

Weekly Approvals Report with data as of 01/08 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>\$5,699,784,000</b>		<b>\$6,254,737,000</b>		<b>\$7,399,013,600</b>		<b>\$6,288,186,100</b>		<b>\$5,761,226,800</b>		<b>\$5,191,811,600</b>	
<b>All Minority</b>	<b>\$1,640,247,300</b>	<b>29%</b>	<b>\$1,985,257,400</b>	<b>32%</b>	<b>\$2,268,210,600</b>	<b>31%</b>	<b>\$2,035,129,600</b>	<b>32%</b>	<b>\$1,818,465,800</b>	<b>32%</b>	<b>\$1,419,484,000</b>	<b>27%</b>
Ethnicity - AMERICAN INDIAN	\$16,188,900	0%	\$36,765,500	1%	\$65,272,000	1%	\$47,638,000	1%	\$26,834,100	0%	\$31,761,300	1%
Ethnicity - ASIAN OR PACIFIC	\$1,204,436,800	21%	\$1,451,297,200	23%	\$1,588,436,100	21%	\$1,384,764,500	22%	\$1,300,642,900	23%	\$911,183,600	18%
Ethnicity - BLACK	\$108,480,100	2%	\$138,758,600	2%	\$196,792,600	3%	\$190,988,000	3%	\$148,080,800	3%	\$134,476,800	3%
Ethnicity - HISPANIC	\$311,141,500	5%	\$358,436,100	6%	\$417,709,900	6%	\$411,739,100	7%	\$342,908,000	6%	\$342,062,300	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$843,239,800	15%	\$951,990,800	15%	\$1,308,461,700	18%	\$1,214,999,100	19%	\$1,203,185,100	21%	\$1,455,764,800	28%
Ethnicity - WHITE	\$3,216,296,900	56%	\$3,317,488,800	53%	\$3,822,341,300	52%	\$3,038,057,400	48%	\$2,739,575,900	48%	\$2,316,562,800	45%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$902,608,600	16%	\$922,646,400	15%	\$1,088,810,600	15%	\$879,119,600	14%	\$787,128,500	14%	\$688,928,900	13%
Gender - Female Owned more than 50%	\$802,283,100	14%	\$915,649,100	15%	\$1,007,348,300	14%	\$865,844,100	14%	\$820,682,700	14%	\$696,551,800	13%
Gender - Male Owned	\$3,994,892,300	70%	\$4,416,441,500	71%	\$5,302,854,700	72%	\$4,543,222,400	72%	\$4,153,415,600	72%	\$3,806,330,900	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$2,956,697,300	47%	\$2,640,268,800	46%	\$2,544,129,400	49%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$382,000	0%	\$0	0%	\$663,286,700	13%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$1,067,544,100	17%	\$904,837,300	16%	\$737,437,900	14%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$1,502,658,700	24%	\$1,517,452,600	26%	\$1,244,038,000	24%
<b>Veteran</b>	<b>\$294,338,100</b>	<b>5%</b>	<b>\$237,464,600</b>	<b>4%</b>	<b>\$278,798,200</b>	<b>4%</b>	<b>\$231,303,000</b>	<b>4%</b>	<b>\$208,890,400</b>	<b>4%</b>	<b>\$183,289,500</b>	<b>4%</b>
<b>Rural</b>	<b>\$992,308,200</b>	<b>17%</b>	<b>\$1,069,273,800</b>	<b>17%</b>	<b>\$1,229,326,800</b>	<b>17%</b>	<b>\$960,022,700</b>	<b>15%</b>	<b>\$964,660,900</b>	<b>17%</b>	<b>\$873,408,300</b>	<b>17%</b>
<b>Urban</b>	<b>\$4,707,475,800</b>	<b>83%</b>	<b>\$5,185,463,200</b>	<b>83%</b>	<b>\$6,169,686,800</b>	<b>83%</b>	<b>\$5,328,163,400</b>	<b>85%</b>	<b>\$4,796,565,900</b>	<b>83%</b>	<b>\$4,318,403,300</b>	<b>83%</b>
