

## The DOF in 2020:

### A Year of Overcoming Challenges to Serve Our “Family”



Ribbon Cutting of Ace Hardware  
October 15, 2020  
White Sulphur Springs, WV

As the calendar turned to 2020, we prepared for a year-long celebration of the 30<sup>th</sup> Anniversary of the American with Disabilities Act. Festivals, conferences and meaningful celebrations in Washington, D.C. were pushed aside by COVID 19. Our focus shifted towards the DOF Family: making sure our existing borrowers fared well (they are), providing liquidity to new financings (over \$10,000,000 as of Nov) and staying fully committed to the rebirth of downtown White Sulphur Springs, WV (including the opening of a new school for children with special needs and the Ace Hardware pictured above.) We are thankful to our supporters for added grants and our investors as they adjusted their loan terms to secure DOF's financial position. In the face of a challenging year, please know that we are committed to serving the DOF Family for many years to come!

Thank you for  
your continued  
interest and  
support. We wish  
you and your  
family a happy  
and healthy  
holiday season!



## We “Care”!

As a member of the Federal Home Loan Bank of New York, DOF was awarded \$86,400 in the FHLBNY’s Small Business (COVID 19) Recovery Grant Program to be distributed to local small businesses and non-profit organizations. This pass-through grant authorized DOF to distribute the funds to small businesses and non-profit organizations who have been negatively impacted by the COVID-19 pandemic in the form of individual grants. We provided grants to assist a non-profit nursery school and 10 small businesses including clothing and jewelry stores, restaurants/catering businesses, beauty salons, and an auto body shop. These entities were able to meet rental payments, mitigate the cost of Personal Protective Equipment for their staff, and help with other personnel costs.

## We Help Create: GreenRiver Academy

As part of our continued revitalization of Downtown White Sulphur Springs, WV, we renovated 5400 square feet of commercial space on Main Street to house a “first of its kind” school for children with special needs. GreenRiver Academy aims to provide an individualized program that focuses on child development and models federal standards put forth by Headstart Early Learning Outcomes. By partnering with the school system, GreenRiver Academy will educate staff according to the same regulations that the public-school system adheres to. The Academy will focus on specialized approaches to learning, social and emotional development, language and literacy, cognition, perceptual, motor, and physical development, and will also put an emphasis on executive function skills through a therapeutic approach.

Additionally, GreenRiver Academy will focus on community outreach to build relationships that teach parenting skills, healthy eating habits, and provide after school tutoring. The after school tutoring program will focus on the student’s areas of weakness, provide an enriched environment that focuses on strategies that the child will be able to use outside of the program. Direct speech therapy services for targeted groups and individuals will also be provided.

## We Envision: DOF Awarded \$825,750 from CDFI Fund!

On September 24, 2020, the U.S. Department of Treasury’s Community Development Financial Institution awarded over \$200 million of awards including \$4 million to 17 CDFIs through the Disability Funds-Financial Assistance (DF-FA) awards, a supplemental program designed to help CDFIs finance projects and services that will assist individuals with disabilities. Based on our application, the CDFI Fund awarded DOF awards totalling \$825,700 to support the rollout of our new product: Disability Unsecured Business Loans.

Our new DUBL product is addressing two immediate needs of our Target Market: (1) capital with flexible terms for innovative programs and companies which are creating goods, services and jobs for people with disabilities and (2) the ability to receive Development Services from DOF to expand their networks of opportunity. Over the next three years, based on our CDFI Fund award application, DOF has committed to deploying an additional \$3,000,000 in DUBL Loans.

We look forward to financing many new small businesses and not-for-profits which support people with disabilities and their families utilizing the CDFI Fund Award!



GreenRiver Academy Co-Founders Savanna Keese and Rebekah Lilly in front of their new school!



DOF Received the following 2020 CDFI Awards  
FA: \$557,000  
Disability FA: \$268,750

## DOF Provides \$2,000,000 for the Creation of Four Drug Addiction and Primary Care Service Centers

Lotus Healthcare Group is a newly formed enterprise that will own, develop and operate patient-centered healthcare clinics to provide opioid dependent patients with a higher level of comprehensive care than other available options currently offered. LHG will provide a “whole patient” approach to treat substance use disorders by combining a Patient-Centered Medical Home (“PCMH”) concept of primary care (“PC”) with a medication-assisted treatment (“MAT”) model using prescription opioids such as methadone and buprenorphine. MAT is an Opioid Treatment Program (“OTP”) that uses FDA approved medications in combination with counseling and behavioral therapies to help individuals overcome opioid addiction.

