Weekly Approvals Report with data as of 11/06 for each FY

7(a) Approval Amount

| Portfolio Segment | FY16 Amount | FY16 % | FY17 Amount | FY17 % | FY18 Amount | FY18 % | FY19 Amount | FY19 % | FY20 Amount | FY20 % | FY21 Amount | FY21 % |
|--|-----------------|-----------|-----------------|-----------|-----------------|-----------|-------------------------|-----------|-----------------|-----------|-----------------|-----------|
| All 7(A) | \$1,997,534,800 | | \$1,984,187,600 | | \$2,151,102,400 | | \$2,060,345,100 | | \$2,056,814,300 | | \$1,609,436,900 | |
| All Minority | \$570,510,900 | 29% | \$614,349,700 | 31% | \$657,374,600 | 31% | \$721,291,600 | 35% | \$660,777,700 | 32% | \$464,259,000 | 29% |
| Ethnicity - AMERICAN INDIAN | \$4,968,500 | 0% | \$7,233,600 | 0% | \$10,985,000 | 1% | \$20,631,300 | 1% | \$9,787,000 | 0% | \$8,253,800 | 1% |
| Ethnicity - ASIAN OR PACIFIC | \$422,826,900 | 21% | \$437,120,400 | 22% | \$469,171,300 | 22% | \$488,227,500 | 24% | \$472,385,800 | 23% | \$301,867,000 | 19% |
| Ethnicity - BLACK | \$39,700,000 | 2% | \$50,010,300 | 3% | \$60,391,600 | 3% | \$73,993,900 | 4% | \$63,776,900 | 3% | \$44,104,500 | 3% |
| Ethnicity - HISPANIC | \$103,015,500 | 5% | \$119,985,400 | 6% | \$116,826,700 | 5% | \$138,438,900 | 7% | \$114,828,000 | 6% | \$110,033,700 | 7% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$299,275,400 | 15% | \$328,136,800 | 17% | \$361,875,100 | 17% | \$364,292,700 | 18% | \$441,541,000 | 21% | \$426,605,300 | 27% |
| Ethnicity - WHITE | \$1,127,748,500 | 56% | \$1,041,701,100 | 53% | \$1,131,852,700 | 53% | \$974,760,800 | 47% | \$954,495,600 | 46% | \$718,572,600 | 45% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$302,167,100 | 15% | \$271,621,200 | 14% | \$306,588,600 | 14% | \$319,700,300 | 16% | \$284,710,900 | 14% | \$207,963,200 | 13% |
| Gender - Female Owned more than 50% | \$302,791,100 | 15% | \$282,013,600 | 14% | \$320,747,400 | 15% | \$283,102,800 | 14% | \$304,910,600 | 15% | \$203,374,900 | 13% |
| Gender - Male Owned | \$1,392,576,600 | 70% | \$1,430,552,800 | 72% | \$1,523,766,400 | 71% | \$1,457,542,000 | 71% | \$1,467,192,800 | 71% | \$1,198,098,800 | 74% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$957,128,200 | 46% | \$940,435,900 | 46% | \$806,818,000 | 50% |
| Business Age - New Business or | 4- | | 4- | | 4- | | 4- | | 4.5 | | | |
| 2 years or less | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$197,675,900 | 12% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$355,864,900 | 17% | \$367,855,000 | 18% | \$243,619,800 | 15% |
| Business Age - Change of | 70 | 070 | 70 | 070 | 70 | 070 | 7333,004,300 | 1770 | 7307,033,000 | 1070 | 7243,013,000 | 13/0 |
| Ownership | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$493,620,700 | 24% | \$538,940,500 | 26% | \$361,293,200 | 22% |
| Veteran | \$89,780,300 | 4% | \$74,285,100 | 4% | \$63,028,800 | 3% | \$82,677,000 | 4% | \$57,407,600 | 3% | \$49,701,100 | 3% |
| Rural | \$394,636,600 | 20% | \$341,089,500 | 17% | \$312,013,100 | 15% | \$327,317,600 | 16% | \$355,411,900 | 17% | \$282,247,300 | 18% |
| Urban | \$1,602,898,200 | 80% | \$1,643,098,100 | 83% | \$1,839,089,300 | 85% | \$1,733,027,500 | 84% | \$1,701,402,400 | 83% | \$1,327,189,600 | 82% |
| Export | \$130,534,100 | 7% | \$89,740,000 | 5% | \$86,214,400 | 4% | \$117,896,100 | 6% | \$66,797,000 | 3% | \$84,756,500 | 5% |
| CAPLine | \$34,246,300 | 2% | \$15,906,800 | 1% | \$14,196,000 | 1% | \$17,000,000 | 1% | \$20,159,500 | 1% | \$17,823,000 | 1% |
| PLP | \$1,172,574,000 | 59% | \$1,200,780,900 | 61% | \$1,496,814,100 | 70% | \$1,496,496,600 | 73% | \$1,544,178,500 | 75% | \$1,097,272,700 | 68% |
| Express | \$206,137,100 | 10% | \$174,588,000 | 9% | \$202,082,300 | 9% | \$154,759,200 | 8% | \$168,194,600 | 8% | \$135,040,600 | 8% |
| Community Advantage | \$9,618,500 | 0% | \$13,054,800 | 1% | \$13,291,400 | 1% | \$11,756,500 | 1% | \$9,741,900 | 0% | \$8,606,200 | 1% |
| \$150K and Under | \$213,779,700 | 11% | \$185,773,200 | 9% | \$206,740,300 | 10% | \$147,348,000 | 7% | \$158,275,300 | 8% | \$93,967,700 | 6% |
| >\$150K - \$350K | \$240,087,700 | 12% | \$220,002,600 | 11% | \$251,658,100 | 12% | \$248,569,500 | 12% | \$269,354,200 | 13% | \$164,935,200 | 10% |
| >\$350K - \$2M | \$983,020,800 | 49% | \$903,237,200 | 46% | \$967,896,500 | 45% | \$922,464,800 | 45% | \$919,656,000 | 45% | \$780,511,500 | 48% |
| >\$2M | \$560,646,600 | 28% | \$675,174,600 | 34% | \$724,807,500 | 34% | \$741,962,800 | 36% | \$709,528,800 | 34% | \$570,022,500 | 35% |