<b>Export</b>	<b>\$363,596,200</b>	<b>6%</b>	<b>\$709,987,500</b>	<b>11%</b>	<b>\$303,554,200</b>	<b>4%</b>	<b>\$298,560,000</b>	<b>5%</b>	<b>\$201,608,100</b>	<b>3%</b>	<b>\$180,939,400</b>	<b>3%</b>
<b>CAPLine</b>	<b>\$80,673,100</b>	<b>1%</b>	<b>\$52,578,300</b>	<b>1%</b>	<b>\$83,424,500</b>	<b>1%</b>	<b>\$80,790,900</b>	<b>1%</b>	<b>\$64,750,500</b>	<b>1%</b>	<b>\$46,498,500</b>	<b>1%</b>
<b>PLP</b>	<b>\$3,655,709,800</b>	<b>64%</b>	<b>\$4,239,999,400</b>	<b>68%</b>	<b>\$5,577,395,600</b>	<b>75%</b>	<b>\$4,878,183,600</b>	<b>78%</b>	<b>\$4,375,879,300</b>	<b>76%</b>	<b>\$3,816,044,800</b>	<b>74%</b>
<b>Express</b>	<b>\$530,025,600</b>	<b>9%</b>	<b>\$483,846,100</b>	<b>8%</b>	<b>\$550,903,100</b>	<b>7%</b>	<b>\$408,143,500</b>	<b>6%</b>	<b>\$432,022,200</b>	<b>7%</b>	<b>\$402,712,300</b>	<b>8%</b>
<b>Community Advantage</b>	<b>\$28,138,600</b>	<b>0%</b>	<b>\$31,757,000</b>	<b>1%</b>	<b>\$34,553,200</b>	<b>0%</b>	<b>\$30,197,900</b>	<b>0%</b>	<b>\$27,079,200</b>	<b>0%</b>	<b>\$18,964,900</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$550,965,800</b>	<b>10%</b>	<b>\$506,870,400</b>	<b>8%</b>	<b>\$567,841,300</b>	<b>8%</b>	<b>\$422,250,000</b>	<b>7%</b>	<b>\$402,102,500</b>	<b>7%</b>	<b>\$244,545,600</b>	<b>5%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$637,269,600</b>	<b>11%</b>	<b>\$671,104,100</b>	<b>11%</b>	<b>\$742,120,400</b>	<b>10%</b>	<b>\$681,552,700</b>	<b>11%</b>	<b>\$683,538,400</b>	<b>12%</b>	<b>\$485,934,300</b>	<b>9%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$2,800,478,700</b>	<b>49%</b>	<b>\$2,832,058,400</b>	<b>45%</b>	<b>\$3,258,347,900</b>	<b>44%</b>	<b>\$2,800,933,500</b>	<b>45%</b>	<b>\$2,578,111,200</b>	<b>45%</b>	<b>\$2,474,372,100</b>	<b>48%</b>
<b>&gt;\$2M</b>	<b>\$1,711,069,900</b>	<b>30%</b>	<b>\$2,244,704,100</b>	<b>36%</b>	<b>\$2,830,704,000</b>	<b>38%</b>	<b>\$2,383,449,900</b>	<b>38%</b>	<b>\$2,097,474,700</b>	<b>36%</b>	<b>\$1,986,959,600</b>	<b>38%</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>15,730</b>		<b>14,641</b>		<b>16,615</b>		<b>12,934</b>		<b>12,495</b>		<b>8,946</b>	
<b>All Minority</b>	<b>4,141</b>	<b>26%</b>	<b>3,853</b>	<b>26%</b>	<b>4,369</b>	<b>26%</b>	<b>3,550</b>	<b>27%</b>	<b>3,523</b>	<b>28%</b>	<b>2,358</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	91	1%	98	1%	133	1%	86	1%	95	1%	65	1%
Ethnicity - ASIAN OR PACIFIC	2,091	13%	2,011	14%	2,150	13%	1,722	13%	1,649	13%	1,063	12%
Ethnicity - BLACK	585	4%	549	4%	721	4%	600	5%	582	5%	450	5%
Ethnicity - HISPANIC	1,374	9%	1,195	8%	1,365	8%	1,142	9%	1,197	10%	780	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	1,973	13%	2,003	14%	2,470	15%	2,226	17%	2,103	17%	1,906	21%