The Disability Opportunity Fund (“DOF”) was asked to make a loan of \$2,000,000 to Lotus Healthcare Group LLC (“LHG”) in order to open four new drug addiction and basic primary care service centers in Delaware, Maryland and West Virginia (the “Project”). The loan will help provide MAT treatment services to 2,900 patients by December 2022. These services are particularly needed in WV, where the overdose death rate by opioids has doubled between 2010 and 2017 and was three times the national rate in 2017. Nearly all states do not have sufficient treatment capacity to provide MAT to all patients with OUD..

## DOF Helps Harvest Outreach Launch New School

Harvest Outreach Center was founded in 2004 by Martha Houck, a Licensed Professional Counselor (“LPC”) (retired) and Carrington Connelly, a fifth-grade teacher. They noted that children in their respective fields were lacking the support they needed, and that there were gaps in educational services for children with special needs. DOF provided a \$300,000 loan to fund start-up costs and provide initial operating cash flow related to the creation of HOC’s new K-12 private school, Beacon Academy. It is a private day school designated for students whose needs cannot be met in the traditional public-school system. It will support students with specific learning disabilities, psychiatric impairment, emotional dysregulation or behavioral disturbances.

## Welcome Back, Movin’ Out!

Movin’ Out is a not-for-profit developer and mortgage provider serving the low-income resident community in Wisconsin. Movin’ Out was founded under the premise of providing integrated housing opportunities for individuals with disabilities, families with a member with a disability as well as veterans across the state. For over 25 years, Movin’ Out has focused its mission on establishing relationships and advocating for these individuals to ensure they have access to housing options.

In 2010, DOF provided Movin’ Out with a \$225,000 predevelopment loan for the new construction of Elven Sted, a 33-unit affordable housing project in Stoughton, Wisconsin. This year, DOF was asked to make a loan of \$340,000 to Movin’ Out, Inc. in order to cover predevelopment costs associated with Kilbourn Apartments (the “Project”), a 60-unit new construction affordable and supportive multifamily housing development located in Wisconsin Dells, Wisconsin. Finance Fund, a CDFI in Ohio, participated with DOF on this loan. We are proud to have supported Movin’ Out with another affordable housing venture!



**LOTUS HEALTHCARE**  
— GROUP —



Harvest Outreach  
Center’s  
Co-Founders  
Martha Houck and  
Carrington Connelly



Rita and Kerika  
Residents in a  
Movin’ Out Home  
Madison, WI

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## DOF PORTFOLIO PARTNERS: AS OF NOVEMBER 2020

To meet the constant flow of demand for our capital, we have maintained a steady and committed pipeline of investment resources. The following “DOF investors” provide over \$37,000,000 of flexible capital to our current portfolio!

### **Adrian Dominican Sisters**

### **Anonymous Foundation**

### **Anonymous Individual**

### **Bank of America**

### **Basilian Fathers of**

### **Toronto**

### **BNB Bank**

### **Capital One**

### **Catholic Health**

### **Initiatives**

### **Charles Schwab Bank**

### **Congregation of St. Joseph**

### **Deutsche Bank**

### **Dominican Sisters of**

### **Hope (Ossining, NY)**

### **HSBC**

### **Mercy Investment Services**

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### **Commercial Bank**

### **Northern Trust**

### **OFN/Good to Grow**

### **OFN/Google**

### **PNC Bank**

### **Prudential**

### **Religious Communities**

### **Impact Fund (RCIF)**

### **Rockefeller Foundation**

### **Ridgewood Bank**

### **Seton Enablement Fund**

### **Sisters of St. Francis, PA**

### **Sisters of Charity of St.**

### **Elizabeth, NJ**

### **Trinity Health**

### **Wells Fargo**

## DOF FINANCIAL SUPPORTERS—2020

We are honored to include the following as 2020 foundation/corporate sponsors of the DOF “Family”:

### **Anonymous Donor**

### **Bank of America Foundation**

### **BNB Bank**

### **BMO Harris Bank Foundation**

### **CDFI Fund, U.S. Treasury**

### **JP Morgan Chase Foundation**

### **Metropolitan Commercial Bank**

### **Northville Industries**

### **Sterling Bank Foundation**

### **Theodore Cross Family Foundation**

### **Your support is extremely important to us.**

Your contribution will go directly towards building the support systems needed to provide access to funding for these underserved populations.

**DONATE ON THE WEB:** visit our web site at [www.thedof.org](http://www.thedof.org) and click on How You Can Help icon to make your contribution via credit card.

**DONATE BY MAIL:** fill out the enclosed form and send it back to us in the enclosed envelope. Checks are made payable to The Disability Opportunity Fund.

### **THANK YOU!**

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