|  |    | 2015          |     |    | 2016          |     |    | 2017          |     |    | 2018          |     |    | 2019          |     |    | 2020          |     |
|--|----|---------------|-----|----|---------------|-----|----|---------------|-----|----|---------------|-----|----|---------------|-----|----|---------------|-----|
| All 7(A)                               | Ś  |               |     | Ś  | 6,421,043,700 |     | Ś  |               |     | Ś  |               |     | Ś  |               |     | Ś  |               |     |
|  | Þ  | 6,134,123,400 |     | Þ  | 6,421,043,700 |     | Þ  | 7,237,309,300 |     | Þ  | 8,601,140,700 |     | Þ  | 6,288,186,100 |     | Þ  | 6,578,880,500 | _   |
| Ethnicity                              | _  |               |     | _  |               |     | _  |               |     |    |               |     | _  |               |     | _  |               |     |
| All Minority                           | \$ | 1,766,905,200 | 29% |    | 1,894,678,800 | 30% | -  | 2,301,021,800 | 32% |    | 2,720,828,500 | 32% |    | 2,077,417,100 | 33% | -  | 2,155,557,600 | 33% |
| AMERICAN INDIAN                        | \$ | 36,810,700    | 1%  | -  | 23,072,400    | 0%  |    | 42,585,800    | 1%  |    | 67,711,800    | 1%  |    | 50,018,000    | 1%  |    | 32,972,700    | 1%  |
| ASIAN OR PACIFI                        | \$ | 1,269,735,000 | 21% | -  | 1,391,784,400 | 22% |    | 1,669,563,400 | 23% |    | 1,916,967,800 | 22% |    | 1,424,754,400 | 23% |    | 1,540,827,400 | 23% |
| BLACK                                  | \$ | 111,331,200   |     |    | 130,136,600   | 2%  |    | 162,328,400   | 2%  |    | 243,630,300   | 3%  |    | 191,774,600   | 3%  |    | 173,599,900   | 3%  |
| HISPANIC                               | \$ | 349,028,300   | 6%  | \$ | 349,685,400   | 5%  |    | 426,544,200   | 6%  |    | 492,518,600   | 6%  |    | 410,870,100   | 7%  |    | 408,157,600   | 6%  |
| MULTI-GROUP                            | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  |
| UNDETERMINED                           | \$ | 856,036,500   | 14% | \$ | 860,336,400   | 13% | \$ | 1,034,490,500 | 14% | \$ | 1,410,655,000 | 16% |    | 1,122,640,300 | 18% | \$ | 1,230,106,800 | 19% |
| WHITE                                  | \$ | 3,511,181,700 | 57% | \$ | 3,666,028,500 | 57% | \$ | 3,901,797,000 | 54% | \$ | 4,469,657,200 | 52% | \$ | 3,088,128,700 | 49% | \$ | 3,193,216,100 | 49% |
| Gender                                 |    |               |     |    |               |     |    |               |     |    |               |     |    |               |     |    |               |     |
| Not Reported                           | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  |
| Female Owned 50% or less               | \$ | 994,092,500   | 16% | \$ | 1,018,880,000 | 16% | \$ | 1,094,482,600 | 15% | \$ | 1,273,302,500 | 15% | \$ | 883,393,600   | 14% | \$ | 922,377,500   | 14% |
| Female Owned more than 50%             | \$ | 785,118,500   | 13% | \$ | 918,433,700   | 14% | \$ | 1,049,011,900 | 14% | \$ | 1,197,706,900 | 14% | \$ | 873,871,300   | 14% | \$ | 957,784,400   | 15% |
| Male Owned                             | \$ | 4,354,912,400 | 71% | \$ | 4,483,730,000 | 70% | \$ | 5,093,814,800 | 70% | \$ | 6,130,131,300 | 71% | \$ | 4,530,921,200 | 72% | \$ | 4,698,718,600 | 71% |
