



Disability Finance

OFN Conference

Washington, D.C.

October 17, 2023

Agenda

- Introduce National Disability Finance Coalition
- Disability Finance Context
- Consumer Finance/Assistive Technology: Northwest Access Fund
- Supportive Housing: Genesis Community Loan Fund
- Small Business: Disability Opportunity Fund
- Panel Discussion & Questions



Tapping a market,
meeting a need.

JPMORGAN CHASE & CO.

<https://disability-finance.org>



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National Disability Finance Coalition

Bridging the CDFI and Disability Communities





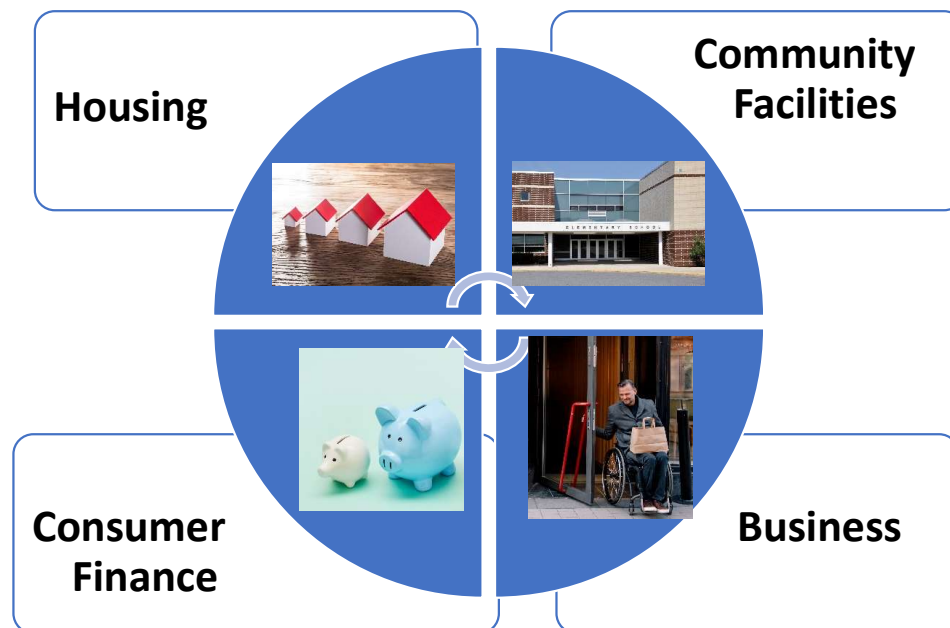
NDFC Programs

- Peer learning
- Disability Finance training in 2023-4
- Advocacy
- Affinity Groups:
 - Community Development Professionals with Disabilities
 - Accessible, Affordable Housing

Disability Finance Model



DISABILITY FINANCE INTERSECTS ALL FINANCIAL SERVICES



People with Disabilities as an Other Target (OTP) Population



Coming Soon! Revised CDFI Certification Application

NDFC has advocated for this change for years!



Three categories of PWD as an OTP:

