

ASSISTIVE TECHNOLOGY LOAN PROGRAM ORIENTATION

National Disability Institute

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Submitting Questions or Technical Difficulties

For Q&A: Please use the Q&A box to send any questions you have during the webinar to Laurie Schaller.

If you are listening by phone and not logged in to the webinar, you may also ask questions by emailing lschaller@ndi-inc.org.

National Disability Institute (NDI)

- Our Vision: We envision a society in which people with disabilities have the same opportunities to achieve financial stability and independence as people without disabilities.
- Our Mission: We collaborate and innovate to build a better financial future for people with disabilities and their families.
- Reliable source of COVID-19 information and resources including financial education and financial coaching / counseling services available at NDI / Financial Resilience Center:
<https://www.nationaldisabilityinstitute.org/>

NDI Assistive Technology (AT) Loan Program

NDI received grant funding for the Alternative Financing Program (AFP) through the U.S. Department of Education's Rehabilitation Services Administration.

NDI provides remote AT Loan Services including:

- Referrals, assistive technology loans, and financial education in the communities of New Jersey and New York. Please see our AT Resource Guides for NJ and NY residents at: <https://www.nationaldisabilityinstitute.org/financial-wellness/assistive-technology-loan-program/>
- AT loans from \$500 to \$30,000, at six percent interest or less, for the **purchase or refinance** of assistive technology. Lending terms are flexible allowing people to develop or improve their credit with timely loan repayment.

The contents of this orientation were developed under a grant from the Department of Education.

However, the content does not necessarily represent the policy of the Department of Education, and you should not assume endorsement by the Federal Government.

Orientation Welcome

- NDI has partnered with Wheel Pad to inform you of the newest AT / accessible home / office accommodation;
- Understand what assistive technology (AT) includes;
- What options for AT services and purchasing options are available to help you obtain AT that best meets your needs.

This session is being recorded and will be posted within one week:
<https://www.nationaldisabilityinstitute.org/financial-wellness/assistive-technology-loan-program/>

What is Assistive Technology?

Assistive technology (AT) is any technology that can help any person with a disability perform an action that a person without a disability can typically do.

- AT includes adaptive recreational equipment, computers, hearing and vision aids, electronic muscle stimulant devices, smart home systems, scooters, smart phones, stair climbers, standing wheel chairs, vehicle modification and business equipment, and more.
- AT also includes various types of home modifications to ensure accessibility; today we are spotlighting Wheel Pad as a way to address accessibility of an office or residence.



RJ Adler

Wheel Pad

BUSINESS

DEVELOPMENT



wheel pad
your home, accessible now



A Free Range Wheel Pad, circa 2018
(view sold separately)

RJ Adler, Business Development Director, Wheel Pad L3C

Agenda

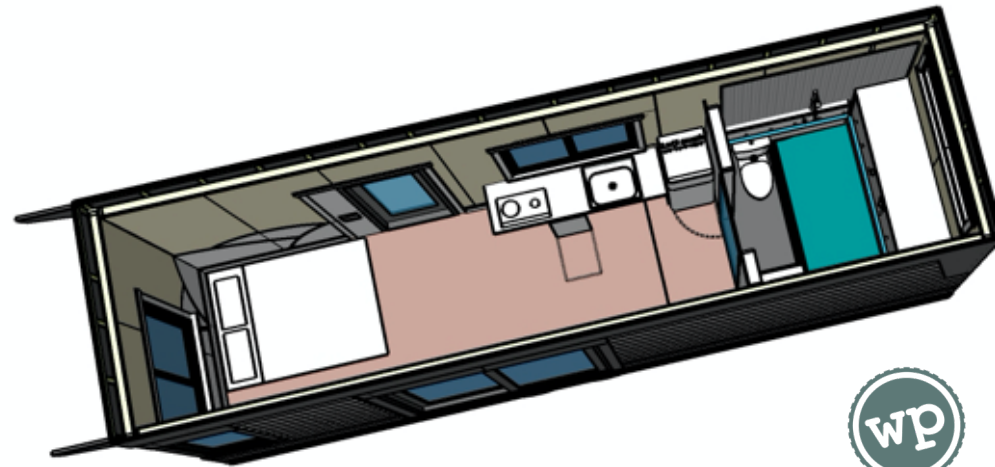
- Introduction
- Our Vision
- Wheel Pad
- How We Roll



Riley Poor and Julie Lineberger



+Add PAD, XL PAD, Multi PAD, Mi PAD



wheel pad







wheel pad



Burlington, VT Delivery





XL PAD







Multi PAD



Bob & John Everingham Video Clip



- **14 March**
COVID-19 Lockdown VT
- **16 March**
Frantic call from Bob
- **19 March**
No Permit Needed
- **21 March**
Dad out of Nursing Home,
into their dining room
- **27 March**
Lease Signed
- **4 April**
Wheel Pad Delivered,
Connector Built



Pricing

+Add PAD (Lease) -

\$3,250 per Month

+Add PAD (Purchase) -

\$89,000

Mi PAD - \$114,000

XL PAD- \$95,000

MULTI PAD

- **Trio: \$395,000**
- **Quint: \$550,000**



Delivery Included (excluding XL which requires a crane)

Virtual Construction and Permitting Support

Wheel Pad Buyback Program

Financing and support may be available through your state!
Wheel Pad can work with you and your local bank or credit union.



wheel pad
your home, accessible now

An option to . . . Stick Built Construction



200Ft²+Add PAD

Quick 14-Day Onsite Install

**\$84K Fully Installed
(\$79K +\$5K Install)**

Minimal Decisions

Wheel Pad Buyback Commitment

240Ft² Accessible Small House

200Ft² Accessible Renovations

200Ft² Accessible Addition

4 to 6 Month onsite install. Live through a renovation, spend a summer without being able to use the backyard, or possibly find a place to live during construction.