Ethnicity - WHITE	9,616	61%	8,785	60%	9,776	59%	7,158	55%	6,869	55%	4,682	52%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	2,176	14%	2,000	14%	2,208	13%	1,758	14%	1,567	13%	1,163	13%
Gender - Female Owned more than 50%	2,885	18%	2,678	18%	2,944	18%	2,228	17%	2,357	19%	1,547	17%
Gender - Male Owned	10,669	68%	9,963	68%	11,463	69%	8,948	69%	8,571	69%	6,236	70%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	6,710	52%	6,563	53%	4,713	53%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	2	0%	-	0%	1,474	16%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	2,200	17%	1,988	16%	1,511	17%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	1,661	13%	1,655	13%	1,243	14%
<b>Veteran</b>	<b>770</b>	<b>5%</b>	<b>749</b>	<b>5%</b>	<b>822</b>	<b>5%</b>	<b>614</b>	<b>5%</b>	<b>610</b>	<b>5%</b>	<b>408</b>	<b>5%</b>
<b>Rural</b>	<b>2,601</b>	<b>17%</b>	<b>2,493</b>	<b>17%</b>	<b>2,796</b>	<b>17%</b>	<b>2,041</b>	<b>16%</b>	<b>2,193</b>	<b>18%</b>	<b>1,754</b>	<b>20%</b>
<b>Urban</b>	<b>13,129</b>	<b>83%</b>	<b>12,148</b>	<b>83%</b>	<b>13,819</b>	<b>83%</b>	<b>10,893</b>	<b>84%</b>	<b>10,302</b>	<b>82%</b>	<b>7,192</b>	<b>80%</b>
<b>Export</b>	<b>446</b>	<b>3%</b>	<b>830</b>	<b>6%</b>	<b>228</b>	<b>1%</b>	<b>240</b>	<b>2%</b>	<b>158</b>	<b>1%</b>	<b>150</b>	<b>2%</b>
<b>CAPLine</b>	<b>113</b>	<b>1%</b>	<b>96</b>	<b>1%</b>	<b>83</b>	<b>0%</b>	<b>84</b>	<b>1%</b>	<b>79</b>	<b>1%</b>	<b>50</b>	<b>1%</b>
<b>PLP</b>	<b>4,177</b>	<b>27%</b>	<b>4,793</b>	<b>33%</b>	<b>7,353</b>	<b>44%</b>	<b>6,386</b>	<b>49%</b>	<b>5,617</b>	<b>45%</b>	<b>4,520</b>	<b>51%</b>
<b>Express</b>	<b>8,169</b>	<b>52%</b>	<b>6,749</b>	<b>46%</b>	<b>7,743</b>	<b>47%</b>	<b>5,243</b>	<b>41%</b>	<b>5,570</b>	<b>45%</b>	<b>3,358</b>	<b>38%</b>
<b>Community Advantage</b>	<b>230</b>	<b>1%</b>	<b>248</b>	<b>2%</b>	<b>252</b>	<b>2%</b>	<b>220</b>	<b>2%</b>	<b>196</b>	<b>2%</b>	<b>125</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>9,534</b>	<b>61%</b>	<b>8,060</b>	<b>55%</b>	<b>9,156</b>	<b>55%</b>	<b>6,305</b>	<b>49%</b>	<b>6,321</b>	<b>51%</b>	<b>3,651</b>	<b>41%</b>
<b>&gt;\$150K - \$350K</b>	<b>2,411</b>	<b>15%</b>	<b>2,536</b>	<b>17%</b>	<b>2,822</b>	<b>17%</b>	<b>2,608</b>	<b>20%</b>	<b>2,590</b>	<b>21%</b>	<b>1,851</b>	<b>21%</b>
<b>&gt;\$350K - \$2M</b>	<b>3,224</b>	<b>20%</b>	<b>3,332</b>	<b>23%</b>	<b>3,759</b>	<b>23%</b>	<b>3,269</b>	<b>25%</b>	<b>2,948</b>	<b>24%</b>	<b>2,821</b>	<b>32%</b>
<b>&gt;\$2M</b>	<b>561</b>	<b>4%</b>	<b>713</b>	<b>5%</b>	<b>878</b>	<b>5%</b>	<b>752</b>	<b>6%</b>	<b>636</b>	<b>5%</b>	<b>623</b>	<b>7%</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>\$1,293,051,000</b>		<b>\$1,294,354,000</b>		<b>\$1,173,263,000</b>		<b>\$1,236,815,000</b>		<b>\$1,781,763,000</b>		<b>\$1,902,984,540</b>	