Individuals – for assistive technology, consumer finance

Not-for-profit entities – for the benefit of PWD

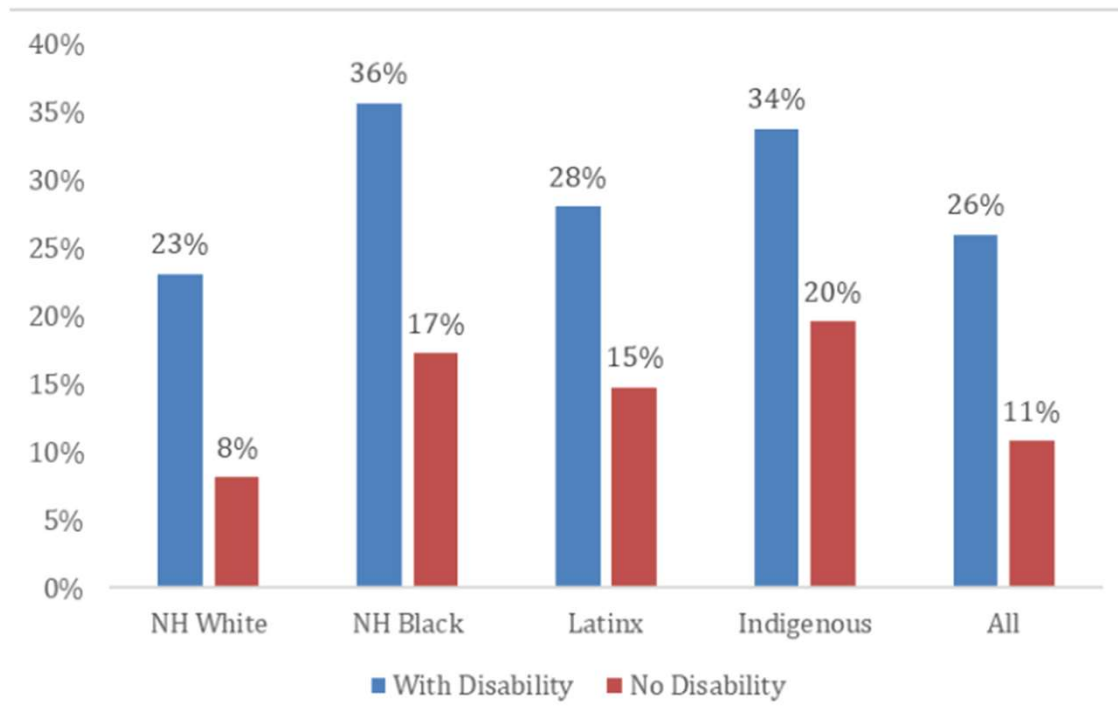
For-profit entities – owned by, serving PWD

PWD are a large and growing population



- A person's disability can be related to vision, hearing, movement, communication, cognition and/or psychosocial issues
- CDC data: 60 million adults have a disability
- Aging population: 50% of adults over 65 have at least one disability
- Recognizing needs for specialized services: Alzheimers; Autism; Addiction recovery; Developmental; Physical

Poverty rates by race and disability



Source: NDI Analysis of U.S. Census Bureau. (2019). 2018 American Community Survey 1-year Public Use Microdata Sample.



Effective equity strategies

Race and Disability: A New Reckoning:

“Racial-equity efforts ... will fall short if they don’t address challenges facing the nation’s nearly 13 million people of color with disabilities.”

Race and disability lie at the crux of:

- Mass incarceration
- School-to-prison pipeline
- Police violence
- Arrest rates
- Health disparities

Research source: Disability Philanthropy Network

Introducing our Moderator and Panelists

Moderator

- Rita German, JPMorgan Chase

Panelists

- Emerson Sekins, Northwest Access Fund
- Erica Quin-Easter, The Genesis Fund
- Charlie Hammerman, Disability Opportunity Fund

Case Study: Assistive Technology

- Emerson Sekins
 - Executive Director
 - NDFC Board Treasurer



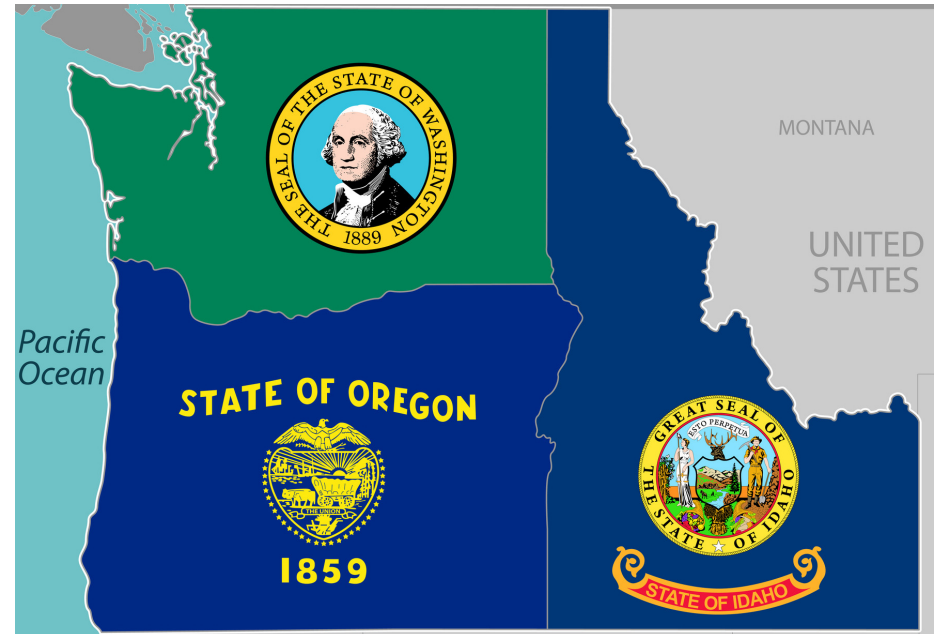
About Northwest Access Fund



- **Mission:**

We offer people with disabilities customized loans, financial coaching, and other resources to promote access to assistive technology, independence, financial resilience, and life opportunities.

