

Weekly Approvals Report with data as of 09/18 for each FY

## 7(a) Approval Amount

Portfolio Segment	FY15 Amount	FY15 %	FY16 Amount	FY16 %	FY17 Amount	FY17 %	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %
<b>All 7(A)</b>	\$22,484,223,400		\$22,566,290,743		\$24,060,359,200		\$24,151,696,200		\$22,060,290,100		\$21,192,193,400	
<b>All Minority</b>	\$6,402,143,900	28%	\$6,734,619,900	30%	\$7,572,136,700	31%	\$7,757,022,900	32%	\$6,969,898,000	32%	\$5,880,061,100	28%
Ethnicity - AMERICAN INDIAN	\$136,298,800	1%	\$111,508,300	0%	\$125,894,100	1%	\$171,910,200	1%	\$140,719,500	1%	\$101,156,900	0%
Ethnicity - ASIAN OR PACIFIC	\$4,533,276,700	20%	\$4,875,332,100	22%	\$5,495,599,700	23%	\$5,440,965,200	23%	\$4,736,576,800	21%	\$3,966,617,200	19%
Ethnicity - BLACK	\$466,878,800	2%	\$494,534,800	2%	\$594,151,700	2%	\$734,264,600	3%	\$700,377,500	3%	\$499,409,200	2%
Ethnicity - HISPANIC	\$1,265,689,600	6%	\$1,253,244,700	6%	\$1,352,913,200	6%	\$1,409,882,900	6%	\$1,391,571,200	6%	\$1,125,491,500	5%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$3,578,000	0%	\$0	0%	\$653,000	0%	\$187,386,300	1%
Ethnicity - UNDETERMINED	\$3,287,109,500	15%	\$3,284,911,143	15%	\$3,895,384,100	16%	\$4,237,314,300	18%	\$4,350,097,600	20%	\$6,277,687,300	30%
Ethnicity - WHITE	\$12,794,970,000	57%	\$12,546,759,700	56%	\$12,592,838,400	52%	\$12,157,359,000	50%	\$10,740,294,500	49%	\$9,034,445,000	43%
Gender - Not Reported	\$0	0%	\$64,000	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$3,724,390,200	17%	\$3,612,900,000	16%	\$3,737,737,800	16%	\$3,679,758,500	15%	\$3,066,347,800	14%	\$2,754,144,800	13%
Gender - Female Owned more than 50%	\$2,929,398,000	13%	\$3,143,013,243	14%	\$3,391,599,100	14%	\$3,267,091,400	14%	\$3,079,663,500	14%	\$2,563,631,900	12%
Gender - Male Owned	\$15,830,435,200	70%	\$15,810,313,500	70%	\$16,931,022,300	70%	\$17,204,846,300	71%	\$15,914,278,800	72%	\$15,874,416,700	75%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$10,303,853,700	47%	\$10,223,077,800	48%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$5,056,700	0%	\$1,429,677,700	7%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$3,853,133,500	17%	\$2,955,418,500	14%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$5,276,628,300	24%	\$5,373,403,100	25%
<b>Veteran</b>	\$1,128,394,000	5%	\$1,040,204,800	5%	\$926,284,300	4%	\$901,805,400	4%	\$865,337,900	4%	\$657,085,800	3%
<b>Rural</b>	\$3,927,818,400	17%	\$3,970,272,700	18%	\$4,022,608,000	17%	\$3,964,622,400	16%	\$3,347,210,100	15%	\$3,462,959,900	16%
<b>Urban</b>	\$18,556,405,000	83%	\$18,596,018,043	82%	\$20,037,751,200	83%	\$20,187,073,800	84%	\$18,713,080,000	85%	\$17,729,233,500	84%
<b>Export</b>	\$1,212,183,900	5%	\$1,263,406,900	6%	\$1,652,668,700	7%	\$1,027,642,900	4%	\$912,562,600	4%	\$778,781,800	4%
<b>CAPLine</b>	\$437,526,700	2%	\$319,283,600	1%	\$270,462,800	1%	\$324,297,500	1%	\$266,917,000	1%	\$228,777,200	1%
<b>PLP</b>	\$14,290,053,100	64%	\$14,440,284,043	64%	\$17,184,608,800	71%	\$17,850,153,700	74%	\$16,669,284,100	76%	\$16,061,190,200	76%
<b>Express</b>	\$2,111,192,100	9%	\$2,054,531,300	9%	\$2,010,909,100	8%	\$1,876,983,500	8%	\$1,655,568,100	8%	\$1,561,532,900	7%
<b>Community Advantage</b>	\$99,228,500	0%	\$115,375,600	1%	\$129,861,300	1%	\$147,833,800	1%	\$128,738,400	1%	\$74,713,200	0%
<b>\$150K and Under</b>	\$2,184,843,100	10%	\$2,143,134,743	9%	\$2,201,418,000	9%	\$2,056,876,400	9%	\$1,686,176,400	8%	\$1,234,362,400	6%
<b>&gt;\$150K - \$350K</b>	\$2,523,322,300	11%	\$2,592,087,400	11%	\$2,614,810,400	11%	\$2,647,466,500	11%	\$2,642,619,800	12%	\$2,087,246,600	10%
<b>&gt;\$350K - \$2M</b>	\$10,878,242,300	48%	\$10,516,900,800	47%	\$11,027,205,000	46%	\$10,663,033,700	44%	\$9,589,110,700	43%	\$9,492,963,900	45%
<b>&gt;\$2M</b>	\$6,897,815,700	31%	\$7,314,167,800	32%	\$8,216,925,800	34%	\$8,784,319,600	36%	\$8,142,383,200	37%	\$8,377,620,500	40%

