|  | 2015 |  |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | \$ | 16,201,582,000 | \$ | 17,466,128,543 | \$ | 18,713,358,900 | \$ | 18,879,353,100 | \$ | 17,289,737,400 | \$ | 15,123,217,500 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 4,558,812,300 | 28\% \$ | 5,174,878,500 | 30\% \$ | 5,803,399,500 | 31\% \$ | 5,988,538,000 | 32\% | 5,470,189,000 | 32\% \$ | 4,424,236,700 | 29\% |
| AMERICAN INDIAN | \$ | 95,553,300 | 1\%"\$ | 90,761,000 | 1\%"\$ | 95,834,100 | 1\%"\$ | 138,424,000 | 1\%"\$ | 122,396,200 | 1\% \$ | 76,265,400 | 1\% |
| ASIAN OR PACIFI | \$ | 3,260,514,100 | 20\% ${ }^{\text {\% }}$ | 3,759,550,800 | 22\% ${ }^{\text {\% }}$ | 4,203,632,500 | 22\%"\$ | 4,231,382,900 | 22\%"\$ | 3,749,931,200 | 22\% \$ | 3,037,875,400 | 20\% |
| BLACK | \$ | 311,312,400 | 2\%'\$ | 359,999,100 | 2\% ${ }^{\text {\% }}$ | 455,271,700 | 2\%"\$ | 529,128,500 | 3\% ${ }^{\text {\% }}$ | 539,737,500 | 3\% ${ }^{\text {\% }}$ | 398,613,900 | 3\% |
| HISPANIC | \$ | 891,432,500 | 6\%'\$ | 964,567,600 | 6\%'\$ | 1,045,083,200 | 6\%'\$ | 1,089,602,600 | 6\% ${ }^{\text {\% }}$ | 1,058,124,100 | 6\% ${ }^{\text {\% }}$ | 863,716,900 | 6\% |
| MULTI-GROUP | \$ | - | 0\% \$ | - | 0\%'\$ | 3,578,000 | 0\% ${ }^{\text {² }}$ | - | 0\% ${ }^{\text {\% }}$ | - | 0\% ${ }^{\text {\% }}$ | 47,765,100 | 0\% |
| UNDETERMINED | \$ | 2,254,168,200 | 14\% ${ }^{\text {\% }}$ | 2,505,774,643 | 14\% \$ | 2,952,800,500 | 16\%'\$ | 3,212,700,100 | 17\%"\$ | 3,365,335,700 | 19\%'\$ | 3,603,672,500 | 24\% |
| WHITE | \$ | 9,388,601,500 | 58\%"\$ | 9,785,475,400 | 56\%"\$ | 9,957,158,900 | 53\%'\$ | 9,678,115,000 | 51\%"\$ | 8,454,212,700 | 49\%"\$ | 7,095,308,300 | 47\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\%"\$ | 64,000 | 0\% ${ }^{\text {\% }}$ | - | 0\% \$ | - | 0\%"\$ | - | 0\%"\$ |  | 0\% |
| Female Owned 50\% or less | \$ | 2,678,220,400 | 17\%"\$ | 2,778,591,100 | 16\%'\$ | 2,879,968,900 | 15\%'\$ | 2,862,495,100 | 15\%"\$ | 2,433,142,700 | 14\%'\$ | 2,050,358,500 | 14\% |
| Female Owned more than 50\% | \$ | 2,093,262,200 | 13\% ${ }^{\text {' }}$ | 2,478,042,443 | 14\%"\$ | 2,657,886,900 | 14\%'\$ | 2,563,800,200 | 14\%"\$ | 2,377,672,900 | 14\%'\$ | 2,028,519,200 | 13\% |
| Male Owned | \$ | 11,430,099,400 | 71\%"\$ | 12,209,431,000 | 70\%"\$ | 13,175,503,100 | 70\%'\$ | 13,453,057,800 | 71\%"\$ | 12,478,921,800 | 72\%'\$ | 11,044,339,800 | 73\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\% \$ | - | 0\%"\$ | 8,075,881,200 | 47\% \$ | 7,198,690,800 | 48\% |
| New Business or 2 years or less | \$ | - | 0\%"\$ | - | 0\% ${ }^{\text {\% }}$ | - | 0\%"\$ | - | 0\% ${ }^{\text {\% }}$ | 2,653,000 | 0\%"\$ | 686,082,200 | 5\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\%"\$ | - | 0\%'\$ | - | 0\% \$ | - | 0\%'\$ | 2,958,956,000 | 17\% \$ | 2,290,826,900 | 15\% |
