanding return on investment for every dollar we receive. We appreciate your support and partnership so that we can help people with disabilities help themselves.

Sincerely yours,

A handwritten signature in black ink that reads "Susan Tachau". The signature is written in a cursive, flowing style.

Susan Tachau
Executive Director

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PATF Serves All Counties



Loans That Make a Difference



PATF's mission is to provide financing opportunities to people with disabilities and older Pennsylvanians for the purchase of assistive technology devices and services that improve the quality of their lives. PATF's programs are available to Pennsylvanians:

- ✓ All ages
- ✓ All income levels
- ✓ All disabilities

Information and Assistance (I & A) Services

PATF staff provides information about assistive technology, funding sources, tips on how to access public and/or private resources, and recommended vendor companies.



Low-Interest Loans

Loans in the amounts of \$1,500 to \$60,000 are extended to individuals who need more expensive assistive technology devices and services. These loans have a fixed interest rate of 3.75% with repayment terms based on the useful life of the device. Examples of AT include: adapted vehicles, stair glides, wheelchairs and scooters, hearing aids, ramps, computers and peripherals. PATF assists the borrower with the application, provides credit counseling, and loan monitoring.

Mini-Loans

Mini-Loans are made in amounts that range from \$100 to \$1,500, at 0% interest, with repayment terms as low as \$20/month. A Mini-Grant, in conjunction with a Mini-Loan, may be available to borrowers who have an income that is less than 200% of the federal poverty guidelines. Examples of devices purchased include: iPads, seat lift chairs, hearing aids, adapted bicycles, and exercise equipment.



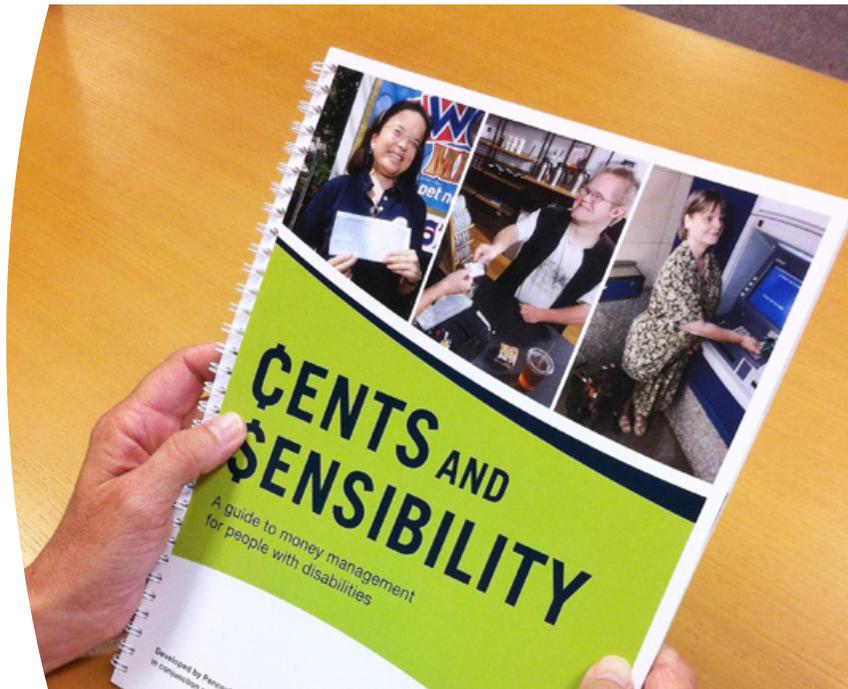
Financial Education and Credit Counseling

PATF provides financial education to applicants and borrowers in an effort to increase their financial understanding and improve creditworthiness. This education often requires one-on-one counseling.



Second-Look Low-Interest Loans

If the applicant's credit does not meet traditional lending standards, PATF's Board of Directors may elect to guarantee the loan up to \$25,000. These loans have a fixed interest rate of 3.75% with repayment terms based on the useful life of the device. Examples of AT purchased include: adapted vehicles, home modifications, hearing aids, wheelchairs and scooters, computers and peripherals. PATF assists the borrower with the application, provides credit counseling, loan monitoring and rescue payments, if necessary.