7(a) Approval Count

| Portfolio Segment | FY16 Count | FY16 % | FY17 Count | FY17 % | FY18 Count | FY18 % | FY19 Count | FY19 % | FY20 Count | FY20 % | FY21 Count | FY21 % |
|---|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| All 7(A) | 6,052 | | 5,228 | | 5,836 | | 4,604 | | 4,821 | | 3,198 | |
| All Minority | 1,621 | 27% | 1,401 | 27% | 1,575 | 27% | 1,290 | 28% | 1,341 | 28% | 892 | 28% |
| Ethnicity - AMERICAN INDIAN | 34 | 1% | 37 | 1% | 44 | 1% | 40 | 1% | 37 | 1% | 25 | 1% |
| Ethnicity - ASIAN OR PACIFIC | 810 | 13% | 699 | 13% | 758 | 13% | 642 | 14% | 626 | 13% | 390 | 12% |
| Ethnicity - BLACK | 274 | 5% | 214 | 4% | 281 | 5% | 210 | 5% | 225 | 5% | 178 | 6% |
| Ethnicity - HISPANIC | 503 | 8% | 451 | 9% | 492 | 8% | 398 | 9% | 453 | 9% | 299 | 9% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 752 | 12% | 687 | 13% | 830 | 14% | 715 | 16% | 842 | 17% | 590 | 18% |
| Ethnicity - WHITE | 3,679 | 61% | 3,140 | 60% | 3,431 | 59% | 2,599 | 56% | 2,638 | 55% | 1,716 | 54% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or | | | | | | | | | | | | |
| less | 828 | 14% | 685 | 13% | 735 | 13% | 663 | 14% | 592 | 12% | 425 | 13% |
| Gender - Female Owned more | | | | | | | | | | | | |
| than 50% | 1,139 | 19% | 957 | 18% | 1,080 | 19% | 803 | 17% | 921 | 19% | 545 | 17% |
| Gender - Male Owned | 4,085 | 67% | 3,586 | 69% | 4,021 | 69% | 3,138 | 68% | 3,308 | 69% | 2,228 | 70% |
| Business Age - Existing or more | | 00/ | | 0% | | 00/ | 2.252 | F10/ | 2.552 | F20/ | 1.000 | F20/ |
| than 2 years old Business Age - New Business or | - | 0% | - | 0% | - | 0% | 2,353 | 51% | 2,553 | 53% | 1,689 | 53% |
| 2 years or less | - | 0% | - | 0% | <u>-</u> | 0% | - | 0% | - | 0% | 583 | 18% |
| Business Age - Startup, Loan | | 070 | | 070 | | 070 | | 070 | | 070 | 303 | 10/0 |
| Funds will Open Business | - | 0% | - | 0% | - | 0% | 757 | 16% | 798 | 17% | 540 | 17% |
| Business Age - Change of | | | | | | | | | | | | |
| Ownership | - | 0% | - | 0% | - | 0% | 585 | 13% | 605 | 13% | 385 | 12% |
| Veteran | 277 | 5% | 255 | 5% | 284 | 5% | 210 | 5% | 208 | 4% | 145 | 5% |
| Rural | 1,043 | 17% | 933 | 18% | 965 | 17% | 729 | 16% | 827 | 17% | 643 | 20% |
| Urban | 5,009 | 83% | 4,295 | 82% | 4,871 | 83% | 3,875 | 84% | 3,994 | 83% | 2,555 | 80% |
| Export | 167 | 3% | 100 | 2% | 64 | 1% | 90 | 2% | 59 | 1% | 61 | 2% |
| CAPLine | 43 | 1% | 34 | 1% | 19 | 0% | 19 | 0% | 25 | 1% | 18 | 1% |
| PLP | 1,411 | 23% | 1,337 | 26% | 2,281 | 39% | 2,063 | 45% | 2,102 | 44% | 1,397 | 44% |
| Express | 3,327 | 55% | 2,640 | 50% | 2,986 | 51% | 1,986 | 43% | 2,213 | 46% | 1,370 | 43% |
| Community Advantage | 83 | 1% | 101 | 2% | 99 | 2% | 87 | 2% | 74 | 2% | 53 | 2% |
| \$150K and Under | 3,828 | 63% | 3,123 | 60% | 3,508 | 60% | 2,301 | 50% | 2,503 | 52% | 1,493 | 47% |
| >\$150K - \$350K | 919 | 15% | 832 | 16% | 958 | 16% | 961 | 21% | 1,028 | 21% | 629 | 20% |
| >\$350K - \$2M | 1,122 | 19% | 1,059 | 20% | 1,137 | 19% | 1,103 | 24% | 1,076 | 22% | 895 | 28% |
| >\$2M | 183 | 3% | 214 | 4% | 233 | 4% | 239 | 5% | 214 | 4% | 181 | 6% |