| Business Age                           |    |               |     |    |               |     |    |               |     |    |               |     |    |               |     |    |               |     |
| Existing or more than 2 years old      | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | 2,955,440,100 | 47% | \$ | 3,010,954,000 | 46% |
| New Business or 2 years or less        | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  |    | 733,286,900   | 12% |    | 813,123,400   | 12% |
| Startup, Loan Funds will Open Business | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | 1,067,544,100 | 17% | \$ | 1,015,734,700 | 15% |
| Change of Ownership                    | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | -             | 0%  | \$ | 1,502,658,700 | 24% | \$ | 1,722,117,600 | 26% |
| Veteran                                | \$ | 283,422,600   | 5%  | \$ | 339,595,200   | 5%  | \$ | 273,680,100   | 4%  | \$ | 323,658,100   | 4%  | \$ | 232,362,000   | 4%  | \$ | 235,558,800   | 4%  |
| Rural                                  | \$ | 1,117,668,300 | 18% | \$ | 1,135,284,900 | 18% | \$ | 1,222,458,800 | 17% | \$ | 1,387,914,000 | 16% | \$ | 960,022,700   | 15% | \$ | 1,097,671,400 | 17% |
| Urban                                  | \$ | 5,016,455,100 | 82% | \$ | 5,285,758,800 | 82% | \$ | 6,014,850,500 | 83% |    | 7,213,226,700 | 84% |    | 5,328,163,400 | 85% |    | 5,481,209,100 | 83% |
| Export                                 | \$ | 397,101,200   | 6%  | \$ | 401,506,300   | 6%  | \$ | 917,073,800   | 13% | \$ | 327,827,400   | 4%  | \$ | 298,560,000   | 5%  | \$ | 225,385,500   | 3%  |
| CAPLine                                | \$ | 141,556,100   | 2%  | \$ | 93,064,900    | 1%  | \$ | 67,928,800    | 1%  | \$ | 100,336,500   | 1%  | \$ | 80,790,900    | 1%  | \$ | 62,615,500    | 1%  |
| PLP                                    | \$ | 3,770,022,000 | 61% | \$ | 4,100,904,100 | 64% | \$ | 4,893,675,300 | 68% | \$ | 6,537,752,600 | 76% | \$ | 4,878,233,600 | 78% | \$ | 4,975,752,700 | 76% |
| Express                                | \$ | 586,957,900   | 10% | \$ | 598,484,900   | 9%  | \$ | 564,728,100   | 8%  | \$ | 639,926,600   | 7%  | \$ | 408,093,500   | 6%  | \$ | 498,899,400   | 8%  |
| Community Advantage                    | \$ | 23,657,700    | 0%  | \$ | 32,029,800    | 0%  | \$ | 37,596,600    | 1%  | \$ | 41,005,300    | 0%  | \$ | 30,197,900    | 0%  | \$ | 30,849,600    | 0%  |
| \$150K and Under                       | \$ | 616,185,500   | 10% |    | 620,084,400   | 10% | \$ | 590,959,200   | 8%  |    | 664,794,700   | 8%  |    | 422,250,000   | 7%  | \$ | 456,431,400   | 7%  |
| >\$150K - \$350K                       | \$ | 697,707,900   | 11% | \$ | 729,204,100   | 11% | \$ | 781,985,200   | 11% | \$ | 873,256,800   | 10% | \$ | 681,552,700   | 11% | \$ | 777,710,300   | 12% |
| >\$350K - \$2M                         | \$ | 2,901,770,600 | 47% | \$ | 3,136,589,100 | 49% | \$ | 3,290,043,500 | 45% | \$ | 3,794,962,800 | 44% | \$ | 2,800,933,500 | 45% | \$ | 2,925,386,700 | 44% |
| >\$2M                                  | \$ | 1,918,459,400 | 31% | \$ | 1,935,166,100 | 30% | \$ | 2,574,321,400 | 36% | \$ | 3,268,126,400 | 38% | \$ | 2,383,449,900 | 38% | \$ | 2,419,352,100 | 37% |

<sup>\*</sup> All Activity illustrated above is as of 01/24 for each FY listed.