Neil Yates

Neil Yates is unequivocal in his enthusiasm for his new, wheelchair accessible van, and the independence it allows him to have. He purchased the van with a low-interest loan from PATF, and uses it on a daily basis to get where he needs to go. Neil has been a wheelchair user since a workplace accident in 2006. He uses the van's side ramp to get inside, transfers himself into the driver's seat, and drives away using hand controls.

Neil lives on the first floor of a fully accessible home on a leafy road outside of Doylestown, which he shares with his brother, sister-in-law and teenage niece. An avid Phillies fan, he has tickets for the Sunday home games, and especially enjoys the Father's Day game he goes to each year with his Dad.

Neil also enjoys the Jersey shore. The town of Belmar, between Point Pleasant and Asbury Park, is his favorite place because the town has installed two ramps with mats that cross the sandy beach, making the shoreline that much easier to get to for anyone traveling on wheels.

Neil makes frequent use of his van to travel to Magee Rehab in Philadelphia, where he volunteers as a peer mentor to others navigating the challenges of recent spinal cord injuries. It is not hard to see that his patient, easy-going nature and ready smile would be helpful and encouraging. He is also mulling ideas for a new career path in the future. It could be that his van will come in handy to get to classes at Bucks County Community College or Temple's Ambler campus. Neil is a busy man with places to go and a way to get there. ♦

Assistive
Technology
Makes it Possible to
Live Independently!





Assistive Technology Helps People In School!



Lauren McGowan

Lauren McGowan is working hard to accomplish her dreams. She'd love to get a job in business, continue with her acting, grow her circle of friends, and live in her own home near her family.

So how is she moving towards her goals? Lauren is a student at her local community college, she's working part-time at Sam's Club, and participating in a local theatre company, Acting without Boundaries.

Recently, Lauren took out a PATF mini-loan for an iPad so that she could do her college work more easily and independently. Because of her disability, she has found that surfing the Internet, reading textbooks, and staying in touch with her friends on Facebook is much easier on an iPad than a traditional desktop or laptop computer. The iPad is also easier to carry in her backpack on her wheelchair.

By taking out a mini-loan to pay for the iPad, Lauren is also helping build a solid credit history. This will make it easier for her to rent her own apartment or qualify for a mortgage from Pennsylvania Housing Finance Agency.

As Lauren says, "The mini-loan for an iPad is helping me in so many ways! I'm doing well in school, I love staying in touch with my friends and making new ones, and I'm getting ready to move out into my own home! Thank you, PATF!" ♦





Anthony Garcia

Anthony Garcia was born prematurely, just one pound at birth. He had a few complications, but the only lasting effect is that Anthony is blind.

Anthony lives in Chester, Pennsylvania with his guide dog, Ringo. He teaches classes in computer-access technology at the Center for the Blind and Visually-Impaired, and he is also a certified message therapist. Anthony is all about reaching out to help others whenever he can.

Anthony came to PATF for a mini-loan to purchase an Intel Reader. He needs the Reader to help him keep up with the latest literature in the software development field. Although he knows Braille, much of what he needs to read is not published in that format. The Intel Reader, which is a small, portable device, scans written text and converts it to an audio format so that he is able to read books, brochures, pamphlets, menus – anything that is written! Anthony says the friendly folks at PATF were such a big help to him, he is happy to share his story to spread the word. ♦

Anthony García nació prematuramente, sólo una libra al nacer. Había unas pocas complicaciones, pero el único efecto duradero es que Anthony nació ciego.

Anthony vive en Chester, Pennsylvania con su perro guía, Ringo. Él da clases en el equipo tecnológico de acceso en el Centro para Ciegos y Deficientes Visuales, y él también es certificado en terapeuta de masaje. Anthony siempre extiende la mano para ayudar a otros cuando él puede.

Anthony fue a PATF para un mini-préstamo para comprar un Intel Reader. Lo que necesitaba era el lector para mantenerlo con la literatura más reciente en el desarrollo de el software. A pesar de que sabe el Braille, mucho de lo que él necesita para leer no se ha publicado en este formato. El Intel Reader, que es un pequeño, dispositivo portátil, escanea texto escrito y lo convierte en una forma de audio que es capaz de leer libros, folletos, menús - cualquier cosa que sea escrito. Anthony dice que la gente amable de PATF eran una gran ayuda para él, se siente feliz de compartir su historia para difundir la palabra. ♦

**Assistive
Technology
Helps People Work!**





Assistive
Technology
Makes it
Possible to Farm!