<b>All Minority</b>	<b>\$383,125,000</b>	<b>30%</b>	<b>\$371,982,000</b>	<b>29%</b>	<b>\$312,019,000</b>	<b>27%</b>	<b>\$334,509,000</b>	<b>27%</b>	<b>\$474,506,000</b>	<b>27%</b>	<b>\$478,465,000</b>	<b>25%</b>
Ethnicity - AMERICAN INDIAN	\$5,104,000	0%	\$129,000	0%	\$1,339,000	0%	\$208,000	0%	\$632,000	0%	\$930,000	0%
Ethnicity - ASIAN OR PACIFIC	\$254,368,000	20%	\$263,809,000	20%	\$231,576,000	20%	\$213,374,000	17%	\$310,273,000	17%	\$281,104,000	15%
Ethnicity - BLACK	\$43,506,000	3%	\$37,432,000	3%	\$13,490,000	1%	\$20,021,000	2%	\$26,919,000	2%	\$26,318,000	1%
Ethnicity - HISPANIC	\$80,147,000	6%	\$70,612,000	5%	\$65,614,000	6%	\$100,906,000	8%	\$136,682,000	8%	\$170,113,000	9%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$180,220,000	14%	\$197,521,000	15%	\$242,809,000	21%	\$286,969,000	23%	\$489,384,000	27%	\$377,450,000	20%
Ethnicity - WHITE	\$729,706,000	56%	\$724,851,000	56%	\$618,435,000	53%	\$615,337,000	50%	\$817,873,000	46%	\$1,047,069,540	55%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$11,763,000	1%	\$95,565,000	7%	\$241,596,000	21%	\$223,500,000	18%	\$345,542,000	19%	\$396,745,000	21%
Gender - Female Owned more than 50%	\$140,835,000	11%	\$154,021,000	12%	\$113,429,000	10%	\$137,625,000	11%	\$177,905,000	10%	\$166,055,000	9%
Gender - Male Owned	\$1,140,453,000	88%	\$1,044,768,000	81%	\$818,238,000	70%	\$875,690,000	71%	\$1,258,316,000	71%	\$1,340,184,540	70%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$907,624,000	73%	\$1,360,494,000	76%	\$1,640,532,000	86%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$1,391,000	0%	\$5,040,000	0%	\$32,383,540	2%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$202,697,000	16%	\$328,646,000	18%	\$187,240,000	10%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$7,108,000	1%	\$41,019,000	2%	\$42,829,000	2%
<b>Veteran</b>	<b>\$39,007,000</b>	<b>3%</b>	<b>\$26,745,000</b>	<b>2%</b>	<b>\$21,407,000</b>	<b>2%</b>	<b>\$13,510,000</b>	<b>1%</b>	<b>\$45,109,000</b>	<b>3%</b>	<b>\$36,759,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$174,141,000</b>	<b>13%</b>	<b>\$148,194,000</b>	<b>11%</b>	<b>\$158,134,000</b>	<b>13%</b>	<b>\$152,130,000</b>	<b>12%</b>	<b>\$232,192,000</b>	<b>13%</b>	<b>\$243,212,540</b>	<b>13%</b>
<b>Urban</b>	<b>\$1,118,910,000</b>	<b>87%</b>	<b>\$1,146,160,000</b>	<b>89%</b>	<b>\$1,015,129,000</b>	<b>87%</b>	<b>\$1,084,685,000</b>	<b>88%</b>	<b>\$1,549,571,000</b>	<b>87%</b>	<b>\$1,659,772,000</b>	<b>87%</b>
