

Weekly Approvals Report with data as of 11/27 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 %
<b>All 7(A)</b>	<b>\$3,125,155,800</b>		<b>\$3,185,089,200</b>		<b>\$3,572,387,400</b>		<b>\$3,183,631,100</b>		<b>\$3,606,588,400</b>		<b>\$2,616,743,900</b>	
<b>All Minority</b>	<b>\$927,782,100</b>	<b>30%</b>	<b>\$1,013,788,600</b>	<b>32%</b>	<b>\$1,110,575,100</b>	<b>31%</b>	<b>\$1,114,229,700</b>	<b>35%</b>	<b>\$1,163,600,300</b>	<b>32%</b>	<b>\$722,868,500</b>	<b>28%</b>
Ethnicity - AMERICAN INDIAN	\$8,790,100	0%	\$11,376,900	0%	\$18,770,900	1%	\$30,148,900	1%	\$14,100,600	0%	\$13,925,300	1%
Ethnicity - ASIAN OR PACIFIC	\$702,224,000	22%	\$742,505,900	23%	\$798,852,500	22%	\$788,620,200	25%	\$833,621,300	23%	\$468,819,600	18%
Ethnicity - BLACK	\$54,852,500	2%	\$79,447,100	2%	\$95,775,700	3%	\$101,164,900	3%	\$100,579,200	3%	\$68,271,500	3%
Ethnicity - HISPANIC	\$161,915,500	5%	\$180,458,700	6%	\$197,176,000	6%	\$194,295,700	6%	\$215,299,200	6%	\$171,852,100	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$457,881,100	15%	\$497,401,100	16%	\$586,937,000	16%	\$570,872,700	18%	\$759,016,000	21%	\$678,108,200	26%
Ethnicity - WHITE	\$1,739,492,600	56%	\$1,673,899,500	53%	\$1,874,875,300	52%	\$1,498,528,700	47%	\$1,683,972,100	47%	\$1,215,767,200	46%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$500,501,100	16%	\$435,988,200	14%	\$537,687,300	15%	\$492,076,300	15%	\$510,821,600	14%	\$327,196,200	13%
Gender - Female Owned more than 50%	\$464,465,700	15%	\$461,314,300	14%	\$507,188,800	14%	\$429,335,100	13%	\$528,104,300	15%	\$348,906,500	13%
Gender - Male Owned	\$2,160,189,000	69%	\$2,287,786,700	72%	\$2,527,511,300	71%	\$2,262,219,700	71%	\$2,567,662,500	71%	\$1,940,641,200	74%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$1,527,893,800	48%	\$1,644,442,100	46%	\$1,328,294,900	51%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$5,000	0%	\$0	0%	\$326,228,700	12%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$531,449,300	17%	\$597,847,000	17%	\$371,906,000	14%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$734,857,200	23%	\$930,787,400	26%	\$586,715,300	22%
<b>Veteran</b>	<b>\$131,823,700</b>	<b>4%</b>	<b>\$118,559,700</b>	<b>4%</b>	<b>\$126,661,500</b>	<b>4%</b>	<b>\$122,370,500</b>	<b>4%</b>	<b>\$126,522,000</b>	<b>4%</b>	<b>\$92,897,300</b>	<b>4%</b>
<b>Rural</b>	<b>\$589,095,300</b>	<b>19%</b>	<b>\$538,780,600</b>	<b>17%</b>	<b>\$521,085,600</b>	<b>15%</b>	<b>\$498,810,100</b>	<b>16%</b>	<b>\$592,872,100</b>	<b>16%</b>	<b>\$446,630,200</b>	<b>17%</b>
<b>Urban</b>	<b>\$2,536,060,500</b>	<b>81%</b>	<b>\$2,646,308,600</b>	<b>83%</b>	<b>\$3,051,301,800</b>	<b>85%</b>	<b>\$2,684,821,000</b>	<b>84%</b>	<b>\$3,013,716,300</b>	<b>84%</b>	<b>\$2,170,113,700</b>	<b>83%</b>