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## 7(a) Approval Count

Portfolio Segment	FY15 Count	FY15 %	FY16 Count	FY16 %	FY17 Count	FY17 %	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %
<b>All 7(A)</b>	<b>60,708</b>		<b>60,618</b>		<b>59,380</b>		<b>57,239</b>		<b>49,644</b>		<b>40,341</b>	
<b>All Minority</b>	<b>14,866</b>	<b>24%</b>	<b>15,682</b>	<b>26%</b>	<b>15,535</b>	<b>26%</b>	<b>15,160</b>	<b>26%</b>	<b>13,550</b>	<b>27%</b>	<b>9,860</b>	<b>24%</b>
Ethnicity - AMERICAN INDIAN	426	1%	390	1%	415	1%	403	1%	353	1%	274	1%
Ethnicity - ASIAN OR PACIFIC	7,607	13%	7,812	13%	7,763	13%	7,363	13%	6,373	13%	4,552	11%
Ethnicity - BLACK	2,000	3%	2,241	4%	2,375	4%	2,558	4%	2,319	5%	1,580	4%
Ethnicity - HISPANIC	4,833	8%	5,239	9%	4,980	8%	4,836	8%	4,504	9%	3,162	8%
Ethnicity - MULTI-GROUP	-	0%	-	0%	2	0%	-	0%	1	0%	292	1%
Ethnicity - UNDETERMINED	8,126	13%	7,590	13%	8,223	14%	8,684	15%	8,793	18%	9,554	24%
Ethnicity - WHITE	37,716	62%	37,346	62%	35,622	60%	33,395	58%	27,301	55%	20,927	52%
Gender - Not Reported	-	0%	1	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	8,803	15%	8,430	14%	8,080	14%	7,711	13%	6,413	13%	4,950	12%
Gender - Female Owned more than 50%	10,778	18%	11,181	18%	10,755	18%	10,143	18%	8,907	18%	6,647	16%
Gender - Male Owned	41,127	68%	41,006	68%	40,545	68%	39,385	69%	34,324	69%	28,744	71%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	-	0%	26,267	53%	21,879	54%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	4	0%	2,890	7%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	-	0%	8,176	16%	6,163	15%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	-	0%	5,878	12%	5,297	13%
<b>Veteran</b>	<b>2,912</b>	<b>5%</b>	<b>3,050</b>	<b>5%</b>	<b>3,108</b>	<b>5%</b>	<b>2,899</b>	<b>5%</b>	<b>2,399</b>	<b>5%</b>	<b>1,864</b>	<b>5%</b>