- Serve all of Washington, Oregon, and Idaho
- All incomes, all ages, all disabilities
- 501(c)3 & Community Development Financial Institution (CDFI).



NW Access Funds Programs and Services



ASSISTIVE
TECHNOLOGY
LOANS

Financing for:

- Assistive Technology
- Home Modifications
- Adaptive Vehicles



FINANCIAL
CAPABILITY
SERVICES

Financial Capability Services

- Financial Coaching
- Certified Benefits Planning
- Transition Support
- Opportunity Loans
- Credit Building Loans



What is Assistive Technology?

Assistive Technology: “Any item, piece of equipment or product system, whether acquired commercially, off-the-shelf, modified or customized, that is used to increase, maintain, or improve functional capabilities of individuals with disabilities.”



HEARING AIDS



MOBILITY



VEHICLE MODIFICATION



DAILY LIVING



COMPUTERS



HOME MODIFICATIONS



2%

VISION



SPORTS & RECREATION



OTHER

NW Access Fund's Loan Products

We serve all ages, all disabilities, and all incomes

All loans 5% interest—no fees

Assistive Technology:	Up to \$25,000	5-year term
Modified Vehicles:	Up to \$60,000	10-year term
Home modifications:	Up to \$60,000	10-year term
Opportunity Loan*:	Up to \$10,000	5-year term

*Can be used for purposes that promote independence, financial resilience, and pursuit of life opportunities. Examples include rental deposits, legal financial obligations, re-finance high interest debt, and business



Our Mission in Action



In our new van, Josh is so much more comfortable because he is facing the right way and has shoulder seat belt which helps him sit better. Sitting better makes his breath control easier so he isn't so exhausted after a conversation, and he is easier to understand. I have to stop I get tears.... THANK YOU!



Case Study: Supportive Housing

- Erica Quin-Easter
 - Director of Lending
- Genesis Community Loan Fund
 - Winner of the 2022 NDFC Trailblazer Award



Providing innovative financing and expert assistance to nonprofits since 1992.

Housing Challenges



Accessibility



Discrimination



Affordability

Housing Opportunities

Single-family homeownership

Accessible affordable rental housing

Supportive housing

Supportive Housing

Can support a wide-range of conditions which constitute a disability, both temporary and permanent:

- Autism
- Intellectual, behavioral, physical disabilities
- Recovery

Case Study: McAuley Residence

- McAuley offers residence-based supportive services to help families break generational cycles of addiction and poverty
- The Genesis Fund is a Maine-based CDFI that provided financing and technical assistance for a second location in Bangor, Maine
- Genesis made a \$180,000 loan for acquisition and renovation of a property that created six units of housing with supportive services for formerly homeless individuals.





Case Studies: Business

Disability Opportunity Fund

Charlie Hammerman

Founder and CEO

Board Chair National Disability Finance Coalition

Celebrating 15 year Anniversary!!



Tapping a market,
meeting a need.

Mission:

DOF's mission is to provide financial and advisory services that improve the quality of life and build personal wealth for People with Disabilities and their families.



Case study



Other business examples



Omnium Circus: World's first fully inclusive, accessible, diverse circus for performers, audiences, and staff

HIKI: Friendship and dating mobile app for the Autistic community. Hiki means "able" in Hawaiian



Voiceitt: Voice recognition for non-standard speakers related to speaking disabilities, aging, and accented speakers



Discussion and Questions

- For our panel:
 - What holds CDFIs back from focusing on people with disabilities?
 - What advice do you have for CDFIs to expand into disability finance?



Take Action and Get Involved

Become a member at NO COST: <https://disability-finance.org/members/>

- Include names of colleagues
- Share disability finance stories <https://disability-finance.org/success-stories/>

Peer and Affinity Groups:

- Accessible, Affordable Housing -- led by Holly Denniston-Chase
- CD Professionals with Disabilities Affinity Group

Capacity Building – Training opportunities in 2024



Contact Us

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