<b>Export</b>	<b>\$209,576,500</b>	<b>7%</b>	<b>\$156,991,300</b>	<b>5%</b>	<b>\$154,777,400</b>	<b>4%</b>	<b>\$150,073,500</b>	<b>5%</b>	<b>\$113,307,200</b>	<b>3%</b>	<b>\$113,380,700</b>	<b>4%</b>
<b>CAPLine</b>	<b>\$51,160,300</b>	<b>2%</b>	<b>\$27,743,800</b>	<b>1%</b>	<b>\$33,012,900</b>	<b>1%</b>	<b>\$41,359,300</b>	<b>1%</b>	<b>\$46,435,500</b>	<b>1%</b>	<b>\$27,323,000</b>	<b>1%</b>
<b>PLP</b>	<b>\$1,921,208,800</b>	<b>61%</b>	<b>\$2,030,405,600</b>	<b>64%</b>	<b>\$2,559,412,700</b>	<b>72%</b>	<b>\$2,367,627,100</b>	<b>74%</b>	<b>\$2,766,688,400</b>	<b>77%</b>	<b>\$1,839,579,100</b>	<b>70%</b>
<b>Express</b>	<b>\$311,534,400</b>	<b>10%</b>	<b>\$275,406,100</b>	<b>9%</b>	<b>\$312,658,700</b>	<b>9%</b>	<b>\$231,779,500</b>	<b>7%</b>	<b>\$276,453,600</b>	<b>8%</b>	<b>\$206,441,400</b>	<b>8%</b>
<b>Community Advantage</b>	<b>\$13,021,100</b>	<b>0%</b>	<b>\$19,160,700</b>	<b>1%</b>	<b>\$19,688,300</b>	<b>1%</b>	<b>\$19,239,800</b>	<b>1%</b>	<b>\$16,943,300</b>	<b>0%</b>	<b>\$12,175,300</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$321,585,000</b>	<b>10%</b>	<b>\$286,203,100</b>	<b>9%</b>	<b>\$318,403,600</b>	<b>9%</b>	<b>\$231,261,800</b>	<b>7%</b>	<b>\$258,435,700</b>	<b>7%</b>	<b>\$140,699,200</b>	<b>5%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$370,751,400</b>	<b>12%</b>	<b>\$355,527,800</b>	<b>11%</b>	<b>\$400,179,200</b>	<b>11%</b>	<b>\$379,414,200</b>	<b>12%</b>	<b>\$434,473,400</b>	<b>12%</b>	<b>\$272,145,600</b>	<b>10%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$1,545,420,100</b>	<b>49%</b>	<b>\$1,474,685,900</b>	<b>46%</b>	<b>\$1,565,152,000</b>	<b>44%</b>	<b>\$1,447,134,700</b>	<b>45%</b>	<b>\$1,612,002,500</b>	<b>45%</b>	<b>\$1,276,008,100</b>	<b>49%</b>
<b>&gt;\$2M</b>	<b>\$887,399,300</b>	<b>28%</b>	<b>\$1,068,672,400</b>	<b>34%</b>	<b>\$1,288,652,600</b>	<b>36%</b>	<b>\$1,125,820,400</b>	<b>35%</b>	<b>\$1,301,676,800</b>	<b>36%</b>	<b>\$927,891,000</b>	<b>35%</b>

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## 7(a) Approval Count

Portfolio Segment	FY16 Count	FY16 %	FY17 Count	FY17 %	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %	FY21 Count	FY21 %
<b>All 7(A)</b>	<b>9,185</b>		<b>8,127</b>		<b>9,067</b>		<b>7,194</b>		<b>7,931</b>		<b>4,974</b>	
<b>All Minority</b>	<b>2,484</b>	<b>27%</b>	<b>2,153</b>	<b>26%</b>	<b>2,420</b>	<b>27%</b>	<b>2,014</b>	<b>28%</b>	<b>2,229</b>	<b>28%</b>	<b>1,332</b>	<b>27%</b>
Ethnicity - AMERICAN INDIAN	55	1%	46	1%	63	1%	53	1%	61	1%	38	1%
Ethnicity - ASIAN OR PACIFIC	1,263	14%	1,095	13%	1,188	13%	1,000	14%	1,042	13%	589	12%
Ethnicity - BLACK	370	4%	339	4%	420	5%	328	5%	379	5%	269	5%
Ethnicity - HISPANIC	796	9%	673	8%	749	8%	633	9%	747	9%	436	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	1,133	12%	1,082	13%	1,303	14%	1,164	16%	1,374	17%	955	19%