<b>Rural</b>	<b>10,560</b>	<b>17%</b>	<b>10,402</b>	<b>17%</b>	<b>9,962</b>	<b>17%</b>	<b>9,639</b>	<b>17%</b>	<b>8,134</b>	<b>16%</b>	<b>7,577</b>	<b>19%</b>
<b>Urban</b>	<b>50,148</b>	<b>83%</b>	<b>50,216</b>	<b>83%</b>	<b>49,418</b>	<b>83%</b>	<b>47,600</b>	<b>83%</b>	<b>41,510</b>	<b>84%</b>	<b>32,764</b>	<b>81%</b>
<b>Export</b>	<b>1,516</b>	<b>2%</b>	<b>1,504</b>	<b>2%</b>	<b>1,929</b>	<b>3%</b>	<b>877</b>	<b>2%</b>	<b>793</b>	<b>2%</b>	<b>590</b>	<b>1%</b>
<b>CAPLine</b>	<b>609</b>	<b>1%</b>	<b>446</b>	<b>1%</b>	<b>368</b>	<b>1%</b>	<b>354</b>	<b>1%</b>	<b>307</b>	<b>1%</b>	<b>242</b>	<b>1%</b>
<b>PLP</b>	<b>15,683</b>	<b>26%</b>	<b>16,055</b>	<b>26%</b>	<b>23,522</b>	<b>40%</b>	<b>25,127</b>	<b>44%</b>	<b>22,753</b>	<b>46%</b>	<b>18,617</b>	<b>46%</b>
<b>Express</b>	<b>30,917</b>	<b>51%</b>	<b>31,143</b>	<b>51%</b>	<b>28,209</b>	<b>48%</b>	<b>26,292</b>	<b>46%</b>	<b>21,816</b>	<b>44%</b>	<b>17,394</b>	<b>43%</b>
<b>Community Advantage</b>	<b>791</b>	<b>1%</b>	<b>925</b>	<b>2%</b>	<b>984</b>	<b>2%</b>	<b>1,051</b>	<b>2%</b>	<b>909</b>	<b>2%</b>	<b>526</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>36,097</b>	<b>59%</b>	<b>36,285</b>	<b>60%</b>	<b>34,086</b>	<b>57%</b>	<b>32,088</b>	<b>56%</b>	<b>25,852</b>	<b>52%</b>	<b>19,097</b>	<b>47%</b>
<b>&gt;\$150K - \$350K</b>	<b>9,700</b>	<b>16%</b>	<b>9,797</b>	<b>16%</b>	<b>9,898</b>	<b>17%</b>	<b>10,083</b>	<b>18%</b>	<b>10,052</b>	<b>20%</b>	<b>7,899</b>	<b>20%</b>
<b>&gt;\$350K - \$2M</b>	<b>12,652</b>	<b>21%</b>	<b>12,174</b>	<b>20%</b>	<b>12,797</b>	<b>22%</b>	<b>12,309</b>	<b>22%</b>	<b>11,203</b>	<b>23%</b>	<b>10,782</b>	<b>27%</b>
<b>&gt;\$2M</b>	<b>2,259</b>	<b>4%</b>	<b>2,362</b>	<b>4%</b>	<b>2,599</b>	<b>4%</b>	<b>2,759</b>	<b>5%</b>	<b>2,537</b>	<b>5%</b>	<b>2,563</b>	<b>6%</b>