Tim and Colby **Lehman**

Tim and Colby Lehman are brothers who have grown up dreaming of being dairy farmers, just like their parents. Their dream is complicated, however, because they have Dyggve-Melchoir-Clausen Syndrome, a generic bone disorder that has limited their adult height to 4 feet.

Tim and Colby, who are 24 and 27 years old, currently live outside of Chambersburg on their parents' farm. When they were younger, Colby says, "My brother and I used stools to reach the cows in our Double-Ten Parallel Pit Parlor. It was necessary to climb on and off the stool for each task at each cow. Even though we don't have too much pain in our hips, knees and other joints, the doctors worried about arthritis and other problems in the future, which are very common for people with our disability."

The Lehmans were referred to Pennsylvania's AgrAbility Project, a partner with PATF, for their help in identifying equipment the brothers could use to make milking easier for them. AgrAbility recommended that they buy an automatic glide, or trolley, created and installed by Life Essentials. The glide would be installed along the floor of each side of the pit parlor and would have controls for forward and backward motion as well as storage areas for teat dip, towels and other milking essentials.

Now that they have the glide, the brothers can now move from cow to cow with ease, thereby reducing strain on their joints and being more productive in their work. Tim adds, "Milking is my favorite job on the farm. I really enjoy working in the parlor with my Dad and brother. Now that we have the glide, it's even more fun, plus it's much easier and a lot less painful."

"We are so grateful to the AgrAbility Project and PATF for helping us identify equipment and assistive technology that makes such a huge difference for the boys," says Tina Lehman, the boys' mother. ♦

Program Summary

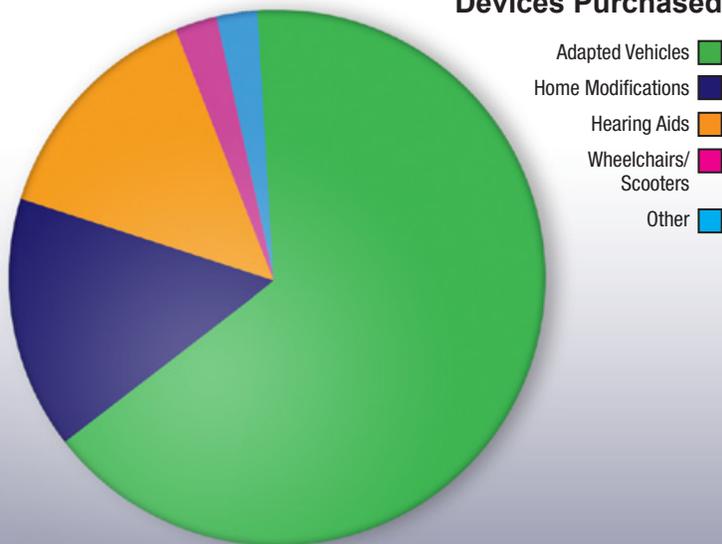
In the past fourteen years, PATF has extended more than \$30 million in low-interest loans to Pennsylvanians for the purchase of assistive technology devices and services. In 2012, PATF and its lending partners, Sovereign Bank and Bryn Mawr Trust Company, extended 245 new loans totaling \$3,291,000. Fifty-four (54) of these loans (\$754,685) were guaranteed by PATF for borrowers who did not meet traditional lending standards yet demonstrated an ability and commitment to repay their loan. In addition to these loans, through intense "Information and Assistance", PATF's staff helped 1,081 people learn about specific assistive technology devices, locate appropriate vendors or contractors, and identify

other possible funding resources. PATF's staff helped borrowers find \$1 million in additional grant funding so that the overall amount borrowed was lower and more affordable.