|  | 2015   |     | 2016   |     | 2017   |     | 2018   |     | 2019   |     | 2020   | )   |
|--|--------|-----|--------|-----|--------|-----|--------|-----|--------|-----|--------|-----|
| All 7(A)                               | 16,841 |     | 17,735 |     | 16,997 |     | 19,303 |     | 12,934 |     | 14,238 |     |
| Ethnicity                              |        |     |        |     |        |     |        |     |        |     |        |     |
| All Minority                           | 4,069  | 24% | 4,687  | 26% | 4,456  | 26% | 5,119  | 27% | 3,588  | 28% | 4,061  | 29% |
| AMERICAN INDIAN                        | 128    | 1%  | 103    | 1%  | 120    | 1%  | 146    | 1%  | 89     | 1%  | 107    | 1%  |
| ASIAN OR PACIFI                        | 2,177  | 13% | 2,384  | 13% | 2,312  | 14% | 2,576  | 13% | 1,753  | 14% | 1,907  | 13% |
| BLACK                                  | 495    | 3%  | 656    | 4%  | 642    | 4%  | 833    | 4%  | 603    | 5%  | 678    | 5%  |
| HISPANIC                               | 1,269  | 8%  | 1,544  | 9%  | 1,382  | 8%  | 1,564  | 8%  | 1,143  | 9%  | 1,369  | 10% |
| MULTI-GROUP                            | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  |
| UNDETERMINED                           | 2,373  | 14% | 2,108  | 12% | 2,184  | 13% | 2,734  | 14% | 2,112  | 16% | 2,238  | 16% |
| WHITE                                  | 10,399 | 62% | 10,940 | 62% | 10,357 | 61% | 11,450 | 59% | 7,234  | 56% | 7,939  | 56% |
| Gender                                 |        |     |        |     |        |     |        |     |        |     |        |     |
| Not Reported                           | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  |
| Female Owned 50% or less               | 2,489  | 15% | 2,474  | 14% | 2,338  | 14% | 2,575  | 13% | 1,764  | 14% | 1,810  | 13% |
| Female Owned more than 50%             | 2,975  | 18% | 3,284  | 19% | 3,094  | 18% | 3,436  | 18% | 2,234  | 17% | 2,682  | 19% |
| Male Owned                             | 11,377 | 68% | 11,977 | 68% | 11,565 | 68% | 13,292 | 69% | 8,936  | 69% | 9,746  | 68% |
| Business Age                           |        |     |        |     |        |     |        |     |        |     |        |     |
| Existing or more than 2 years old      | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | 6,708  | 52% | 7,495  | 53% |
| New Business or 2 years or less        | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | 2,336  | 18% | 2,620  | 18% |
| Startup, Loan Funds will Open Business | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | 2,200  | 17% | 2,233  | 16% |
| Change of Ownership                    | -      | 0%  | -      | 0%  | -      | 0%  | -      | 0%  | 1,661  | 13% | 1,876  | 13% |
| Veteran                                | 764    | 5%  | 891    | 5%  | 876    | 5%  | 932    | 5%  | 617    | 5%  | 685    | 5%  |
| Rural                                  | 2,924  | 17% | 2,970  | 17% | 2,894  | 17% | 3,199  | 17% | 2,041  | 16% | 2,491  | 17% |
| Urban                                  | 13,917 | 83% | 14,765 | 83% | 14,103 | 83% | 16,104 | 83% | 10,893 | 84% | 11,747 | 83% |
| Export                                 | 452    | 3%  | 498    | 3%  | 1,077  | 6%  | 261    | 1%  | 240    | 2%  | 184    | 1%  |
| CAPLine                                | 179    | 1%  | 130    | 1%  | 111    | 1%  | 96     | 0%  | 84     | 1%  | 78     | 1%  |
| PLP                                    | 4,127  | 25% | 4,688  | 26% | 5,757  | 34% | 8,670  | 45% | 6,387  | 49% | 6,325  | 44% |
| Express                                | 8,622  | 51% | 9,181  | 52% | 7,848  | 46% | 8,887  | 46% | 5,242  | 41% | 6,409  | 45% |
| Community Advantage                    | 177    | 1%  | 264    | 1%  | 294    | 2%  | 295    | 2%  | 220    | 2%  | 225    | 2%  |
| \$150K and Under                       | 10,114 | 60% | 10,712 | 60% | 9,359  | 55% | 10,567 | 55% | 6,305  | 49% | 7,206  | 51% |
| >\$150K - \$350K                       | 2,697  | 16% | 2,764  | 16% | 2,964  | 17% | 3,323  | 17% | 2,608  | 20% | 2,949  | 21% |
| >\$350K - \$2M                         | 3,411  | 20% | 3,622  | 20% | 3,855  | 23% | 4,395  | 23% | 3,269  | 25% | 3,351  | 24% |
| >\$2M                                  | 619    | 4%  | 637    | 4%  | 819    | 5%  | 1,018  | 5%  | 752    | 6%  | 732    | 5%  |

<sup>\*</sup> All Activity illustrated above is as of 01/24 for each FY listed.