<b>Export</b>	<b>\$45,035,000</b>	<b>3%</b>	<b>\$29,288,000</b>	<b>2%</b>	<b>\$16,190,000</b>	<b>1%</b>	<b>\$8,623,000</b>	<b>1%</b>	<b>\$27,951,000</b>	<b>2%</b>	<b>\$23,215,000</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>\$16,021,000</b>	<b>1%</b>	<b>\$17,748,000</b>	<b>1%</b>	<b>\$13,575,000</b>	<b>1%</b>	<b>\$13,407,000</b>	<b>1%</b>	<b>\$15,827,000</b>	<b>1%</b>	<b>\$19,749,540</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$107,692,000</b>	<b>8%</b>	<b>\$110,745,000</b>	<b>9%</b>	<b>\$104,235,000</b>	<b>9%</b>	<b>\$87,851,000</b>	<b>7%</b>	<b>\$122,015,000</b>	<b>7%</b>	<b>\$155,359,000</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$681,001,000</b>	<b>53%</b>	<b>\$730,705,000</b>	<b>56%</b>	<b>\$654,214,000</b>	<b>56%</b>	<b>\$688,356,000</b>	<b>56%</b>	<b>\$1,024,885,000</b>	<b>58%</b>	<b>\$1,113,285,000</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>\$488,337,000</b>	<b>38%</b>	<b>\$435,156,000</b>	<b>34%</b>	<b>\$401,239,000</b>	<b>34%</b>	<b>\$447,201,000</b>	<b>36%</b>	<b>\$619,036,000</b>	<b>35%</b>	<b>\$614,591,000</b>	<b>32%</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>1,548</b>		<b>1,611</b>		<b>1,453</b>		<b>1,425</b>		<b>2,034</b>		<b>2,315</b>	
<b>All Minority</b>	<b>357</b>	<b>23%</b>	<b>366</b>	<b>23%</b>	<b>330</b>	<b>23%</b>	<b>339</b>	<b>24%</b>	<b>448</b>	<b>22%</b>	<b>520</b>	<b>22%</b>
Ethnicity - AMERICAN INDIAN	4	0%	1	0%	4	0%	1	0%	2	0%	2	0%
Ethnicity - ASIAN OR PACIFIC	174	11%	209	13%	186	13%	165	12%	218	11%	250	11%
Ethnicity - BLACK	58	4%	43	3%	28	2%	29	2%	46	2%	57	2%
Ethnicity - HISPANIC	121	8%	113	7%	112	8%	144	10%	182	9%	211	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	169	11%	185	11%	249	17%	249	17%	482	24%	392	17%
Ethnicity - WHITE	1,022	66%	1,060	66%	874	60%	837	59%	1,104	54%	1,403	61%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	15	1%	147	9%	348	24%	338	24%	470	23%	537	23%
Gender - Female Owned more than 50%	225	15%	251	16%	170	12%	169	12%	278	14%	273	12%
Gender - Male Owned	1,308	84%	1,213	75%	935	64%	918	64%	1,286	63%	1,505	65%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	1,138	80%	1,652	81%	2,012	87%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	2	0%	5	0%	37	2%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	177	12%	297	15%	225	10%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	4	0%	41	2%	41	2%
<b>Veteran</b>	<b>71</b>	<b>5%</b>	<b>52</b>	<b>3%</b>	<b>43</b>	<b>3%</b>	<b>23</b>	<b>2%</b>	<b>63</b>	<b>3%</b>	<b>60</b>	<b>3%</b>
<b>Rural</b>	<b>262</b>	<b>17%</b>	<b>251</b>	<b>16%</b>	<b>248</b>	<b>17%</b>	<b>252</b>	<b>18%</b>	<b>354</b>	<b>17%</b>	<b>385</b>	<b>17%</b>
<b>Urban</b>	<b>1,286</b>	<b>83%</b>	<b>1,360</b>	<b>84%</b>	<b>1,205</b>	<b>83%</b>	<b>1,173</b>	<b>82%</b>	<b>1,680</b>	<b>83%</b>	<b>1,930</b>	<b>83%</b>