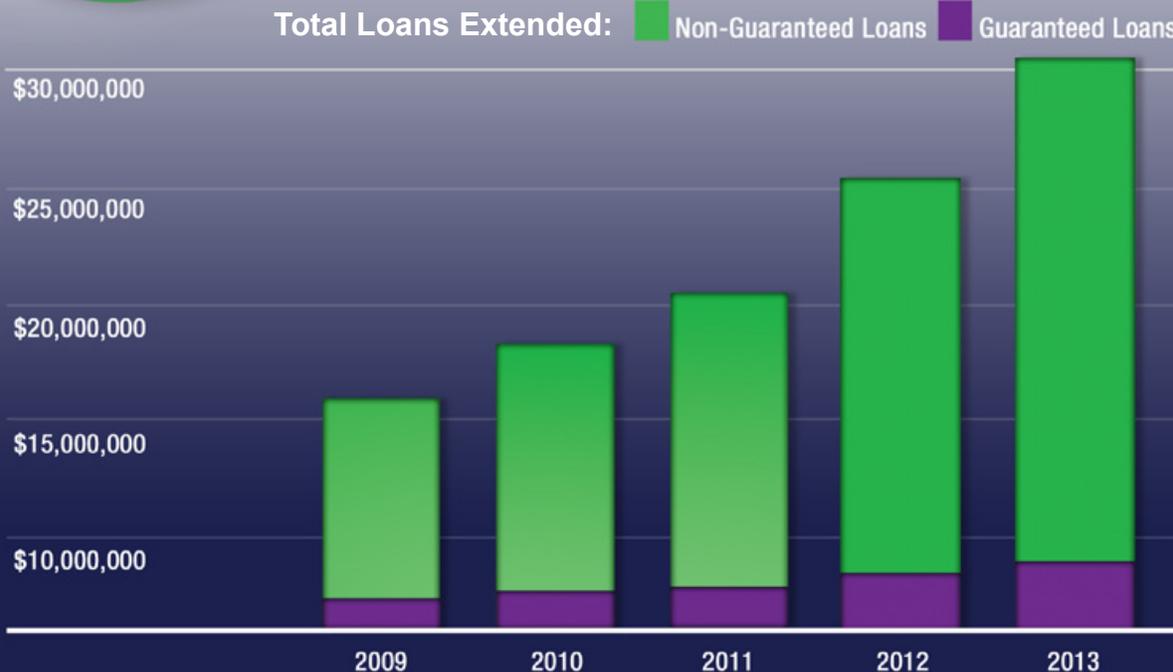
PATF is a consumer-driven, non-profit organization which means that people with disabilities and their immediate family members develop, monitor and evaluate all of PATF's programs. Because of our sensitivity to the needs of our customers, our loans carry very low (or no) interest rates, extended repayment terms, and guarantees for borrowers with lower credit scores. PATF also reports repayments from the mini-loan program to two major credit reporting bureaus so that borrowers have an opportunity to build and improve their credit worthiness. And even though PATF extends non-traditional loans, it has kept its loan default rate to below 1%, significantly lower than that experienced by traditional lenders. The low default rate is a reflection of both careful underwriting practices and a commitment by our borrowers to repay their loans. Loans have been used to purchase adapted vehicles, hearing aids, ramps into homes, roll-in showers, modified farming equipment, computers and iPads with specialized apps or software, low-vision aids and other devices.

PATF believes in maintaining high standards of financial integrity. Our books are audited on an annual basis and are available upon request by calling 888-744-1938. Financial statements can also be found on www.guidestar.org. ♦

Devices Purchased



Total Loans Extended: ■ Non-Guaranteed Loans ■ Guaranteed Loans



We Appreciate Our Donors

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Philadelphia Foundation
Reed Smith
Sovereign Bank Foundation
Stabler Foundation
UBS Employee Giving Programs
VCI Mobility
Wyncote Foundation



“When Pennsylvanians with disabilities have access to the tools and supports they need to become independent and self-sufficient, the entire Commonwealth benefits. PATF has done commendable work helping Pennsylvanians with disabilities contribute to our communities and our Commonwealth.”