|  | 2015                |     |        | 2016        |     | 2017                |     | 2018                |     |       | 2019         |     | 2020                |     |
|--|---------------------|-----|--------|-------------|-----|---------------------|-----|---------------------|-----|-------|--------------|-----|---------------------|-----|
| All 504                                | \$<br>1,240,649,000 |     | \$ 1,4 | 412,737,000 |     | \$<br>1,527,125,000 |     | \$<br>1,353,539,000 |     | \$ 1, | ,236,815,000 |     | \$<br>2,056,438,000 |     |
| Ethnicity                              |                     |     |        |             |     |                     |     |                     |     |       |              |     |                     |     |
| All Minority                           | \$<br>339,352,000   | 27% | \$ 4   | 433,090,000 | 31% | \$<br>481,645,000   | 32% | \$<br>389,281,000   | 29% | \$    | 356,136,000  | 29% | \$<br>591,956,000   | 29% |
| AMERICAN INDIAN                        | \$<br>2,516,000     | 0%  | \$     | 3,849,000   | 0%  | \$<br>129,000       | 0%  | \$<br>1,339,000     | 0%  | \$    | 208,000      | 0%  | \$<br>632,000       | 0%  |
| ASIAN OR PACIFI                        | \$<br>193,179,000   | 16% | \$ 2   | 295,520,000 | 21% | \$<br>341,235,000   | 22% | \$<br>294,513,000   | 22% | \$    | 238,195,000  | 19% | \$<br>397,481,000   | 19% |
| BLACK                                  | \$<br>53,294,000    | 4%  | \$     | 47,258,000  | 3%  | \$<br>46,724,000    | 3%  | \$<br>16,138,000    | 1%  | \$    | 20,021,000   | 2%  | \$<br>33,030,000    | 2%  |
| HISPANIC                               | \$<br>90,363,000    | 7%  | \$     | 86,463,000  | 6%  | \$<br>93,557,000    | 6%  | \$<br>77,291,000    | 6%  | \$    | 97,712,000   | 8%  | \$<br>160,813,000   | 8%  |
| MULTI-GROUP                            | \$<br>-             | 0%  | \$     | -           | 0%  | \$<br>-             | 0%  | \$<br>-             | 0%  | \$    | -            | 0%  | \$<br>-             | 0%  |
| UNDETERMINED                           | \$<br>111,006,000   | 9%  | \$ :   | 122,906,000 | 9%  | \$<br>171,081,000   | 11% | \$<br>207,619,000   | 15% | \$    | 225,854,000  | 18% | \$<br>429,604,000   | 21% |
| WHITE                                  | \$<br>790,291,000   | 64% | \$ 8   | 856,741,000 | 61% | \$<br>874,399,000   | 57% | \$<br>756,639,000   | 56% | \$    | 654,825,000  | 53% | \$<br>1,034,878,000 | 50% |
| Gender                                 |                     |     | \$     | -           |     |                     |     |                     |     |       |              |     |                     |     |
| Not Reported                           | \$<br>-             | 0%  | \$     | -           | 0%  | \$<br>-             | 0%  | \$<br>-             | 0%  | \$    | -            | 0%  | \$<br>-             | 0%  |
| Female Owned 50% or less               | \$<br>10,649,000    | 1%  | \$     | 18,106,000  | 1%  | \$<br>117,533,000   | 8%  | \$<br>274,763,000   | 20% | \$    | 231,726,000  | 19% | \$<br>411,910,000   | 20% |