| Change of Ownership | \$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\%"\$ | 4,125,320,400 | 24\% ${ }^{\text {\% }}$ | 3,734,833,800 | 25\% |
| Veteran | \$ | 816,091,000 | 5\% \$ | 791,067,700 | 5\% ${ }^{\text {S }}$ | 735,074,600 | 4\% \$ | 694,179,600 | 4\% \$ | 682,033,000 | 4\% \$ | 504,685,000 | 3\% |
| Rural | \$ | 2,838,249,900 | 18\% ${ }^{\text {\$ }}$ | 3,078,822,300 | 18\% \$ | 3,107,349,600 | 17\%"\$ | 3,049,082,400 | 16\%'\$ | 2,615,187,100 | 15\%'\$ | 2,452,600,200 | 16\% |
| Urban | \$ | 13,363,332,100 | 82\% \$ | 14,387,306,243 | 82\% \$ | 15,606,009,300 | 83\% \$ | 15,830,270,700 | 84\% \$ | 14,674,550,300 | 85\% \$ | 12,670,617,300 | 84\% |
| Export | \$ | 929,596,700 | 6\% ${ }^{\text {\$ }}$ | 1,007,314,200 | 6\% ${ }^{\prime}$ | 1,485,031,300 | 8\%'\$ | 778,801,500 | 4\% ${ }^{\text {' }}$ | 711,023,700 | 4\% \$ | 548,353,900 | 4\% |
| CAPLine | \$ | 326,528,300 | 2\% \$ | 244,490,600 | 1\% \$ | 211,859,000 | 1\% \$ | 244,800,000 | 1\% ${ }^{\text {\% }}$ | 207,056,900 | 1\% \$ | 184,672,200 | 1\% |
| PLP | \$ | 10,036,186,900 | 62\% \$ | 11,098,047,743 | 64\% \$ | 13,248,039,700 | 71\% \$ | 13,988,206,800 | 74\% \$ | 13,055,239,900 | 76\% \$ | 11,335,795,900 | 75\% |
| Express | \$ | 1,620,305,800 | 10\% \$ | 1,618,534,200 | 9\% ${ }^{\text {\% }}$ | 1,553,410,000 | 8\% \$ | 1,501,455,500 | 8\% ${ }^{\text {S }}$ | 1,300,699,800 | 8\% \$ | 1,146,098,000 | 8\% |
| Community Advantage | \$ | 73,513,900 | 0\% \$ | 91,071,500 | 1\% ${ }^{\text {\% }}$ | 99,522,800 | 1\% ${ }^{\text {\$ }}$ | 108,268,500 | 1\%" | 100,695,000 | 1\% ${ }^{\text {\$ }}$ | 65,906,300 | 0\% |
| \$150K and Under | \$ | 1,653,009,100 | 10\% \$ | 1,683,557,743 | 10\% \$ | 1,674,689,900 | 9\% ${ }^{\text {\$ }}$ | 1,611,221,100 | 9\%" | 1,345,946,200 | 8\% ${ }^{\text {\$ }}$ | 989,289,100 | 7\% |
| >\$150K - \$350K | \$ | 1,879,693,200 | 12\% \$ | 2,014,032,400 | 12\% \$ | 2,033,533,200 | 11\% \$ | 2,057,987,800 | 11\%"\$ | 2,075,305,500 | 12\% \$ | 1,615,010,500 | 11\% |
| >\$350K - \$ 2 M | \$ | 7,747,788,900 | 48\% \$ | 8,207,032,900 | 47\% \$ | 8,575,262,800 | 46\%'\$ | 8,300,442,200 | 44\%"\$ | 7,547,023,600 | 44\% ${ }^{\text {\$ }}$ | 6,634,049,500 | 44\% |
| >\$2M | \$ | 4,921,090,800 | 30\% \$ | 5,561,505,500 | 32\% \$ | 6,429,873,000 | 34\% \$ | 6,909,702,000 | 37\% \$ | 6,321,462,100 | 37\% \$ | 5,884,868,400 | 39\% |

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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | 45,164 |  | 47,584 |  | 45,691 |  | 45,079 |  | 39,041 |  | 31,108 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 10,841 | 24\% | 12,268 | 26\% | 11,763 | 26\% | 11,823 | 26\% | 10,484 | 27\% | 8,015 | 26\% |