Ethnicity - WHITE	5,568	61%	4,892	60%	5,344	59%	4,016	56%	4,328	55%	2,687	54%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	1,278	14%	1,071	13%	1,188	13%	1,022	14%	1,002	13%	636	13%
Gender - Female Owned more than 50%	1,714	19%	1,508	19%	1,618	18%	1,260	18%	1,474	19%	872	18%
Gender - Male Owned	6,193	67%	5,548	68%	6,261	69%	4,912	68%	5,455	69%	3,466	70%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	3,746	52%	4,209	53%	2,663	54%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	1	0%	-	0%	847	17%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	1,142	16%	1,305	16%	824	17%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	876	12%	994	13%	635	13%
<b>Veteran</b>	<b>417</b>	<b>5%</b>	<b>409</b>	<b>5%</b>	<b>440</b>	<b>5%</b>	<b>325</b>	<b>5%</b>	<b>379</b>	<b>5%</b>	<b>233</b>	<b>5%</b>
<b>Rural</b>	<b>1,541</b>	<b>17%</b>	<b>1,386</b>	<b>17%</b>	<b>1,486</b>	<b>16%</b>	<b>1,136</b>	<b>16%</b>	<b>1,368</b>	<b>17%</b>	<b>991</b>	<b>20%</b>
<b>Urban</b>	<b>7,644</b>	<b>83%</b>	<b>6,741</b>	<b>83%</b>	<b>7,581</b>	<b>84%</b>	<b>6,058</b>	<b>84%</b>	<b>6,563</b>	<b>83%</b>	<b>3,983</b>	<b>80%</b>
<b>Export</b>	<b>255</b>	<b>3%</b>	<b>161</b>	<b>2%</b>	<b>109</b>	<b>1%</b>	<b>137</b>	<b>2%</b>	<b>95</b>	<b>1%</b>	<b>92</b>	<b>2%</b>
<b>CAPLine</b>	<b>76</b>	<b>1%</b>	<b>54</b>	<b>1%</b>	<b>31</b>	<b>0%</b>	<b>47</b>	<b>1%</b>	<b>47</b>	<b>1%</b>	<b>25</b>	<b>1%</b>
<b>PLP</b>	<b>2,265</b>	<b>25%</b>	<b>2,244</b>	<b>28%</b>	<b>3,711</b>	<b>41%</b>	<b>3,281</b>	<b>46%</b>	<b>3,577</b>	<b>45%</b>	<b>2,352</b>	<b>47%</b>
<b>Express</b>	<b>4,940</b>	<b>54%</b>	<b>3,982</b>	<b>49%</b>	<b>4,515</b>	<b>50%</b>	<b>3,087</b>	<b>43%</b>	<b>3,566</b>	<b>45%</b>	<b>1,996</b>	<b>40%</b>
<b>Community Advantage</b>	<b>115</b>	<b>1%</b>	<b>144</b>	<b>2%</b>	<b>145</b>	<b>2%</b>	<b>140</b>	<b>2%</b>	<b>122</b>	<b>2%</b>	<b>78</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>5,715</b>	<b>62%</b>	<b>4,700</b>	<b>58%</b>	<b>5,307</b>	<b>59%</b>	<b>3,639</b>	<b>51%</b>	<b>4,036</b>	<b>51%</b>	<b>2,200</b>	<b>44%</b>
<b>&gt;\$150K - \$350K</b>	<b>1,408</b>	<b>15%</b>	<b>1,343</b>	<b>17%</b>	<b>1,530</b>	<b>17%</b>	<b>1,457</b>	<b>20%</b>	<b>1,650</b>	<b>21%</b>	<b>1,030</b>	<b>21%</b>
<b>&gt;\$350K - \$2M</b>	<b>1,776</b>	<b>19%</b>	<b>1,741</b>	<b>21%</b>	<b>1,827</b>	<b>20%</b>	<b>1,734</b>	<b>24%</b>	<b>1,850</b>	<b>23%</b>	<b>1,451</b>	<b>29%</b>
<b>&gt;\$2M</b>	<b>286</b>	<b>3%</b>	<b>343</b>	<b>4%</b>	<b>403</b>	<b>4%</b>	<b>364</b>	<b>5%</b>	<b>395</b>	<b>5%</b>	<b>293</b>	<b>6%</b>

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## 504 Approval Amount

Portfolio Segment	FY16 Amount	FY16 %	FY17 Amount	FY17 %	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %	FY21 Amount	FY21 %
<b>All 504</b>	<b>\$774,598,000</b>		<b>\$673,178,000</b>		<b>\$752,769,000</b>		<b>\$833,398,000</b>		<b>\$1,096,060,000</b>		<b>\$1,072,243,540</b>	