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## 504 Approval Amount

Portfolio Segment	FY15 Amount	FY15 %	FY16 Amount	FY16 %	FY17 Amount	FY17 %	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %
<b>All 504</b>	<b>\$4,137,961,000</b>		<b>\$4,455,009,000</b>		<b>\$4,844,681,000</b>		<b>\$4,600,649,000</b>		<b>\$4,759,544,000</b>		<b>\$5,608,639,000</b>	
<b>All Minority</b>	<b>\$1,135,641,000</b>	<b>27%</b>	<b>\$1,300,288,000</b>	<b>29%</b>	<b>\$1,324,683,000</b>	<b>27%</b>	<b>\$1,249,138,000</b>	<b>27%</b>	<b>\$1,274,159,000</b>	<b>27%</b>	<b>\$1,274,321,000</b>	<b>23%</b>
Ethnicity - AMERICAN INDIAN	\$8,090,000	0%	\$15,407,000	0%	\$5,192,000	0%	\$5,056,000	0%	\$9,561,000	0%	\$4,974,000	0%
Ethnicity - ASIAN OR PACIFIC	\$725,337,000	18%	\$856,376,000	19%	\$973,378,000	20%	\$879,714,000	19%	\$824,916,000	17%	\$733,818,000	13%
Ethnicity - BLACK	\$140,109,000	3%	\$157,567,000	4%	\$95,230,000	2%	\$65,908,000	1%	\$71,710,000	2%	\$75,560,000	1%
Ethnicity - HISPANIC	\$262,105,000	6%	\$270,938,000	6%	\$250,883,000	5%	\$298,460,000	6%	\$367,972,000	8%	\$377,111,000	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$82,858,000	1%
Ethnicity - UNDETERMINED	\$454,593,000	11%	\$522,636,000	12%	\$738,348,000	15%	\$926,755,000	20%	\$1,009,594,000	21%	\$1,899,212,000	34%
Ethnicity - WHITE	\$2,547,727,000	62%	\$2,632,085,000	59%	\$2,781,650,000	57%	\$2,424,756,000	53%	\$2,475,791,000	52%	\$2,435,106,000	43%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$43,186,000	1%	\$120,580,000	3%	\$579,008,000	12%	\$988,031,000	21%	\$971,947,000	20%	\$1,030,535,000	18%
Gender - Female Owned more than 50%	\$506,361,000	12%	\$528,810,000	12%	\$488,568,000	10%	\$410,537,000	9%	\$495,706,000	10%	\$505,173,000	9%
Gender - Male Owned	\$3,588,414,000	87%	\$3,805,619,000	85%	\$3,777,105,000	78%	\$3,202,081,000	70%	\$3,291,891,000	69%	\$4,072,931,000	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$3,542,308,000	74%	\$4,506,742,000	80%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$20,245,000	0%	\$64,029,000	1%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$776,454,000	16%	\$827,628,000	15%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$42,469,000	1%	\$133,467,000	2%
<b>Veteran</b>	<b>\$134,559,000</b>	<b>3%</b>	<b>\$138,110,000</b>	<b>3%</b>	<b>\$116,623,000</b>	<b>2%</b>	<b>\$87,453,000</b>	<b>2%</b>	<b>\$74,112,000</b>	<b>2%</b>	<b>\$144,521,000</b>	<b>3%</b>
<b>Rural</b>	<b>\$540,430,000</b>	<b>13%</b>	<b>\$545,505,000</b>	<b>12%</b>	<b>\$616,188,000</b>	<b>13%</b>	<b>\$612,725,000</b>	<b>13%</b>	<b>\$627,130,000</b>	<b>13%</b>	<b>\$755,517,000</b>	<b>13%</b>
<b>Urban</b>	<b>\$3,597,531,000</b>	<b>87%</b>	<b>\$3,909,504,000</b>	<b>88%</b>	<b>\$4,228,493,000</b>	<b>87%</b>	<b>\$3,987,924,000</b>	<b>87%</b>	<b>\$4,132,414,000</b>	<b>87%</b>	<b>\$4,853,122,000</b>	<b>87%</b>
<b>Export</b>	<b>\$207,210,000</b>	<b>5%</b>	<b>\$196,104,000</b>	<b>4%</b>	<b>\$74,013,000</b>	<b>2%</b>	<b>\$74,983,000</b>	<b>2%</b>	<b>\$64,734,000</b>	<b>1%</b>	<b>\$100,763,000</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>\$58,060,000</b>	<b>1%</b>	<b>\$57,420,000</b>	<b>1%</b>	<b>\$62,107,000</b>	<b>1%</b>	<b>\$52,132,000</b>	<b>1%</b>	<b>\$48,994,000</b>	<b>1%</b>	<b>\$60,369,000</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$397,106,000</b>	<b>10%</b>	<b>\$376,286,000</b>	<b>8%</b>	<b>\$404,649,000</b>	<b>8%</b>	<b>\$398,565,000</b>	<b>9%</b>	<b>\$391,933,000</b>	<b>8%</b>	<b>\$436,329,000</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$2,440,651,000</b>	<b>59%</b>	<b>\$2,516,159,000</b>	<b>56%</b>	<b>\$2,719,221,000</b>	<b>56%</b>	<b>\$2,558,075,000</b>	<b>56%</b>	<b>\$2,812,203,000</b>	<b>59%</b>	<b>\$3,336,610,000</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>\$1,242,144,000</b>	<b>30%</b>	<b>\$1,505,144,000</b>	<b>34%</b>	<b>\$1,658,704,000</b>	<b>34%</b>	<b>\$1,591,877,000</b>	<b>35%</b>	<b>\$1,506,414,000</b>	<b>32%</b>	<b>\$1,775,331,000</b>	<b>32%</b>