504 Approval Amount

| Portfolio Segment | FY16 Amount | FY16 % | FY17 Amount | FY17 % | FY18 Amount | FY18 % | FY19 Amount | FY19 % | FY20 Amount | FY20 % | FY21 Amount | FY21 % |
|--|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|
| All 504 | \$523,420,000 | | \$403,278,000 | | \$471,654,000 | | \$578,517,000 | | \$706,096,000 | | \$619,376,540 | |
| All Minority | \$169,981,000 | 32% | \$125,493,000 | 31% | \$121,041,000 | 26% | \$133,510,000 | 23% | \$174,489,000 | 25% | \$151,103,000 | 24% |
| Ethnicity - AMERICAN INDIAN | \$1,535,000 | 0% | \$0 | 0% | \$255,000 | 0% | \$0 | 0% | \$0 | 0% | \$333,000 | 0% |
| Ethnicity - ASIAN OR PACIFIC | \$103,056,000 | 20% | \$84,787,000 | 21% | \$86,142,000 | 18% | \$79,019,000 | 14% | \$107,689,000 | 15% | \$81,944,000 | 13% |
| Ethnicity - BLACK | \$26,621,000 | 5% | \$13,171,000 | 3% | \$1,579,000 | 0% | \$15,342,000 | 3% | \$9,522,000 | 1% | \$9,475,000 | 2% |
| Ethnicity - HISPANIC | \$38,769,000 | 7% | \$27,535,000 | 7% | \$33,065,000 | 7% | \$39,149,000 | 7% | \$57,278,000 | 8% | \$59,351,000 | 10% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$63,685,000 | 12% | \$50,943,000 | 13% | \$101,982,000 | 22% | \$152,522,000 | 26% | \$188,328,000 | 27% | \$110,643,000 | 18% |
| Ethnicity - WHITE | \$289,754,000 | 55% | \$226,842,000 | 56% | \$248,631,000 | 53% | \$292,485,000 | 51% | \$343,279,000 | 49% | \$357,630,540 | 58% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$4,018,000 | 1% | \$35,520,000 | 9% | \$104,857,000 | 22% | \$108,765,000 | 19% | \$151,862,000 | 22% | \$126,371,000 | 20% |
| Gender - Female Owned more than 50% | \$61,455,000 | 12% | \$47,566,000 | 12% | \$37,720,000 | 8% | \$56,314,000 | 10% | \$66,358,000 | 9% | \$50,124,000 | 8% |
| Gender - Male Owned | \$457,947,000 | 87% | \$320,192,000 | 79% | \$329,077,000 | 70% | \$413,438,000 | 71% | \$487,876,000 | 69% | \$442,881,540 | 72% |
| Business Age - Existing or more | | | | | | | | | | | | |
| than 2 years old | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$441,587,000 | 76% | \$523,117,000 | 74% | \$530,685,000 | 86% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$1,164,000 | 0% | \$1,693,000 | 0% | \$12,245,540 | 2% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$86,572,000 | 15% | \$149,433,000 | 21% | \$61,908,000 | 10% |
| Business Age - Change of | | | | | | | | | | | | |
| Ownership | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$254,000 | 0% | \$11,501,000 | 2% | \$14,538,000 | 2% |
| Veteran | \$16,544,000 | 3% | \$6,181,000 | 2% | \$6,445,000 | 1% | \$9,719,000 | 2% | \$28,101,000 | 4% | \$12,689,000 | 2% |
| Rural | \$69,840,000 | 13% | \$53,867,000 | 13% | \$70,504,000 | 15% | \$74,460,000 | 13% | \$105,946,000 | 15% | \$86,499,540 | 14% |
| Urban | \$453,580,000 | 87% | \$349,411,000 | 87% | \$401,150,000 | 85% | \$504,057,000 | 87% | \$600,150,000 | 85% | \$532,877,000 | 86% |
| Export | \$18,133,000 | 3% | \$9,436,000 | 2% | \$3,793,000 | 1% | \$3,380,000 | 1% | \$16,105,000 | 2% | \$6,486,000 | 1% |
| \$150K and Under | \$6,475,000 | 1% | \$6,895,000 | 2% | \$5,422,000 | 1% | \$6,480,000 | 1% | \$6,671,000 | 1% | \$6,496,540 | 1% |
| >\$150K - \$350K | \$37,254,000 | 7% | \$32,590,000 | 8% | \$40,830,000 | 9% | \$40,756,000 | 7% | \$50,947,000 | 7% | \$56,286,000 | 9% |
| >\$350K - \$2M | \$277,301,000 | 53% | \$261,537,000 | 65% | \$273,769,000 | 58% | \$333,195,000 | 58% | \$392,406,000 | 56% | \$368,415,000 | 59% |
| >\$2M | \$202,390,000 | 39% | \$102,256,000 | 25% | \$151,633,000 | 32% | \$198,086,000 | 34% | \$256,072,000 | 36% | \$188,179,000 | 30% |