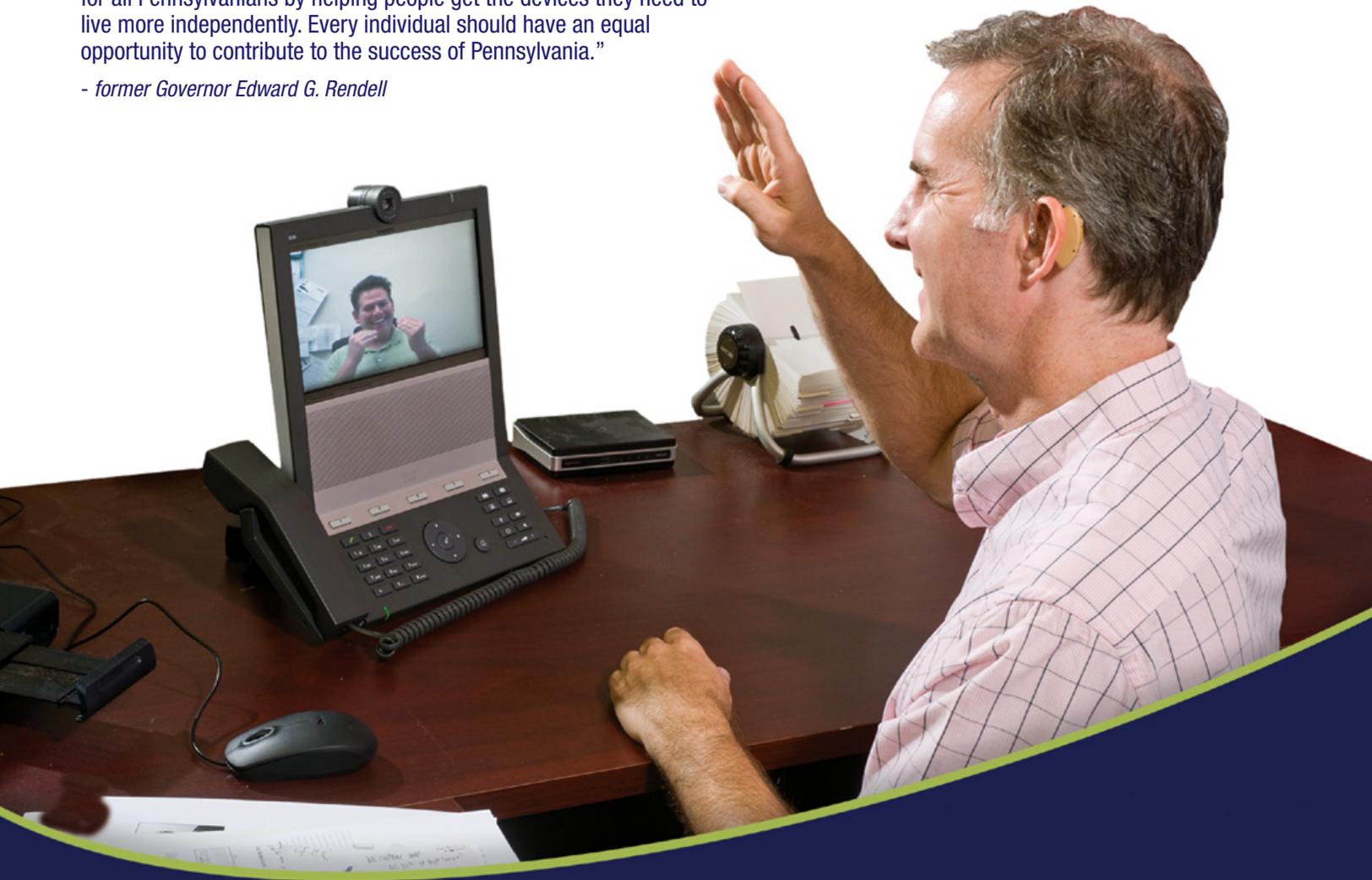
-Governor Tom Corbett

“There is no more vital challenge than ensuring that all Pennsylvanians have an opportunity to participate fully in the workplace and in our communities. Thank you PATF for your leadership in helping our citizens obtain independence.”

-former Governor Tom Ridge

“PATF is working toward my goal of creating a better quality of life for all Pennsylvanians by helping people get the devices they need to live more independently. Every individual should have an equal opportunity to contribute to the success of Pennsylvania.”

- former Governor Edward G. Rendell



PENNSYLVANIA ASSISTIVE TECHNOLOGY FOUNDATION

PATF

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