<b>All Minority</b>	<b>\$252,564,000</b>	<b>33%</b>	<b>\$203,061,000</b>	<b>30%</b>	<b>\$196,445,000</b>	<b>26%</b>	<b>\$218,068,000</b>	<b>26%</b>	<b>\$297,801,000</b>	<b>27%</b>	<b>\$277,592,000</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	\$4,039,000	1%	\$129,000	0%	\$255,000	0%	\$0	0%	\$414,000	0%	\$333,000	0%
Ethnicity - ASIAN OR PACIFIC	\$165,852,000	21%	\$146,289,000	22%	\$143,956,000	19%	\$144,287,000	17%	\$191,015,000	17%	\$151,975,000	14%
Ethnicity - BLACK	\$31,756,000	4%	\$16,232,000	2%	\$5,498,000	1%	\$16,192,000	2%	\$17,035,000	2%	\$14,238,000	1%
Ethnicity - HISPANIC	\$50,917,000	7%	\$40,411,000	6%	\$46,736,000	6%	\$57,589,000	7%	\$89,337,000	8%	\$111,046,000	10%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$90,941,000	12%	\$110,476,000	16%	\$150,748,000	20%	\$218,997,000	26%	\$288,830,000	26%	\$209,796,000	20%
Ethnicity - WHITE	\$431,093,000	56%	\$359,641,000	53%	\$405,576,000	54%	\$396,333,000	48%	\$509,429,000	46%	\$584,855,540	55%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$5,450,000	1%	\$55,056,000	8%	\$165,438,000	22%	\$142,617,000	17%	\$227,689,000	21%	\$225,957,000	21%
Gender - Female Owned more than 50%	\$84,977,000	11%	\$77,355,000	11%	\$69,598,000	9%	\$85,386,000	10%	\$105,589,000	10%	\$88,571,000	8%
Gender - Male Owned	\$684,171,000	88%	\$540,767,000	80%	\$517,733,000	69%	\$605,395,000	73%	\$762,782,000	70%	\$757,715,540	71%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$611,243,000	73%	\$803,881,000	73%	\$913,784,000	85%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$1,164,000	0%	\$1,956,000	0%	\$15,247,540	1%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$141,202,000	17%	\$232,460,000	21%	\$111,932,000	10%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$6,900,000	1%	\$24,582,000	2%	\$31,280,000	3%
<b>Veteran</b>	<b>\$24,954,000</b>	<b>3%</b>	<b>\$11,204,000</b>	<b>2%</b>	<b>\$10,770,000</b>	<b>1%</b>	<b>\$11,096,000</b>	<b>1%</b>	<b>\$37,308,000</b>	<b>3%</b>	<b>\$22,114,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$108,389,000</b>	<b>14%</b>	<b>\$85,182,000</b>	<b>13%</b>	<b>\$114,552,000</b>	<b>15%</b>	<b>\$95,228,000</b>	<b>11%</b>	<b>\$160,783,000</b>	<b>15%</b>	<b>\$141,456,540</b>	<b>13%</b>
<b>Urban</b>	<b>\$666,209,000</b>	<b>86%</b>	<b>\$587,996,000</b>	<b>87%</b>	<b>\$638,217,000</b>	<b>85%</b>	<b>\$738,170,000</b>	<b>89%</b>	<b>\$935,277,000</b>	<b>85%</b>	<b>\$930,787,000</b>	<b>87%</b>