| Female Owned more than 50%             | \$<br>138,294,000   | 11% | \$ :   | 161,002,000 | 11% | \$<br>175,619,000   | 11% | \$<br>128,592,000   | 10% | \$    | 138,680,000  | 11% | \$<br>210,581,000   | 10% |
| Male Owned                             | \$<br>1,091,706,000 | 88% | \$ 1,2 | 233,629,000 | 87% | \$<br>1,233,973,000 | 81% | \$<br>950,184,000   | 70% | \$    | 866,409,000  | 70% | \$<br>1,433,947,000 | 70% |
| Business Age                           |                     |     |        |             |     |                     |     |                     |     |       |              |     |                     |     |
| Existing or more than 2 years old      | \$<br>-             | 0%  | \$     | -           | 0%  | \$<br>-             | 0%  | \$<br>-             | 0%  | \$    | 899,478,000  | 73% | \$<br>1,575,640,000 | 77% |
| New Business or 2 years or less        | \$<br>-             | 0%  | \$     | -           | 0%  | \$<br>-             | 0%  | \$<br>-             | 0%  | \$    | 127,532,000  | 10% | \$<br>62,258,000    | 3%  |
| Startup, Loan Funds will Open Business | \$<br>-             | 0%  | \$     | -           | 0%  | \$<br>-             | 0%  | \$<br>-             | 0%  | \$    | 202,697,000  | 16% | \$<br>370,656,000   | 18% |
| Change of Ownership                    | \$<br>-             | 0%  | \$     | -           | 0%  | \$<br>-             | 0%  | \$<br>-             | 0%  | \$    | 7,108,000    | 1%  | \$<br>47,884,000    | 2%  |
| Veteran                                | \$<br>46,197,000    | 4%  | \$     | 45,639,000  | 3%  | \$<br>30,519,000    | 2%  | \$<br>23,914,000    | 2%  | \$    | 13,432,000   | 1%  | \$<br>54,577,000    | 3%  |
| Rural                                  | \$<br>163,466,000   | 13% | \$ :   | 186,113,000 | 13% | \$<br>174,789,000   | 11% | \$<br>182,195,000   | 13% | \$    | 152,130,000  | 12% | \$<br>269,071,000   | 13% |
| Urban                                  | \$<br>1,077,183,000 | 87% | \$ 1,2 | 226,624,000 | 87% | \$<br>1,352,336,000 | 89% | \$<br>1,171,344,000 | 87% | \$ 1, | ,084,685,000 | 88% | \$<br>1,787,367,000 | 87% |
| Export                                 | \$<br>62,840,000    | 5%  | \$     | 52,132,000  | 4%  | \$<br>30,634,000    | 2%  | \$<br>16,534,000    | 1%  | \$    | 8,623,000    | 1%  | \$<br>28,748,000    | 1%  |
| \$150K and Under                       | \$<br>18,305,000    | 1%  | \$     | 17,457,000  | 1%  | \$<br>20,438,000    | 1%  | \$<br>14,826,000    | 1%  | \$    | 13,407,000   | 1%  | \$<br>19,053,000    | 1%  |
| >\$150K - \$350K                       | \$<br>125,848,000   | 10% | \$ 1   | 120,366,000 | 9%  | \$<br>128,188,000   | 8%  | \$<br>118,012,000   | 9%  | \$    | 87,851,000   | 7%  | \$<br>143,334,000   | 7%  |
| >\$350K - \$2M                         | \$<br>770,343,000   | 62% | \$ 7   | 754,655,000 | 53% | \$<br>849,520,000   | 56% | \$<br>760,775,000   | 56% | \$    | 688,356,000  | 56% | \$<br>1,183,803,000 | 58% |
| >\$2M                                  | \$<br>326,153,000   | 26% | \$ 5   | 520,259,000 | 37% | \$<br>528,979,000   | 35% | \$<br>459,926,000   | 34% | \$    | 447,201,000  | 36% | \$<br>710,248,000   | 35% |

<sup>\*</sup> All Activity illustrated above is as of 01/24 for each FY listed.