| AMERICAN INDIAN | 325 | 1\% | 311 | 1\%" | 325 | 1\%' | 319 | 1\%' | 281 | 1\% ${ }^{\prime \prime}$ | 229 | 1\% |
| ASIAN OR PACIFI | 5,631 | 12\% | 6,160 | 13\% | 5,892 | 13\% ${ }^{\prime \prime}$ | 5,798 | 13\% ${ }^{\prime}$ | 5,011 | 13\% ${ }^{\prime \prime}$ | 3,682 | 12\% |
| BLACK | 1,457 | 3\%' | 1,741 | 4\%' | 1,822 | 4\% ${ }^{\prime}$ | 1,955 | 4\%' | 1,715 | 4\%' | 1,359 | 4\% |
| HISPANIC | 3,428 | 8\%" | 4,056 | 9\%' | 3,722 | 8\%' | 3,751 | 8\%' | 3,477 | 9\%" | 2,657 | 9\% |
| MULTI-GROUP | - | 0\% ${ }^{\prime}$ | - | 0\%" | 2 | 0\%' | - | 0\% ${ }^{\prime}$ | - | 0\%" | 88 | 0\% |
| UNDETERMINED | 5,977 | 13\%" | 5,930 | 12\%" | 6,175 | 14\%' | 6,506 | 14\% ${ }^{\prime}$ | 6,971 | 18\% ${ }^{\prime \prime}$ | 5,852 | 19\% |
| WHITE | 28,346 | 63\% ${ }^{\prime}$ | 29,386 | 62\%" | 27,753 | 61\% ${ }^{\prime}$ | 26,750 | 59\% ${ }^{\prime}$ | 21,586 | 55\%' | 17,241 | 55\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | 1 | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% ${ }^{\text {² }}$ | - | 0\% | - | 0\% |
| Female Owned $50 \%$ or less | 6,565 | 15\%" | 6,576 | 14\%" | 6,238 | 14\% ${ }^{\prime \prime}$ | 5,989 | 13\% ${ }^{\prime \prime}$ | 5,085 | 13\% ${ }^{\prime \prime}$ | 3,920 | 13\% |
| Female Owned more than 50\% | 7,878 | 17\%" | 8,779 | 18\%" | 8,267 | 18\% ${ }^{\prime}$ | 7,989 | 18\% ${ }^{\prime}$ | 6,843 | 18\%" | 5,564 | 18\% |
| Male Owned | 30,721 | 68\% ${ }^{\prime}$ | 32,228 | 68\% ${ }^{\prime \prime}$ | 31,186 | 68\% ${ }^{*}$ | 31,101 | 69\% ${ }^{\prime}$ | 27,113 | 69\% ${ }^{\prime}$ | 21,624 | 70\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 20,870 | 53\% ${ }^{\prime}$ | 16,868 | 54\% |
| New Business or 2 years or less | - | 0\% ${ }^{\prime \prime}$ | - | 0\%' | - | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime \prime}$ | 3 | 0\%" | 1,465 | 5\% |
| Startup, Loan Funds will Open Business | - | 0\% ${ }^{\prime}$ | - | 0\%' | - | 0\%' | - | 0\% ${ }^{\prime}$ | 6,343 | 16\% ${ }^{\prime}$ | 4,818 | 15\% |
| Change of Ownership | - | 0\% ${ }^{\prime}$ | - | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% ${ }^{\prime \prime}$ | 4,629 | 12\%" | 3,844 | 12\% |
| Veteran | 2,164 | 5\% ${ }^{\prime}$ | 2,362 | 5\%' | 2,438 | 5\%' | 2,228 | 5\%' | 1,899 | 5\%" | 1,503 | 5\% |
| Rural | 7,998 | 18\%' | 8,216 | 17\%' | 7,764 | 17\%' | 7,574 | 17\%' | 6,277 | 16\%' | 5,647 | 18\% |
| Urban | 37,166 | 82\% ${ }^{\prime}$ | 39,368 | 83\%' | 37,927 | 83\% | 37,505 | 83\% ${ }^{\prime}$ | 32,764 | 84\%' | 25,461 | 82\% |
| Export | 1,152 | 3\% | 1,205 | 3\%' | 1,768 | 4\%' | 667 | 1\% | 629 | 2\% | 432 | 1\% |
| CAPLine | 450 | 1\% | 343 | 1\%" | 298 | 1\%' | 262 | 1\% | 238 | 1\%" | 199 | 1\% |