<b>Export</b>	<b>\$27,383,000</b>	<b>4%</b>	<b>\$17,312,000</b>	<b>3%</b>	<b>\$9,005,000</b>	<b>1%</b>	<b>\$3,380,000</b>	<b>0%</b>	<b>\$22,127,000</b>	<b>2%</b>	<b>\$15,690,000</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>\$10,008,000</b>	<b>1%</b>	<b>\$10,763,000</b>	<b>2%</b>	<b>\$8,358,000</b>	<b>1%</b>	<b>\$8,033,000</b>	<b>1%</b>	<b>\$9,449,000</b>	<b>1%</b>	<b>\$9,836,540</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$61,694,000</b>	<b>8%</b>	<b>\$56,582,000</b>	<b>8%</b>	<b>\$61,183,000</b>	<b>8%</b>	<b>\$56,893,000</b>	<b>7%</b>	<b>\$75,503,000</b>	<b>7%</b>	<b>\$89,048,000</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$407,672,000</b>	<b>53%</b>	<b>\$417,024,000</b>	<b>62%</b>	<b>\$440,788,000</b>	<b>59%</b>	<b>\$477,257,000</b>	<b>57%</b>	<b>\$629,737,000</b>	<b>57%</b>	<b>\$622,156,000</b>	<b>58%</b>
<b>&gt;\$2M</b>	<b>\$295,224,000</b>	<b>38%</b>	<b>\$188,809,000</b>	<b>28%</b>	<b>\$242,440,000</b>	<b>32%</b>	<b>\$291,215,000</b>	<b>35%</b>	<b>\$381,371,000</b>	<b>35%</b>	<b>\$351,203,000</b>	<b>33%</b>

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## 504 Approval Count

Portfolio Segment	FY16 Count	FY16 %	FY17 Count	FY17 %	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %	FY21 Count	FY21 %
<b>All 504</b>	<b>918</b>		<b>880</b>		<b>903</b>		<b>957</b>		<b>1,259</b>		<b>1,295</b>	
<b>All Minority</b>	<b>217</b>	<b>24%</b>	<b>211</b>	<b>24%</b>	<b>203</b>	<b>22%</b>	<b>224</b>	<b>23%</b>	<b>280</b>	<b>22%</b>	<b>293</b>	<b>23%</b>
Ethnicity - AMERICAN INDIAN	2	0%	1	0%	1	0%	-	0%	1	0%	1	0%
Ethnicity - ASIAN OR PACIFIC	108	12%	123	14%	114	13%	114	12%	131	10%	138	11%
Ethnicity - BLACK	38	4%	21	2%	15	2%	21	2%	31	2%	33	3%
Ethnicity - HISPANIC	69	8%	66	8%	73	8%	89	9%	117	9%	121	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	97	11%	101	11%	150	17%	183	19%	298	24%	212	16%
Ethnicity - WHITE	604	66%	568	65%	550	61%	550	57%	681	54%	790	61%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	6	1%	83	9%	214	24%	225	24%	300	24%	292	23%
Gender - Female Owned more than 50%	130	14%	136	15%	110	12%	112	12%	169	13%	156	12%
Gender - Male Owned	782	85%	661	75%	579	64%	620	65%	790	63%	847	65%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	764	80%	1,019	81%	1,116	86%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	1	0%	2	0%	20	2%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	123	13%	189	15%	130	10%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	3	0%	23	2%	29	2%
<b>Veteran</b>	<b>47</b>	<b>5%</b>	<b>28</b>	<b>3%</b>	<b>26</b>	<b>3%</b>	<b>15</b>	<b>2%</b>	<b>45</b>	<b>4%</b>	<b>34</b>	<b>3%</b>
<b>Rural</b>	<b>155</b>	<b>17%</b>	<b>135</b>	<b>15%</b>	<b>162</b>	<b>18%</b>	<b>161</b>	<b>17%</b>	<b>234</b>	<b>19%</b>	<b>225</b>	<b>17%</b>
<b>Urban</b>	<b>763</b>	<b>83%</b>	<b>745</b>	<b>85%</b>	<b>741</b>	<b>82%</b>	<b>796</b>	<b>83%</b>	<b>1,025</b>	<b>81%</b>	<b>1,070</b>	<b>83%</b>
<b>Export</b>	<b>31</b>	<b>3%</b>	<b>13</b>	<b>1%</b>	<b>9</b>	<b>1%</b>	<b>5</b>	<b>1%</b>	<b>15</b>	<b>1%</b>	<b>15</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>91</b>	<b>10%</b>	<b>96</b>	<b>11%</b>	<b>70</b>	<b>8%</b>	<b>71</b>	<b>7%</b>	<b>84</b>	<b>7%</b>	<b>88</b>	<b>7%</b>