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<b>All 504</b>	<b>5,591</b>		<b>5,582</b>		<b>6,004</b>		<b>5,678</b>		<b>5,853</b>		<b>6,845</b>	
<b>All Minority</b>	<b>1,286</b>	<b>23%</b>	<b>1,326</b>	<b>24%</b>	<b>1,360</b>	<b>23%</b>	<b>1,294</b>	<b>23%</b>	<b>1,360</b>	<b>23%</b>	<b>1,355</b>	<b>20%</b>
Ethnicity - AMERICAN INDIAN	13	0%	14	0%	11	0%	17	0%	12	0%	15	0%
Ethnicity - ASIAN OR PACIFIC	674	12%	676	12%	800	13%	703	12%	697	12%	595	9%
Ethnicity - BLACK	191	3%	207	4%	128	2%	114	2%	113	2%	116	2%
Ethnicity - HISPANIC	408	7%	429	8%	421	7%	460	8%	538	9%	526	8%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	103	2%
Ethnicity - UNDETERMINED	496	9%	535	10%	686	11%	869	15%	1,009	17%	2,137	31%
Ethnicity - WHITE	3,809	68%	3,721	67%	3,958	66%	3,515	62%	3,484	60%	3,353	49%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	58	1%	137	2%	842	14%	1,415	25%	1,467	25%	1,493	22%
Gender - Female Owned more than 50%	837	15%	870	16%	836	14%	664	12%	742	13%	741	11%
Gender - Male Owned	4,696	84%	4,575	82%	4,326	72%	3,599	63%	3,644	62%	4,611	67%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	-	0%	4,587	78%	5,686	83%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	20	0%	77	1%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	-	0%	804	14%	874	13%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	-	0%	49	1%	135	2%
<b>Veteran</b>	<b>228</b>	<b>4%</b>	<b>226</b>	<b>4%</b>	<b>184</b>	<b>3%</b>	<b>151</b>	<b>3%</b>	<b>116</b>	<b>2%</b>	<b>186</b>	<b>3%</b>
<b>Rural</b>	<b>861</b>	<b>15%</b>	<b>877</b>	<b>16%</b>	<b>998</b>	<b>17%</b>	<b>960</b>	<b>17%</b>	<b>1,008</b>	<b>17%</b>	<b>1,214</b>	<b>18%</b>
<b>Urban</b>	<b>4,730</b>	<b>85%</b>	<b>4,705</b>	<b>84%</b>	<b>5,006</b>	<b>83%</b>	<b>4,718</b>	<b>83%</b>	<b>4,845</b>	<b>83%</b>	<b>5,631</b>	<b>82%</b>
<b>Export</b>	<b>201</b>	<b>4%</b>	<b>169</b>	<b>3%</b>	<b>54</b>	<b>1%</b>	<b>68</b>	<b>1%</b>	<b>57</b>	<b>1%</b>	<b>84</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>525</b>	<b>9%</b>	<b>528</b>	<b>9%</b>	<b>552</b>	<b>9%</b>	<b>464</b>	<b>8%</b>	<b>429</b>	<b>7%</b>	<b>534</b>	<b>8%</b>
<b>&gt;\$150K - \$350K</b>	<b>1,611</b>	<b>29%</b>	<b>1,523</b>	<b>27%</b>	<b>1,651</b>	<b>27%</b>	<b>1,608</b>	<b>28%</b>	<b>1,565</b>	<b>27%</b>	<b>1,764</b>	<b>26%</b>
<b>&gt;\$350K - \$2M</b>	<b>3,047</b>	<b>54%</b>	<b>3,057</b>	<b>55%</b>	<b>3,274</b>	<b>55%</b>	<b>3,103</b>	<b>55%</b>	<b>3,366</b>	<b>58%</b>	<b>3,990</b>	<b>58%</b>
<b>&gt;\$2M</b>	<b>408</b>	<b>7%</b>	<b>474</b>	<b>8%</b>	<b>527</b>	<b>9%</b>	<b>503</b>	<b>9%</b>	<b>493</b>	<b>8%</b>	<b>557</b>	<b>8%</b>