**\$124K Average
(\$300/Ft²)**

\$98K Average (\$350/Ft²)

Multiple small decisions

Value tied tied to local real estate market.

An option to . . . Nursing Homes



+Add PAD

Stay in your community

\$79K Purchase or \$3K/Mo Lease
+\$5K connector =
\$84K one time cost or
\$36K/Year

Value Retained in your home

Wheel Pad Buyback
Commitment

Increased Independence,
Maintain setting and routines

Nursing Home

Private Room

Semi-Private Room

Assisted Living Facility

Move out of your community

\$109,500 Each Year

\$102,200 Each Year

\$50,325 Each Year

Value Lost

Nothing to buy back...

Greater potential disease exposure, Need to adjust to a new space and community



wheel pad

your home, accessible now

RJ Adler ~ 802.458.7194 ~ rj@wheelpad.com

Options for Purchase

- Grants: AT Resource Guides for NJ and NY residents at: <https://www.nationaldisabilityinstitute.org/financial-wellness/assistive-technology-loan-program>
- Personal savings;
- ABLE account savings as a qualified disability expense: <https://www.ablenrc.org/>
- SSI / SSDI work support:
 - Plan for Achieving Self-Support / PASS: <https://www.passonline.org/>
- NDI Assistive Technology Loan Program: <https://www.nationaldisabilityinstitute.org/financial-wellness/assistive-technology-loan-program/>
 - Loan Application: <https://www.nationaldisabilityinstitute.org/wp-content/uploads/2019/08/ndi-loan-application-non-home-modification-loan.pdf>

Spending Plan

National Disability Institute (NDI) has contracted with banks to provide affordable loans for the purchase of assistive technology;

Lending terms are favorable and can help a person develop and/or improve their credit;

Interest rate is 4% for New Jersey and 6% for New York residents;

Loans are made payable directly to the AT vendor;

NDI requires the completion of a spending plan as part of the loan application; this helps to ensure that loan applicants have the income to afford their monthly expenses and repay the loan timely;

Borrowers have the opportunity to develop or improve their credit with timely payments made directly to the servicing bank; to date the repayment rate is 100%.

Spending Plan Orientation recording available at:

<https://www.youtube.com/watch?v=LsXI2QIDVsk&feature=youtu.be>

Loan Application & Documents

If applying for a loan, please be prepared to FAX these items with your loan application, as appropriate:

- Rental Lease or Mortgage / property tax statements;
- Utility bills: cell, electric, gas / oil, water, internet, etc.
- Letter of assistance: Housing / HUD, LI-HEAP, SNAP, SSI, SSDI, TANF
- Provide proof of any source of income for the loan applicant(s) including earned income;
Pension, Retirement Statement;
- Voided check for establishing ACH loan payments;
- 2 years of W2s;
- Photo Ids and Social Security Card or TIN for loan applicants and;
- Bill of sale for AT.

Credit Report

- If applying for an NDI AT loan, the loan program will soft pull your credit report and set up an appointment to review items when your application is submitted to NDI.
- Each adult, age 18 or older, can get a free copy of their credit report every year: <https://www.annualcreditreport.com/index.action>.
- If you are interested in knowing your credit score, you can order your free credit report and score at: <https://www.creditkarma.com/>
- Credit Karma guidance on how to dispute items on your credit report: <https://www.creditkarma.com/advice/i/credit-karma-direct-dispute/>

Loan Review Process

NDI has a Loan Committee comprised of people who work within the field of disability, health care and employment. More than 50 percent, are people with disabilities.

- Your personally identifiable information is not shared with the loan committee members; the team reviews a summary of each loan application;
- Decisions are made by consensus. Everyone on the loan committee must agree that the application is either pre-qualified or denied.
- Anyone who does not need a loan at this time is welcome to apply to serve on the Loan Committee:
https://ndiinc.formstack.com/forms/loan_committee_application

Comparison

Loan	Cost / Term	Interest	Monthly Payment	Payment Total
AT Vendor	\$10,000 / 5 years	16%	\$243.18	\$14,590.83
Credit Card	\$10,000 / 5 years	24%	\$287.68	\$17,268.78
NDI AT loan	\$10,000 / 5 years	6%	\$193.00	\$11,580.00

A NDI AT loan could help a person save **\$3,010** or more while developing positive credit.

A person who has high interest rate AT financing may apply with the NDI AT Loan program for a **refinance loan**.

NDI Loan Application Timeline Averages 2 Days:

Activity	Time
Review AT Fact Sheet	5 minutes
Review Loan Application Instructions & Check List	20 minutes
Research the AT Resource Guide for New Jersey or New York to find the right AT and funding for you.	Your timeline
Complete Orientation and Spending Plan	1 hour to view and complete spending plan
Complete on-line NDI Loan Application, Upload Spending Plan, Verifying Documents	1 hour
Participate in Intake Appointment; review credit report and pre-application	1 hour
Loan Committee Review	Within 2 weeks
Pre-Qualified Loan Packet to Financial Institution, Loan Document Signatures, Loan Provided	Within 10 days

Contact

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Orientations are archived;
Virtual presentations available in NJ and NY