<b>Export</b>	<b>48</b>	<b>3%</b>	<b>23</b>	<b>1%</b>	<b>14</b>	<b>1%</b>	<b>8</b>	<b>1%</b>	<b>21</b>	<b>1%</b>	<b>21</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>148</b>	<b>10%</b>	<b>159</b>	<b>10%</b>	<b>118</b>	<b>8%</b>	<b>115</b>	<b>8%</b>	<b>138</b>	<b>7%</b>	<b>174</b>	<b>8%</b>
<b>&gt;\$150K - \$350K</b>	<b>432</b>	<b>28%</b>	<b>441</b>	<b>27%</b>	<b>417</b>	<b>29%</b>	<b>349</b>	<b>24%</b>	<b>501</b>	<b>25%</b>	<b>613</b>	<b>26%</b>
<b>&gt;\$350K - \$2M</b>	<b>817</b>	<b>53%</b>	<b>875</b>	<b>54%</b>	<b>795</b>	<b>55%</b>	<b>819</b>	<b>57%</b>	<b>1,203</b>	<b>59%</b>	<b>1,330</b>	<b>57%</b>
<b>&gt;\$2M</b>	<b>151</b>	<b>10%</b>	<b>136</b>	<b>8%</b>	<b>123</b>	<b>8%</b>	<b>142</b>	<b>10%</b>	<b>192</b>	<b>9%</b>	<b>198</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>\$28,138,600</b>		<b>\$31,757,000</b>		<b>\$34,553,200</b>		<b>\$30,197,900</b>		<b>\$27,079,200</b>		<b>\$18,964,900</b>	
<b>All Minority</b>	<b>\$9,300,900</b>	<b>33%</b>	<b>\$11,277,500</b>	<b>36%</b>	<b>\$12,732,900</b>	<b>37%</b>	<b>\$10,294,100</b>	<b>34%</b>	<b>\$12,464,300</b>	<b>46%</b>	<b>\$6,292,700</b>	<b>33%</b>
Ethnicity - AMERICAN INDIAN	\$0	0%	\$300,000	1%	\$982,500	3%	\$625,000	2%	\$579,000	2%	\$261,500	1%
Ethnicity - ASIAN OR PACIFIC	\$1,936,800	7%	\$3,864,500	12%	\$2,880,100	8%	\$1,756,500	6%	\$3,867,900	14%	\$1,543,100	8%
Ethnicity - BLACK	\$3,217,700	11%	\$2,860,800	9%	\$4,137,600	12%	\$3,867,500	13%	\$4,624,300	17%	\$3,128,400	16%
Ethnicity - HISPANIC	\$4,146,400	15%	\$4,252,200	13%	\$4,732,700	14%	\$4,045,100	13%	\$3,393,100	13%	\$1,359,700	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$1,953,900	7%	\$1,582,800	5%	\$3,460,300	10%	\$3,410,700	11%	\$2,981,500	11%	\$2,236,100	12%
Ethnicity - WHITE	\$16,883,800	60%	\$18,896,700	60%	\$18,360,000	53%	\$16,493,100	55%	\$11,633,400	43%	\$10,436,100	55%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$4,180,300	15%	\$5,849,500	18%	\$5,484,100	16%	\$5,479,400	18%	\$3,632,400	13%	\$2,248,300	12%
Gender - Female Owned more than 50%	\$8,858,900	31%	\$8,975,300	28%	\$9,992,000	29%	\$8,818,900	29%	\$7,340,200	27%	\$5,010,400	26%
Gender - Male Owned	\$15,099,400	54%	\$16,932,200	53%	\$19,077,100	55%	\$15,899,600	53%	\$16,106,600	59%	\$11,706,200	62%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$12,105,500	40%	\$10,695,700	39%	\$6,384,100	34%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,892,400	10%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$12,111,800	40%	\$9,874,900	36%	\$8,251,700	44%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$2,950,800	10%	\$3,192,000	12%	\$2,436,700	13%
<b>Veteran</b>	<b>\$1,897,100</b>	<b>7%</b>	<b>\$2,124,400</b>	<b>7%</b>	<b>\$3,737,000</b>	<b>11%</b>	<b>\$2,649,500</b>	<b>9%</b>	<b>\$2,943,300</b>	<b>11%</b>	<b>\$954,200</b>	<b>5%</b>