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## Community Advantage Approval Amount

Portfolio Segment	FY15 Amount	FY15 %	FY16 Amount	FY16 %	FY17 Amount	FY17 %	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %
<b>All Community Advantage</b>	<b>\$99,228,500</b>		<b>\$115,375,600</b>		<b>\$129,861,300</b>		<b>\$147,833,800</b>		<b>\$128,738,400</b>		<b>\$74,713,200</b>	
<b>All Minority</b>	<b>\$31,290,700</b>	<b>32%</b>	<b>\$37,432,000</b>	<b>32%</b>	<b>\$44,368,200</b>	<b>34%</b>	<b>\$56,866,800</b>	<b>38%</b>	<b>\$51,006,800</b>	<b>40%</b>	<b>\$28,053,000</b>	<b>38%</b>
Ethnicity - AMERICAN INDIAN	\$1,025,000	1%	\$570,000	0%	\$710,000	1%	\$1,597,400	1%	\$1,230,000	1%	\$1,003,500	1%
Ethnicity - ASIAN OR PACIFIC	\$8,269,200	8%	\$7,403,100	6%	\$12,588,400	10%	\$13,605,400	9%	\$10,546,800	8%	\$7,622,900	10%
Ethnicity – BLACK	\$12,034,200	12%	\$14,435,100	13%	\$16,311,800	13%	\$17,297,000	12%	\$17,691,300	14%	\$10,191,000	14%
Ethnicity – HISPANIC	\$9,962,300	10%	\$15,023,800	13%	\$14,758,000	11%	\$24,367,000	16%	\$21,538,700	17%	\$8,965,600	12%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$270,000	0%
Ethnicity – UNDETERMINED	\$6,345,500	6%	\$6,435,300	6%	\$8,242,600	6%	\$12,059,100	8%	\$12,716,100	10%	\$12,412,100	17%
Ethnicity – WHITE	\$61,592,300	62%	\$71,508,300	62%	\$77,250,500	59%	\$78,907,900	53%	\$65,015,500	51%	\$34,248,100	46%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$16,004,100	16%	\$15,834,600	14%	\$20,739,700	16%	\$23,328,200	16%	\$21,439,600	17%	\$10,126,400	14%
Gender - Female Owned more than 50%	\$27,875,100	28%	\$35,447,100	31%	\$38,386,500	30%	\$41,868,500	28%	\$41,050,000	32%	\$19,352,000	26%
Gender - Male Owned	\$55,349,300	56%	\$64,093,900	56%	\$70,735,100	54%	\$82,637,100	56%	\$66,248,800	51%	\$45,234,800	61%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$47,251,700	37%	\$31,641,600	42%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$2,871,300	4%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$53,259,400	41%	\$24,668,900	33%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$13,446,400	10%	\$9,336,800	12%
<b>Veteran</b>	<b>\$6,455,700</b>	<b>7%</b>	<b>\$8,040,100</b>	<b>7%</b>	<b>\$11,435,400</b>	<b>9%</b>	<b>\$14,677,800</b>	<b>10%</b>	<b>\$12,090,600</b>	<b>9%</b>	<b>\$7,113,900</b>	<b>10%</b>
<b>Rural</b>	<b>\$12,195,700</b>	<b>12%</b>	<b>\$12,182,800</b>	<b>11%</b>	<b>\$15,748,700</b>	<b>12%</b>	<b>\$16,301,500</b>	<b>11%</b>	<b>\$12,162,800</b>	<b>9%</b>	<b>\$10,219,500</b>	<b>14%</b>
<b>Urban</b>	<b>\$87,032,800</b>	<b>88%</b>	<b>\$103,192,800</b>	<b>89%</b>	<b>\$114,112,600</b>	<b>88%</b>	<b>\$131,532,300</b>	<b>89%</b>	<b>\$116,575,600</b>	<b>91%</b>	<b>\$64,493,700</b>	<b>86%</b>
<b>\$150K and Under</b>	<b>\$54,887,900</b>	<b>55%</b>	<b>\$67,924,400</b>	<b>59%</b>	<b>\$69,089,900</b>	<b>53%</b>	<b>\$68,350,000</b>	<b>46%</b>	<b>\$54,013,000</b>	<b>42%</b>	<b>\$35,287,800</b>	<b>47%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$44,340,600</b>	<b>45%</b>	<b>\$47,451,200</b>	<b>41%</b>	<b>\$60,771,400</b>	<b>47%</b>	<b>\$79,483,800</b>	<b>54%</b>	<b>\$74,725,400</b>	<b>58%</b>	<b>\$39,425,400</b>	<b>53%</b>