| PLP | 11,149 | 25\% | 12,385 | 26\%" | 17,812 | 39\% | 19,525 | 43\% ${ }^{\prime}$ | 18,024 | 46\% ${ }^{\prime}$ | 13,677 | 44\% |
| Express | 23,512 | 52\% | 24,686 | 52\% | 21,559 | 47\% | 21,119 | 47\% | 17,011 | 44\% | 14,122 | 45\% |
| Community Advantage | 578 | 1\% ${ }^{\text {²}}$ | 729 | 2\%' | 755 | 2\%' | 780 | 2\% ${ }^{\text {² }}$ | 721 | 2\%' | 462 | 1\% |
| \$150K and Under | 27,255 | 60\% ${ }^{\text {² }}$ | 28,679 | 60\%' | 25,982 | 57\% ${ }^{\prime \prime}$ | 25,431 | 56\% ${ }^{\text {² }}$ | 20,308 | 52\% ${ }^{\prime}$ | 15,623 | 50\% |
| >\$150K - \$350K | 7,255 | 16\% ${ }^{\prime}$ | 7,628 | 16\% | 7,704 | 17\% | 7,845 | 17\% ${ }^{\prime}$ | 7,899 | 20\% | 6,101 | 20\% |
| >\$350K - \$2M | 9,044 | 20\% | 9,479 | 20\% | 9,968 | 22\% ${ }^{\prime \prime}$ | 9,625 | 21\% ${ }^{\prime}$ | 8,854 | 23\%' | 7,593 | 24\% |
| >\$2M | 1,610 | 4\% ${ }^{\prime}$ | 1,798 | 4\% ${ }^{\prime}$ | 2,037 | 4\% ${ }^{\prime}$ | 2,178 | 5\% ${ }^{\prime}$ | 1,980 | 5\%' | 1,791 | 6\% |

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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | 4,314 |  | 4,231 |  | 4,791 |  | 4,272 |  | 4,511 |  | 5,071 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 999 | 23\% | 994 | 23\% | 1,097 | 23\% | 986 | 23\% | 1,045 | 23\% | 1,114 | 22\% |
| AMERICAN INDIAN | 12 | 0\% | 14 | 0\%" | 7 | 0\%" | 11 | 0\% ${ }^{\prime}$ | 9 | 0\% ${ }^{\prime}$ | 11 | 0\% |
| ASIAN OR PACIFI | 512 | 12\% ${ }^{\prime \prime}$ | 498 | 12\% ${ }^{\prime \prime}$ | 640 | 13\% ${ }^{\prime \prime}$ | 548 | 13\% | 548 | 12\% ${ }^{\prime \prime}$ | 520 | 10\% |
| BLACK | 157 | 4\% | 158 | 4\%" | 107 | 2\%" | 87 | 2\% ${ }^{\prime}$ | 86 | 2\% ${ }^{\prime \prime}$ | 109 | 2\% |
| HISPANIC | 318 | 7\% | 324 | 8\%" | 343 | 7\%' | 340 | 8\%' | 402 | 9\%' | 435 | 9\% |
| MULTI-GROUP | - | 0\% ${ }^{\prime}$ | - | 0\%" | - | 0\%" | - | 0\% ${ }^{\prime}$ | - | 0\%' | 39 | 1\% |
| UNDETERMINED | 369 | 9\%* | 378 | 9\%" | 483 | 10\% | 617 | 14\% ${ }^{\prime \prime}$ | 686 | 15\%" | 1,101 | 22\% |
| WHITE | 2,946 | 68\% ${ }^{\prime \prime}$ | 2,859 | 68\%" | 3,211 | 67\% ${ }^{\prime}$ | 2,669 | 62\% ${ }^{\prime \prime}$ | 2,780 | 62\% ${ }^{\prime \prime}$ | 2,856 | 56\% |
| Gender |  |  | - |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\%' | - | 0\%' | - | 0\% ${ }^{\prime}$ | - | 0\%' | - | 0\% |
| Female Owned 50\% or less | 43 | 1\% | 61 | 1\%" | 520 | 11\% ${ }^{\prime}$ | 1,068 | 25\% | 1,150 | 25\% | 1,177 | 23\% |
| Female Owned more than 50\% | 639 | 15\% ${ }^{\prime \prime}$ | 659 | 16\%' | 676 | 14\% ${ }^{\prime}$ | 507 | 12\% ${ }^{\prime \prime}$ | 572 | 13\% ${ }^{\prime \prime}$ | 620 | 12\% |