504 Approval Count

| Portfolio Segment | FY16 Count | FY16 % | FY17 Count | FY17 % | FY18 Count | FY18 % | FY19 Count | FY19 % | FY20 Count | FY20 % | FY21 Count | FY21 % |
|--|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| All 504 | 610 | | 536 | | 580 | | 692 | | 811 | | 785 | |
| All Minority | 148 | 24% | 131 | 24% | 133 | 23% | 153 | 22% | 166 | 20% | 172 | 22% |
| Ethnicity - AMERICAN INDIAN | 1 | 0% | - | 0% | 1 | 0% | - | 0% | - | 0% | 1 | 0% |
| Ethnicity - ASIAN OR PACIFIC | 69 | 11% | 72 | 13% | 73 | 13% | 70 | 10% | 70 | 9% | 76 | 10% |
| Ethnicity - BLACK | 29 | 5% | 16 | 3% | 6 | 1% | 18 | 3% | 18 | 2% | 23 | 3% |
| Ethnicity - HISPANIC | 49 | 8% | 43 | 8% | 53 | 9% | 65 | 9% | 78 | 10% | 72 | 9% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 65 | 11% | 51 | 10% | 100 | 17% | 131 | 19% | 190 | 23% | 122 | 16% |
| Ethnicity - WHITE | 397 | 65% | 354 | 66% | 347 | 60% | 408 | 59% | 455 | 56% | 491 | 63% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 5 | 1% | 55 | 10% | 142 | 24% | 172 | 25% | 198 | 24% | 170 | 22% |
| Gender - Female Owned more than 50% | 90 | 15% | 83 | 15% | 69 | 12% | 77 | 11% | 107 | 13% | 99 | 13% |
| Gender - Male Owned | 515 | 84% | 398 | 74% | 369 | 64% | 443 | 64% | 506 | 62% | 516 | 66% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | 564 | 82% | 652 | 80% | 674 | 86% |
| Business Age - New Business or 2 years or less | - | 0% | - | 0% | - | 0% | 1 | 0% | 1 | 0% | 16 | 2% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | 83 | 12% | 128 | 16% | 78 | 10% |
| Business Age - Change of Ownership | - | 0% | - | 0% | - | 0% | 1 | 0% | 14 | 2% | 17 | 2% |
| Veteran | 32 | 5% | 15 | 3% | 15 | 3% | 12 | 2% | 34 | 4% | 18 | 2% |
| Rural | 99 | 16% | 79 | 15% | 108 | 19% | 121 | 17% | 146 | 18% | 144 | 18% |
| Urban | 511 | 84% | 457 | 85% | 472 | 81% | 571 | 83% | 665 | 82% | 641 | 82% |
| Export | 21 | 3% | 10 | 2% | 5 | 1% | 5 | 1% | 9 | 1% | 9 | 1% |
| \$150K and Under | 59 | 10% | 60 | 11% | 45 | 8% | 56 | 8% | 58 | 7% | 57 | 7% |
| >\$150K - \$350K | 154 | 25% | 132 | 25% | 162 | 28% | 163 | 24% | 206 | 25% | 223 | 28% |
| >\$350K - \$2M | 333 | 55% | 309 | 58% | 326 | 56% | 406 | 59% | 468 | 58% | 444 | 57% |
| >\$2M | 64 | 10% | 35 | 7% | 47 | 8% | 67 | 10% | 79 | 10% | 61 | 8% |

Community Advantage Approval Amount

| Portfolio Segment | FY16 Amount | FY16 % | FY17 Amount | FY17 % | FY18 Amount | FY18 % | FY19 Amount | FY19 % | FY20 Amount | FY20 % | FY21 Amount | FY21 % |
|--|-------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|-------------|-----------|-------------|-----------|