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## Community Advantage Approval Count

Portfolio Segment	FY15 Count	FY15 %	FY16 Count	FY16 %	FY17 Count	FY17 %	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %
<b>All Community Advantage</b>	<b>791</b>		<b>925</b>		<b>984</b>		<b>1,051</b>		<b>909</b>		<b>526</b>	
<b>All Minority</b>	<b>278</b>	<b>35%</b>	<b>313</b>	<b>34%</b>	<b>335</b>	<b>34%</b>	<b>406</b>	<b>39%</b>	<b>351</b>	<b>39%</b>	<b>195</b>	<b>37%</b>
Ethnicity - AMERICAN INDIAN	7	1%	5	1%	5	1%	12	1%	7	1%	11	2%
Ethnicity - ASIAN OR PACIFIC	67	8%	63	7%	81	8%	88	8%	69	8%	50	10%
Ethnicity – BLACK	103	13%	122	13%	129	13%	131	12%	122	13%	74	14%
Ethnicity – HISPANIC	101	13%	123	13%	120	12%	175	17%	153	17%	58	11%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	2	0%
Ethnicity – UNDETERMINED	46	6%	45	5%	57	6%	79	8%	105	12%	89	17%
Ethnicity – WHITE	467	59%	567	61%	592	60%	566	54%	453	50%	242	46%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	125	16%	134	14%	-	0%	168	16%	153	17%	68	13%
Gender - Female Owned more than 50%	241	30%	303	33%	-	0%	316	30%	300	33%	152	29%
Gender - Male Owned	425	54%	488	53%	-	0%	567	54%	456	50%	306	58%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	-	0%	350	39%	230	44%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	-	0%	20	4%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	-	0%	373	41%	174	33%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	-	0%	84	9%	56	11%
<b>Veteran</b>	<b>59</b>	<b>0%</b>	<b>64</b>	<b>7%</b>	<b>88</b>	<b>9%</b>	<b>104</b>	<b>10%</b>	<b>87</b>	<b>10%</b>	<b>48</b>	<b>9%</b>
<b>Rural</b>	<b>93</b>	<b>12%</b>	<b>98</b>	<b>11%</b>	<b>129</b>	<b>13%</b>	<b>129</b>	<b>12%</b>	<b>93</b>	<b>10%</b>	<b>71</b>	<b>13%</b>
<b>Urban</b>	<b>698</b>	<b>88%</b>	<b>827</b>	<b>89%</b>	<b>855</b>	<b>87%</b>	<b>922</b>	<b>88%</b>	<b>816</b>	<b>90%</b>	<b>455</b>	<b>87%</b>
<b>\$150K and Under</b>	<b>596</b>	<b>75%</b>	<b>716</b>	<b>77%</b>	<b>717</b>	<b>73%</b>	<b>697</b>	<b>66%</b>	<b>571</b>	<b>63%</b>	<b>349</b>	<b>66%</b>
<b>&gt;\$150K - \$350K</b>	<b>195</b>	<b>25%</b>	<b>209</b>	<b>23%</b>	<b>267</b>	<b>27%</b>	<b>354</b>	<b>34%</b>	<b>338</b>	<b>37%</b>	<b>177</b>	<b>34%</b>

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