<b>&gt;\$150K - \$350K</b>	<b>250</b>	<b>27%</b>	<b>224</b>	<b>25%</b>	<b>244</b>	<b>27%</b>	<b>225</b>	<b>24%</b>	<b>305</b>	<b>24%</b>	<b>354</b>	<b>27%</b>
<b>&gt;\$350K - \$2M</b>	<b>485</b>	<b>53%</b>	<b>498</b>	<b>57%</b>	<b>515</b>	<b>57%</b>	<b>568</b>	<b>59%</b>	<b>749</b>	<b>59%</b>	<b>740</b>	<b>57%</b>
<b>&gt;\$2M</b>	<b>92</b>	<b>10%</b>	<b>62</b>	<b>7%</b>	<b>74</b>	<b>8%</b>	<b>93</b>	<b>10%</b>	<b>121</b>	<b>10%</b>	<b>113</b>	<b>9%</b>

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## Community Advantage Approval Amount

Portfolio Segment	FY16 Amount	FY16 %	FY17 Amount	FY17 %	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %	FY21 Amount	FY21 %
<b>All Community Advantage</b>	<b>\$13,021,100</b>		<b>\$19,160,700</b>		<b>\$19,688,300</b>		<b>\$19,239,800</b>		<b>\$16,943,300</b>		<b>\$12,175,300</b>	
<b>All Minority</b>	<b>\$4,401,100</b>	<b>34%</b>	<b>\$7,874,200</b>	<b>41%</b>	<b>\$7,362,900</b>	<b>37%</b>	<b>\$6,996,800</b>	<b>36%</b>	<b>\$7,745,800</b>	<b>46%</b>	<b>\$3,966,500</b>	<b>33%</b>
Ethnicity - AMERICAN INDIAN	\$0	0%	\$150,000	1%	\$50,000	0%	\$500,000	3%	\$404,000	2%	\$161,000	1%
Ethnicity - ASIAN OR PACIFIC	\$977,800	8%	\$2,987,500	16%	\$1,857,500	9%	\$1,293,000	7%	\$2,312,700	14%	\$1,100,100	9%
Ethnicity - BLACK	\$1,806,400	14%	\$1,800,300	9%	\$2,326,400	12%	\$2,488,700	13%	\$3,346,000	20%	\$1,520,700	12%
Ethnicity - HISPANIC	\$1,616,900	12%	\$2,936,400	15%	\$3,129,000	16%	\$2,715,100	14%	\$1,683,100	10%	\$1,184,700	10%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$725,000	6%	\$574,500	3%	\$1,332,300	7%	\$1,144,000	6%	\$1,981,500	12%	\$942,400	8%
Ethnicity - WHITE	\$7,895,000	61%	\$10,712,000	56%	\$10,993,100	56%	\$11,099,000	58%	\$7,216,000	43%	\$7,266,400	60%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$999,000	8%	\$4,408,000	23%	\$2,552,600	13%	\$3,549,300	18%	\$2,619,900	15%	\$1,474,400	12%
Gender - Female Owned more than 50%	\$5,219,700	40%	\$3,895,600	20%	\$6,657,100	34%	\$6,183,400	32%	\$4,519,900	27%	\$2,807,200	23%
Gender - Male Owned	\$6,802,400	52%	\$10,857,100	57%	\$10,478,600	53%	\$9,507,100	49%	\$9,803,500	58%	\$7,893,700	65%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$6,845,000	36%	\$7,058,000	42%	\$3,770,000	31%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,413,700	12%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$7,542,700	39%	\$6,526,300	39%	\$5,593,900	46%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$2,593,800	13%	\$1,693,500	10%	\$1,397,700	11%
<b>Veteran</b>	<b>\$504,200</b>	<b>4%</b>	<b>\$1,019,400</b>	<b>5%</b>	<b>\$2,687,000</b>	<b>14%</b>	<b>\$1,591,500</b>	<b>8%</b>	<b>\$2,103,300</b>	<b>12%</b>	<b>\$225,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$1,560,400</b>	<b>12%</b>	<b>\$1,926,600</b>	<b>10%</b>	<b>\$3,020,900</b>	<b>15%</b>	<b>\$1,919,800</b>	<b>10%</b>	<b>\$2,786,900</b>	<b>16%</b>	<b>\$1,798,200</b>	<b>15%</b>