| All Community Advantage | \$9,618,500 | | \$13,054,800 | | \$13,291,400 | | \$11,756,500 | | \$9,741,900 | | \$8,606,200 | |
| All Minority | \$3,475,000 | 36% | \$4,844,200 | 37% | \$5,525,600 | 42% | \$4,057,500 | 35% | \$4,647,400 | 48% | \$2,692,800 | 31% |
| Ethnicity - AMERICAN INDIAN | \$0 | 0% | \$150,000 | 1% | \$0 | 0% | \$250,000 | 2% | \$169,000 | 2% | \$100,000 | 1% |
| Ethnicity - ASIAN OR PACIFIC | \$705,000 | 7% | \$1,352,500 | 10% | \$1,497,500 | 11% | \$765,000 | 7% | \$1,178,000 | 12% | \$700,100 | 8% |
| Ethnicity – BLACK | \$1,469,300 | 15% | \$1,287,300 | 10% | \$1,560,300 | 12% | \$1,042,400 | 9% | \$2,273,300 | 23% | \$1,007,000 | 12% |
| Ethnicity – HISPANIC | \$1,300,700 | 14% | \$2,054,400 | 16% | \$2,467,800 | 19% | \$2,000,100 | 17% | \$1,027,100 | 11% | \$885,700 | 10% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity – UNDETERMINED | \$325,000 | 3% | \$251,000 | 2% | \$427,300 | 3% | \$1,040,000 | 9% | \$1,116,500 | 11% | \$400,000 | 5% |
| Ethnicity – WHITE | \$5,818,500 | 60% | \$7,959,600 | 61% | \$7,338,500 | 55% | \$6,659,000 | 57% | \$3,978,000 | 41% | \$5,513,400 | 64% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$579,000 | 6% | \$3,178,500 | 24% | \$2,211,300 | 17% | \$2,277,700 | 19% | \$2,089,900 | 21% | \$1,019,900 | 12% |
| Gender - Female Owned more than 50% | \$3,427,600 | 36% | \$3,059,300 | 23% | \$4,018,000 | 30% | \$4,289,700 | 36% | \$2,612,500 | 27% | \$2,134,200 | 25% |
| Gender - Male Owned | \$5,611,900 | 58% | \$6,817,000 | 52% | \$7,062,100 | 53% | \$5,189,100 | 44% | \$5,039,500 | 52% | \$5,452,100 | 63% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$4,022,000 | 34% | \$4,408,500 | 45% | \$2,535,500 | 29% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$1,056,700 | 12% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$4,631,400 | 39% | \$3,605,400 | 37% | \$3,858,300 | 45% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$1,514,800 | 13% | \$957,500 | 10% | \$1,155,700 | 13% |
| Veteran | \$206,700 | 2% | \$719,400 | 6% | \$1,929,000 | 15% | \$935,500 | 8% | \$681,300 | 7% | \$225,000 | 3% |
| Rural | \$1,360,400 | 14% | \$1,519,500 | 12% | \$2,377,400 | 18% | \$911,800 | 8% | \$979,200 | 10% | \$1,594,000 | 19% |
| Urban | \$8,258,100 | 86% | \$11,535,300 | 88% | \$10,914,000 | 82% | \$10,844,700 | 92% | \$8,762,700 | 90% | \$7,012,200 | 81% |
| \$150K and Under | \$6,243,500 | 65% | \$8,456,500 | 65% | \$6,920,900 | 52% | \$5,440,100 | 46% | \$4,495,600 | 46% | \$3,153,800 | 37% |
| >\$150K - \$350K | \$3,375,000 | 35% | \$4,598,300 | 35% | \$6,370,500 | 48% | \$6,316,400 | 54% | \$5,246,300 | 54% | \$5,452,400 | 63% |