|  | 2015  |     | 2016  |     | 2017  |     | 2018  |     | 2019  |     | 2020  |     |
|--|-------|-----|-------|-----|-------|-----|-------|-----|-------|-----|-------|-----|
| All 504                                | 1,728 |     | 1,720 |     | 1,881 |     | 1,664 |     | 1,425 |     | 2,367 |     |
| Ethnicity                              |       |     |       |     |       |     |       |     |       |     |       |     |
| All Minority                           | 398   | 23% | 397   | 23% | 450   | 24% | 398   | 24% | 351   | 25% | 568   | 24% |
| AMERICAN INDIAN                        | 6     | 0%  | 4     | 0%  | 1     | 0%  | 4     | 0%  | 1     | 0%  | 2     | 0%  |
| ASIAN OR PACIFI                        | 191   | 11% | 196   | 11% | 262   | 14% | 228   | 14% | 179   | 13% | 287   | 12% |
| BLACK                                  | 69    | 4%  | 64    | 4%  | 54    | 3%  | 33    | 2%  | 29    | 2%  | 57    | 2%  |
| HISPANIC                               | 132   | 8%  | 133   | 8%  | 133   | 7%  | 133   | 8%  | 142   | 10% | 222   | 9%  |
| MULTI-GROUP                            | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  |
| UNDETERMINED                           | 128   | 7%  | 144   | 8%  | 154   | 8%  | 224   | 13% | 197   | 14% | 374   | 16% |
| WHITE                                  | 1,202 | 70% | 1,179 | 69% | 1,277 | 68% | 1,042 | 63% | 877   | 62% | 1,425 | 60% |
| Gender                                 |       |     | -     |     |       |     |       |     |       |     |       |     |
| Not Reported                           | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  |
| Female Owned 50% or less               | 17    | 1%  | 16    | 1%  | 163   | 9%  | 402   | 24% | 345   | 24% | 566   | 24% |
| Female Owned more than 50%             | 238   | 14% | 257   | 15% | 285   | 15% | 195   | 12% | 169   | 12% | 331   | 14% |
| Male Owned                             | 1,473 | 85% | 1,447 | 84% | 1,433 | 76% | 1,067 | 64% | 911   | 64% | 1,470 | 62% |
| Business Age                           |       |     |       |     |       |     |       |     |       |     |       |     |
| Existing or more than 2 years old      | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | 1,129 | 79% | 1,917 | 81% |
| New Business or 2 years or less        | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | 115   | 8%  | 54    | 2%  |
| Startup, Loan Funds will Open Business | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | 177   | 12% | 347   | 15% |
| Change of Ownership                    | -     | 0%  | -     | 0%  | -     | 0%  | -     | 0%  | 4     | 0%  | 49    | 2%  |
| Veteran                                | 74    | 4%  | 80    | 5%  | 59    | 3%  | 46    | 3%  | 23    | 2%  | 72    | 3%  |
| Rural                                  | 273   | 16% | 287   | 17% | 303   | 16% | 287   | 17% | 252   | 18% | 425   | 18% |
| Urban                                  | 1,455 | 84% | 1,433 | 83% | 1,578 | 84% | 1,377 | 83% | 1,173 | 82% | 1,942 | 82% |
| Export                                 | 71    | 4%  | 54    | 3%  | 26    | 1%  | 15    | 1%  | 8     | 1%  | 23    | 1%  |
| \$150K and Under                       | 163   | 9%  | 162   | 9%  | 181   | 10% | 130   | 8%  | 115   | 8%  | 166   | 7%  |
| >\$150K - \$350K                       | 513   | 30% | 483   | 28% | 510   | 27% | 473   | 28% | 349   | 24% | 585   | 25% |
| >\$350K - \$2M                         | 946   | 55% | 913   | 53% | 1,023 | 54% | 920   | 55% | 819   | 57% | 1,396 | 59% |
| >\$2M                                  | 106   | 6%  | 162   | 9%  | 167   | 9%  | 141   | 8%  | 142   | 10% | 220   | 9%  |

<sup>\*</sup> All Activity illustrated above is as of 01/24 for each FY listed.