| Male Owned | 3,632 | 84\% ${ }^{\prime}$ | 3,511 | 83\% ${ }^{\prime}$ | 3,595 | 75\% ${ }^{\prime \prime}$ | 2,697 | 63\% ${ }^{\prime \prime}$ | 2,789 | 62\% ${ }^{\prime \prime}$ | 3,274 | 65\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 3,487 | 77\% | 4,147 | 82\% |
| New Business or 2 years or less | - | 0\% | - | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% ${ }^{\prime}$ | 1 | 0\% ${ }^{\prime}$ | 37 | 1\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\%" | - | 0\%" | - | 0\% ${ }^{\prime}$ | 622 | 14\% ${ }^{\prime}$ | 702 | 14\% |
| Change of Ownership | - | 0\% | - | 0\%" | - | 0\%' | - | 0\% | 25 | 1\% ${ }^{\prime \prime}$ | 106 | 2\% |
| Veteran | 155 | 4\% | 168 | 4\%" | 152 | 3\%' | 117 | 3\% | 82 | 2\% ${ }^{\prime \prime}$ | 156 | 3\% |
| Rural | 640 | 15\% | 665 | 16\% ${ }^{\prime \prime}$ | 771 | 16\% | 722 | 17\% | 783 | 17\% | 907 | 18\% |
| Urban | 3,674 | 85\% | 3,566 | 84\%' | 4,020 | 84\% | 3,550 | 83\% | 3,728 | 83\% | 4,164 | 82\% |
| Export | 170 | 4\% | 131 | 3\%" | 44 | 1\% | 50 | 1\% | 43 | 1\% | 66 | 1\% |
| \$150K and Under | 402 | 9\% | 406 | 10\%' | 437 | 9\% | 357 | 8\% | 341 | 8\% ${ }^{\text {\% }}$ | 382 | 8\% |
| >\$150K - \$350K | 1,253 | 29\% | 1,142 | 27\%' | 1,305 | 27\% | 1,209 | 28\% | 1,210 | 27\% | 1,301 | 26\% |
| >\$350K - \$2M | 2,361 | 55\% | 2,323 | 55\%' | 2,622 | 55\%' | 2,326 | 54\% | 2,573 | 57\% | 2,961 | 58\% |
| >\$2M | 298 | 7\% | 360 | 9\%' | 427 | 9\% | 380 | 9\% ${ }^{\circ}$ | 387 | 9\% | 427 | 8\% |

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|  | 2015 |  |  | 2016 |  |  | 2017 |  | 2018 |  |  |  | 2019 |  | 2020 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Community Advantage | \$ | 73,513,900 |  | \$ | 91,071,500 | \$ | 99,522,800 |  | \$ | 108,268,500 |  | \$ | 100,695,000 |  | \$ | 65,906,300 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 23,161,700 | 32\% | \$ | 29,631,100 | 33\% \$ | 33,081,800 | 33\% \$ | \$ | 39,633,400 | 37\% | \$ | 38,914,800 | 39\% \$ | \$ | 25,826,900 | 39\% |
| AMERICAN INDIAN | \$ | 775,000 | 1\% | \$ | 350,000 | 0\%'\$ | 495,000 | 0\% ${ }^{\text {\% }}$ |  | 1,278,400 | 1\%" |  | 1,175,000 | 1\%'\$ |  | 940,500 | 1\% |
| ASIAN OR PACIFI | \$ | 5,627,200 | 8\% | \$ | 5,832,300 | 6\%'\$ | 9,166,400 | 9\%"\$ |  | 9,890,100 | 9\%'\$ |  | 7,830,400 | 8\%'\$ |  | 7,255,900 | 11\% |
| BLACK | \$ | 8,512,200 | 12\% | \$ | 11,485,500 | 13\% ${ }^{\text {" }}$ | 12,652,400 | 13\%"\$ |  | 11,344,000 | 10\%" |  | 12,643,300 | 13\% \$ |  | 9,558,900 | 15\% |
| HISPANIC | \$ | 8,247,300 | 11\% | \$ | 11,963,300 | 13\%"\$ | 10,768,000 | 11\%'\$ |  | 17,120,900 | 16\% |  | 17,266,100 | 17\%"\$ |  | 7,951,600 | 12\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\%'\$ | - | 0\%" |  | - | 0\%'\$ |  | - | 0\%"\$ |  | 120,000 | 0\% |