<b>Urban</b>	<b>\$11,460,700</b>	<b>88%</b>	<b>\$17,234,100</b>	<b>90%</b>	<b>\$16,667,400</b>	<b>85%</b>	<b>\$17,320,000</b>	<b>90%</b>	<b>\$14,156,400</b>	<b>84%</b>	<b>\$10,377,100</b>	<b>85%</b>
<b>\$150K and Under</b>	<b>\$8,936,100</b>	<b>69%</b>	<b>\$11,098,600</b>	<b>58%</b>	<b>\$9,524,100</b>	<b>48%</b>	<b>\$9,108,700</b>	<b>47%</b>	<b>\$7,485,100</b>	<b>44%</b>	<b>\$4,839,900</b>	<b>40%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$4,085,000</b>	<b>31%</b>	<b>\$8,062,100</b>	<b>42%</b>	<b>\$10,164,200</b>	<b>52%</b>	<b>\$10,131,100</b>	<b>53%</b>	<b>\$9,458,200</b>	<b>56%</b>	<b>\$7,335,400</b>	<b>60%</b>

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## Community Advantage Approval Count

Portfolio Segment	FY16 Count	FY16 %	FY17 Count	FY17 %	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %	FY21 Count	FY21 %
<b>All Community Advantage</b>	<b>115</b>		<b>144</b>		<b>145</b>		<b>140</b>		<b>122</b>		<b>78</b>	
<b>All Minority</b>	<b>44</b>	<b>38%</b>	<b>58</b>	<b>40%</b>	<b>55</b>	<b>38%</b>	<b>51</b>	<b>36%</b>	<b>52</b>	<b>43%</b>	<b>29</b>	<b>37%</b>
Ethnicity - AMERICAN INDIAN	-	0%	1	1%	1	1%	2	1%	5	4%	2	3%
Ethnicity - ASIAN OR PACIFIC	8	7%	19	13%	12	8%	11	8%	13	11%	8	10%
Ethnicity – BLACK	17	15%	17	12%	21	14%	17	12%	22	18%	11	14%
Ethnicity – HISPANIC	19	17%	21	15%	21	14%	21	15%	12	10%	8	10%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	4	3%	6	4%	9	6%	10	7%	19	16%	5	6%
Ethnicity – WHITE	67	58%	80	56%	81	56%	79	56%	51	42%	44	56%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	11	10%	32	22%	-	0%	26	19%	19	16%	8	10%
Gender - Female Owned more than 50%	41	36%	33	23%	-	0%	47	34%	35	29%	22	28%
Gender - Male Owned	63	55%	79	55%	-	0%	67	48%	68	56%	48	62%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	51	36%	55	45%	24	31%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	-	0%	11	14%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	56	40%	45	37%	35	45%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	15	11%	10	8%	8	10%
<b>Veteran</b>	<b>5</b>	<b>0%</b>	<b>7</b>	<b>5%</b>	<b>19</b>	<b>13%</b>	<b>12</b>	<b>9%</b>	<b>13</b>	<b>11%</b>	<b>1</b>	<b>1%</b>
<b>Rural</b>	<b>13</b>	<b>11%</b>	<b>17</b>	<b>12%</b>	<b>22</b>	<b>15%</b>	<b>17</b>	<b>12%</b>	<b>20</b>	<b>16%</b>	<b>13</b>	<b>17%</b>
<b>Urban</b>	<b>102</b>	<b>89%</b>	<b>127</b>	<b>88%</b>	<b>123</b>	<b>85%</b>	<b>123</b>	<b>88%</b>	<b>102</b>	<b>84%</b>	<b>65</b>	<b>83%</b>
<b>\$150K and Under</b>	<b>97</b>	<b>84%</b>	<b>109</b>	<b>76%</b>	<b>100</b>	<b>69%</b>	<b>95</b>	<b>68%</b>	<b>81</b>	<b>66%</b>	<b>46</b>	<b>59%</b>
<b>&gt;\$150K - \$350K</b>	<b>18</b>	<b>16%</b>	<b>35</b>	<b>24%</b>	<b>45</b>	<b>31%</b>	<b>45</b>	<b>32%</b>	<b>41</b>	<b>34%</b>	<b>32</b>	<b>41%</b>

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