|  | 2015             |     | 2016          |     | 201          | .7   | 2018             |     | 2019          |     | 2020          | )   |
|--|------------------|-----|---------------|-----|--------------|------|------------------|-----|---------------|-----|---------------|-----|
| All Community Advantage                | \$<br>23,657,700 |     | \$ 32,029,800 |     | \$ 37,596,60 | ו    | \$<br>41,005,300 |     | \$ 30,197,900 |     | \$ 30,849,600 |     |
| Ethnicity                              |                  |     |               |     |              |      |                  |     |               |     |               |     |
| All Minority                           | \$<br>7,990,700  | 34% | \$ 10,068,800 | 31% | \$ 12,985,90 | 35%  | \$<br>14,840,600 | 36% | \$ 10,294,100 | 34% | \$ 13,700,900 | 44% |
| AMERICAN INDIAN                        | \$<br>325,000    | 1%  | \$ -          | 0%  | \$ 555,00    | 1%   | \$<br>982,500    | 2%  | \$ 625,000    | 2%  | \$ 641,500    | 2%  |
| ASIAN OR PACIFI                        | \$<br>2,746,000  | 12% | \$ 2,380,800  | 7%  | \$ 4,174,50  | 11%  | \$<br>3,599,600  | 9%  | \$ 1,756,500  | 6%  | \$ 4,150,300  | 13% |
| BLACK                                  | \$<br>2,531,600  | 11% | \$ 3,446,600  | 11% | \$ 3,226,80  | 9%   | \$<br>4,818,400  | 12% | \$ 3,867,500  | 13% | \$ 4,941,000  | 16% |
| HISPANIC                               | \$<br>2,388,100  | 10% | \$ 4,241,400  | 13% | \$ 5,029,60  | 13%  | \$<br>5,440,100  | 13% | \$ 4,045,100  | 13% | \$ 3,968,100  | 13% |
| MULTI-GROUP                            | \$<br>-          | 0%  | \$ -          | 0%  | \$ -         | 0%   | \$<br>-          | 0%  | \$ -          | 0%  | \$ -          | 0%  |
| UNDETERMINED                           | \$<br>1,082,500  | 5%  | \$ 1,962,000  | 6%  | \$ 1,677,80  | 3 4% | \$<br>4,049,300  | 10% | \$ 3,410,700  | 11% | \$ 3,527,500  | 11% |
| WHITE                                  | \$<br>14,584,500 | 62% | \$ 19,999,000 | 62% | \$ 22,932,90 | 61%  | \$<br>22,115,400 | 54% | \$ 16,493,100 | 55% | \$ 13,621,200 | 44% |
| Gender                                 |                  |     | \$ -          |     | \$ -         |      |                  |     | \$ -          |     | \$ -          |     |
| Not Reported                           | \$<br>-          | 0%  | \$ -          | 0%  | \$ -         | 0%   | \$<br>-          | 0%  | \$ -          | 0%  | \$ -          | 0%  |
| Female Owned 50% or less               | \$<br>3,956,100  | 17% | \$ 4,695,300  | 15% | \$ 6,482,50  | 17%  | \$<br>6,904,300  | 17% | \$ 5,479,400  | 18% | \$ 4,249,800  | 14% |
| Female Owned more than 50%             | \$<br>7,303,900  | 31% | \$ 9,837,500  | 31% | \$ 10,346,20 | 28%  | \$<br>11,584,400 | 28% | \$ 8,818,900  | 29% | \$ 8,195,100  | 27% |
| Male Owned                             | \$<br>12,397,700 | 52% | \$ 17,497,000 | 55% | \$ 20,767,90 | 55%  | \$<br>22,516,600 | 55% | \$ 15,899,600 | 53% | \$ 18,404,700 | 60% |
| Business Age                           |                  |     |               |     |              |      |                  |     |               |     |               |     |
| Existing or more than 2 years old      | \$<br>-          | 0%  | \$ -          | 0%  | \$ -         | 0%   | \$<br>-          | 0%  | \$ 12,105,500 | 40% | \$ 12,400,700 | 40% |
| New Business or 2 years or less        | \$<br>-          | 0%  | \$ -          | 0%  | \$ -         | 0%   | \$<br>-          | 0%  | \$ 3,029,800  | 10% |               | 12% |
| Startup, Loan Funds will Open Business | \$<br>-          | 0%  | \$ -          | 0%  | \$ -         | 0%   | \$<br>-          | 0%  | \$ 12,111,800 | 40% | \$ 11,675,300 | 38% |
| Change of Ownership                    | \$<br>-          | 0%  | \$ -          | 0%  | \$ -         | 0%   | \$<br>-          | 0%  | \$ 2,950,800  | 10% | \$ 3,192,000  | 10% |
| Veteran                                | \$<br>1,682,900  | 7%  | \$ 2,292,100  | 7%  | \$ 2,649,40  | 7%   | \$<br>4,644,000  | 11% | \$ 2,649,500  | 9%  | \$ 2,943,300  | 10% |
| Rural                                  | \$<br>3,457,700  | 15% | \$ 3,258,700  | 10% | \$ 4,313,10  | 11%  | \$<br>5,292,900  | 13% | \$ 2,814,200  | 9%  | \$ 5,050,400  | 16% |
| Urban                                  | \$<br>20,200,000 | 85% | \$ 28,771,100 | 90% | \$ 33,283,50 | 89%  | \$<br>35,712,400 | 87% | \$ 27,383,700 | 91% | \$ 25,799,200 | 84% |
| \$150K and Under                       | \$<br>12,175,600 | 51% | \$ 19,677,100 | 61% | \$ 22,417,60 | 60%  | \$<br>19,054,400 | 46% | \$ 14,631,400 | 48% | \$ 13,865,500 | 45% |
| >\$150K - \$250K                       | \$<br>11,482,100 | 49% | \$ 12,352,700 | 39% | \$ 15,179,00 | 40%  | \$<br>21,950,900 | 54% | \$ 15,566,500 | 52% | \$ 16,984,100 | 55% |

<sup>\*</sup> All Activity illustrated above is as of 01/24 for each FY listed.