| UNDETERMINED | \$ | 5,474,500 | 7\% | \$ | 4,281,000 | 5\%'\$ | 4,995,200 | 5\%"\$ |  | 9,405,700 | 9\%'\$ |  | 10,065,900 | 10\% ${ }^{\text {\% }}$ |  | 8,880,100 | 13\% |
| WHITE | \$ | 44,877,700 | 61\% | \$ | 57,159,400 | 63\%"\$ | 61,445,800 | 62\%"\$ |  | 59,229,400 | 55\%'\$ |  | 51,714,300 | 51\% \$ |  | 31,199,300 | 47\% |
| Gender |  |  |  | \$ | - | \$ | - |  |  |  |  | \$ | - |  | \$ | - |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\% \$ | - | 0\%" |  | - | 0\%"\$ |  | - | 0\% ${ }^{\text {² }}$ |  | - | 0\% |
| Female Owned 50\% or less | \$ | 11,708,900 | 16\% | \$ | 13,681,100 | 15\%"\$ | 17,135,200 | 17\%'\$ |  | 17,001,200 | 16\%" |  | 17,280,900 | 17\%"\$ |  | 9,790,900 | 15\% |
| Female Owned more than 50\% | \$ | 20,509,400 | 28\% | \$ | 28,089,100 | 31\%"\$ | 28,121,800 | 28\%'\$ |  | 31,630,300 | 29\%" |  | 31,735,700 | 32\% ${ }^{\text {\$ }}$ |  | 16,616,600 | 25\% |
| Male Owned | \$ | 41,295,600 | 56\% | \$ | 49,301,300 | 54\% ${ }^{\text {\% }}$ | 54,265,800 | 55\%'\$ |  | 59,637,000 | 55\%'\$ |  | 51,678,400 | 51\%"\$ |  | 39,498,800 | 60\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% \$ | - | 0\% \$ |  | - | 0\%'\$ |  | 36,390,400 | 36\% \$ |  | 27,607,900 | 42\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\%"\$ | - | 0\% ${ }^{\text {\% }}$ |  | - | 0\%'\$ |  | - | 0\%"\$ |  | 1,510,100 | 2\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\%"\$ | - | 0\% ${ }^{\text {\% }}$ |  | - | 0\%'\$ |  | 43,399,900 | 43\%"\$ |  | 22,430,200 | 34\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\%"\$ | - | 0\% ${ }^{\text {\% }}$ |  | - | 0\%'\$ |  | 9,493,800 | 9\%" |  | 8,163,500 | 12\% |
| Veteran | \$ | 4,674,500 | 6\% | \$ | 7,392,600 | 8\%'\$ | 9,449,900 | 9\% ${ }^{\text {\$ }}$ |  | 10,855,600 | 10\% |  | 9,120,000 | 9\%"\$ |  | 6,439,900 | 10\% |
| Rural | \$ | 9,265,700 | 13\% | \$ | 9,303,300 | 10\% ${ }^{\text {s }}$ | 12,429,000 | 12\% \$ |  | 11,972,200 | 11\% |  | 10,172,900 | 10\% \$ |  | 8,783,200 | 13\% |
| Urban | \$ | 64,248,200 | 87\% | \$ | 81,768,200 | 90\% ${ }^{\text {² }}$ | 87,093,800 | 88\% ${ }^{\text {/ }}$ |  | 96,296,300 | 89\% ${ }^{\prime}$ |  | 90,522,100 | 90\% \$ |  | 57,123,100 | 87\% |
| \$150K and Under | \$ | 40,048,700 | 54\% | \$ | 52,405,400 | 58\% ${ }^{\text {\% }}$ | 53,545,600 | 54\% ${ }^{\text {S }}$ |  | 52,688,800 | 49\% ${ }^{\text {' }}$ |  | 44,418,000 | 44\% \$ |  | 30,628,200 | 46\% |
| >\$150K - \$250K | \$ | 33,465,200 | 46\% | \$ | 38,666,100 | 42\%"\$ | 45,977,200 | 46\% ${ }^{\text {/ }}$ |  | 55,579,700 | 51\%'\$ |  | 56,277,000 | 56\% \$ |  | 35,278,100 | 54\% |

* All Activity illustrated above is as of $07 / 03$ for each FY listed.