Community Advantage Approval Count

| Portfolio Segment | FY16 Count | FY16 % | FY17 Count | FY17 % | FY18 Count | FY18 % | FY19 Count | FY19 % | FY20 Count | FY20 % | FY21 Count | FY21 % |
|--|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| All Community Advantage | 83 | | 101 | | 99 | | 87 | | 74 | | 53 | |
| All Minority | 33 | 40% | 37 | 37% | 39 | 39% | 30 | 34% | 33 | 45% | 18 | 34% |
| Ethnicity - AMERICAN INDIAN | - | 0% | 1 | 1% | - | 0% | 1 | 1% | 3 | 4% | 1 | 2% |
| Ethnicity - ASIAN OR PACIFIC | 5 | 6% | 10 | 10% | 10 | 10% | 6 | 7% | 7 | 9% | 6 | 11% |
| Ethnicity – BLACK | 13 | 16% | 10 | 10% | 13 | 13% | 8 | 9% | 15 | 20% | 6 | 11% |
| Ethnicity – HISPANIC | 15 | 18% | 16 | 16% | 16 | 16% | 15 | 17% | 8 | 11% | 5 | 9% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity – UNDETERMINED | 2 | 2% | 3 | 3% | 4 | 4% | 9 | 10% | 13 | 18% | 2 | 4% |
| Ethnicity – WHITE | 48 | 58% | 61 | 60% | 56 | 57% | 48 | 55% | 28 | 38% | 33 | 62% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 8 | 10% | 23 | 23% | - | 0% | 17 | 20% | 15 | 20% | 5 | 9% |
| Gender - Female Owned more than 50% | 27 | 33% | 25 | 25% | - | 0% | 31 | 36% | 21 | 28% | 15 | 28% |
| Gender - Male Owned | 48 | 58% | 53 | 52% | - | 0% | 39 | 45% | 38 | 51% | 33 | 62% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | 31 | 36% | 34 | 46% | 16 | 30% |
| Business Age - New Business or 2 years or less | - | 0% | | 0% | - | 0% | - | 0% | - | 0% | 8 | 15% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | 35 | 40% | 26 | 35% | 22 | 42% |
| Business Age - Change of Ownership | - | 0% | - | 0% | - | 0% | 9 | 10% | 7 | 9% | 7 | 13% |
| Veteran | 3 | 0% | 5 | 5% | 14 | 14% | 8 | 9% | 5 | 7% | 1 | 2% |
| Rural | 11 | 13% | 14 | 14% | 17 | 17% | 7 | 8% | 8 | 11% | 11 | 21% |
| Urban | 72 | 87% | 87 | 86% | 82 | 83% | 80 | 92% | 66 | 89% | 42 | 79% |
| \$150K and Under | 68 | 82% | 81 | 80% | 71 | 72% | 59 | 68% | 51 | 69% | 29 | 55% |
| >\$150K - \$350K | 15 | 18% | 20 | 20% | 28 | 28% | 28 | 32% | 23 | 31% | 24 | 45% |