|  | 2015 |     | 2016 |     | 2017 |     | 2018 |     | 2019 |     | 2020 | )   |
|--|------|-----|------|-----|------|-----|------|-----|------|-----|------|-----|
| All Community Advantage                | 177  |     | 264  |     | 294  |     | 295  |     | 220  |     | 225  |     |
| Ethnicity                              |      |     |      |     |      |     |      |     |      |     |      |     |
| All Minority                           | 69   | 39% | 89   | 34% | 98   | 33% | 105  | 36% | 80   | 36% | 97   | 43% |
| AMERICAN INDIAN                        | 3    | 2%  | -    | 0%  | 4    | 1%  | 6    | 2%  | 3    | 1%  | 8    | 4%  |
| ASIAN OR PACIFI                        | 22   | 12% | 19   | 7%  | 27   | 9%  | 24   | 8%  | 16   | 7%  | 28   | 12% |
| BLACK                                  | 20   | 11% | 34   | 13% | 29   | 10% | 37   | 13% | 29   | 13% | 34   | 15% |
| HISPANIC                               | 24   | 14% | 36   | 14% | 38   | 13% | 38   | 13% | 32   | 15% | 27   | 12% |
| MULTI-GROUP                            | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  |
| UNDETERMINED                           | 8    | 5%  | 13   | 5%  | 16   | 5%  | 27   | 9%  | 24   | 11% | 28   | 12% |
| WHITE                                  | 100  | 56% | 162  | 61% | 180  | 61% | 163  | 55% | 116  | 53% | 100  | 44% |
| Gender                                 |      |     |      |     |      |     |      |     |      |     |      |     |
| Not Reported                           | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  |
| Female Owned 50% or less               | 29   | 16% | 37   | 14% | -    | 0%  | 53   | 18% | 41   | 19% | 33   | 15% |
| Female Owned more than 50%             | 61   | 34% | 86   | 33% | -    | 0%  | 88   | 30% | 69   | 31% | 65   | 29% |
| Male Owned                             | 87   | 49% | 141  | 53% | -    | 0%  | 154  | 52% | 110  | 50% | 127  | 56% |
| Business Age                           |      |     |      |     |      |     |      |     |      |     |      |     |
| Existing or more than 2 years old      | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | 91   | 41% | 93   | 41% |
| New Business or 2 years or less        | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | 24   | 11% | 27   | 12% |
| Startup, Loan Funds will Open Business | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | 87   | 40% | 85   | 38% |
| Change of Ownership                    | -    | 0%  | -    | 0%  | -    | 0%  | -    | 0%  | 18   | 8%  | 20   | 9%  |
| Veteran                                | 12   | 0%  | 19   | 7%  | 21   | 7%  | 32   | 11% | 21   | 10% | 21   | 9%  |
| Rural                                  | 22   | 12% | 28   | 11% | 36   | 12% | 41   | 14% | 23   | 10% | 36   | 16% |
| Urban                                  | 155  | 88% | 236  | 89% | 258  | 88% | 254  | 86% | 197  | 90% | 189  | 84% |
| \$150K and Under                       | 128  | 72% | 210  | 80% | 228  | 78% | 197  | 67% | 150  | 68% | 150  | 67% |
| >\$150K - \$250K                       | 49   | 28% | 54   | 20% | 66   | 22% | 98   | 33% | 70   | 32% | 75   | 33% |

<sup>\*</sup> All Activity illustrated above is as of 01/24 for each FY listed.