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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Community Advantage | 578 |  | 729 |  | 755 |  | 780 |  | 721 |  | 462 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 206 | 36\% | 249 | 34\% | 248 | 33\% | 289 | 37\% | 276 | 38\% | 181 | 39\% |
| AMERICAN INDIAN | 6 | 1\% | 3 | 0\%" | 4 | 1\%* | 9 | 1\%' | 6 | 1\% ${ }^{\prime}$ | 10 | 2\% |
| ASIAN OR PACIFI | 48 | 8\% | 50 | 7\%' | 57 | 8\%" | 66 | 8\% | 54 | 7\% ${ }^{\prime}$ | 48 | 10\% |
| BLACK | 69 | 12\% ${ }^{\prime}$ | 99 | 14\%" | 103 | 14\% ${ }^{\prime \prime}$ | 88 | 11\% ${ }^{\prime \prime}$ | 93 | 13\%" | 70 | 15\% |
| HISPANIC | 83 | 14\% ${ }^{\prime}$ | 97 | 13\% ${ }^{\prime \prime}$ | 84 | 11\% ${ }^{\prime \prime}$ | 126 | 16\% ${ }^{\prime \prime}$ | 123 | 17\%" | 52 | 11\% |
| MULTI-GROUP | - | 0\%" | - | 0\%" | - | 0\%' | - | 0\%' | - | 0\% ${ }^{\text {" }}$ | 1 | 0\% |
| UNDETERMINED | 38 | 7\% | 33 | 5\%" | 40 | 5\%' | 62 | 8\% | 85 | 12\%" | 64 | 14\% |
| WHITE | 334 | 58\%* | 447 | 61\% ${ }^{\prime \prime}$ | 467 | 62\% ${ }^{\prime \prime}$ | 429 | 55\% ${ }^{\prime}$ | 360 | 50\%' | 217 | 47\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% ${ }^{\prime}$ | - | 0\%' | - | 0\%' | - | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% |
| Female Owned 50\% or less | 89 | 15\% ${ }^{\prime \prime}$ | 116 | 16\%" | - | 0\% ${ }^{\prime}$ | 122 | 16\% ${ }^{\prime \prime}$ | 126 | 17\%' | 65 | 14\% |
| Female Owned more than 50\% | 174 | 30\% | 236 | 32\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime \prime}$ | 246 | 32\% ${ }^{\prime \prime}$ | 232 | 32\%' | 129 | 28\% |
| Male Owned | 315 | 54\% ${ }^{\text {² }}$ | 377 | 52\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{*}$ | 412 | 53\% ${ }^{\prime \prime}$ | 363 | 50\% ${ }^{\prime}$ | 268 | 58\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% ${ }^{\prime}$ | - | 0\%' | - | 0\%' | - | 0\% ${ }^{\prime \prime}$ | 277 | 38\%' | 200 | 43\% |
| New Business or 2 years or less | - | 0\% | - | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% ${ }^{\prime \prime}$ | 10 | 2\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\%' | - | 0\%" | - | 0\% ${ }^{\prime}$ | 306 | 42\% ${ }^{\prime \prime}$ | 158 | 34\% |
| Change of Ownership | - | 0\% ${ }^{\prime}$ | - | 0\%" | - | 0\%' | - | 0\% ${ }^{\prime}$ | 59 | 8\%" | 48 | 10\% |
| Veteran | 43 | 0\% | 57 | 8\%' | 71 | 9\%' | 80 | 10\% | 69 | 10\% ${ }^{\prime \prime}$ | 45 | 10\% |
| Rural | 67 | 12\% | 75 | 10\% ${ }^{\prime}$ | 104 | 14\% | 97 | 12\% | 77 | 11\% ${ }^{\prime}$ | 60 | 13\% |
| Urban | 511 | 88\%' | 654 | 90\% ${ }^{\prime \prime}$ | 651 | 86\%" | 683 | 88\% | 644 | 89\% | 402 | 87\% |
| \$150K and Under | 431 | 75\% ${ }^{\text {² }}$ | 559 | 77\%" | 553 | 73\% ${ }^{\text {² }}$ | 533 | 68\% ${ }^{\prime}$ | 467 | 65\% ${ }^{\text {² }}$ | 304 | 66\% |
| >\$150K - \$250K | 147 | 25\% | 170 | 23\% ${ }^{\prime}$ | 202 | 27\% | 247 | 32\% | 254 | 35\% | 158 | 34\% |

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