<b>Rural</b>	<b>\$2,943,700</b>	<b>10%</b>	<b>\$3,568,100</b>	<b>11%</b>	<b>\$4,690,900</b>	<b>14%</b>	<b>\$2,814,200</b>	<b>9%</b>	<b>\$4,387,900</b>	<b>16%</b>	<b>\$2,589,700</b>	<b>14%</b>
<b>Urban</b>	<b>\$25,194,900</b>	<b>90%</b>	<b>\$28,188,900</b>	<b>89%</b>	<b>\$29,862,300</b>	<b>86%</b>	<b>\$27,383,700</b>	<b>91%</b>	<b>\$22,691,300</b>	<b>84%</b>	<b>\$16,375,200</b>	<b>86%</b>
<b>\$150K and Under</b>	<b>\$17,149,600</b>	<b>61%</b>	<b>\$19,029,200</b>	<b>60%</b>	<b>\$16,097,100</b>	<b>47%</b>	<b>\$14,631,400</b>	<b>48%</b>	<b>\$11,655,100</b>	<b>43%</b>	<b>\$7,331,800</b>	<b>39%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$10,989,000</b>	<b>39%</b>	<b>\$12,727,800</b>	<b>40%</b>	<b>\$18,456,100</b>	<b>53%</b>	<b>\$15,566,500</b>	<b>52%</b>	<b>\$15,424,100</b>	<b>57%</b>	<b>\$11,633,100</b>	<b>61%</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>230</b>		<b>248</b>		<b>252</b>		<b>220</b>		<b>196</b>		<b>125</b>	
<b>All Minority</b>	<b>81</b>	<b>35%</b>	<b>85</b>	<b>34%</b>	<b>90</b>	<b>36%</b>	<b>80</b>	<b>36%</b>	<b>85</b>	<b>43%</b>	<b>47</b>	<b>38%</b>
Ethnicity - AMERICAN INDIAN	-	0%	2	1%	6	2%	3	1%	7	4%	3	2%
Ethnicity - ASIAN OR PACIFIC	16	7%	25	10%	19	8%	16	7%	26	13%	11	9%
Ethnicity – BLACK	30	13%	26	10%	33	13%	29	13%	31	16%	23	18%
Ethnicity – HISPANIC	35	15%	32	13%	32	13%	32	15%	21	11%	10	8%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	13	6%	15	6%	23	9%	24	11%	26	13%	12	10%
Ethnicity – WHITE	136	59%	148	60%	139	55%	116	53%	85	43%	66	53%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	33	14%	45	18%	-	0%	41	19%	27	14%	13	10%
Gender - Female Owned more than 50%	74	32%	70	28%	-	0%	69	31%	58	30%	39	31%
Gender - Male Owned	123	53%	133	54%	-	0%	110	50%	111	57%	73	58%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	91	41%	82	42%	42	34%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	-	0%	14	11%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	87	40%	69	35%	55	44%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	18	8%	20	10%	14	11%
<b>Veteran</b>	<b>15</b>	<b>0%</b>	<b>18</b>	<b>7%</b>	<b>27</b>	<b>11%</b>	<b>21</b>	<b>10%</b>	<b>21</b>	<b>11%</b>	<b>5</b>	<b>4%</b>
<b>Rural</b>	<b>25</b>	<b>11%</b>	<b>31</b>	<b>13%</b>	<b>37</b>	<b>15%</b>	<b>23</b>	<b>10%</b>	<b>30</b>	<b>15%</b>	<b>19</b>	<b>15%</b>
<b>Urban</b>	<b>205</b>	<b>89%</b>	<b>217</b>	<b>88%</b>	<b>215</b>	<b>85%</b>	<b>197</b>	<b>90%</b>	<b>166</b>	<b>85%</b>	<b>106</b>	<b>85%</b>
<b>\$150K and Under</b>	<b>182</b>	<b>79%</b>	<b>193</b>	<b>78%</b>	<b>170</b>	<b>67%</b>	<b>150</b>	<b>68%</b>	<b>128</b>	<b>65%</b>	<b>73</b>	<b>58%</b>
<b>&gt;\$150K - \$350K</b>	<b>48</b>	<b>21%</b>	<b>55</b>	<b>22%</b>	<b>82</b>	<b>33%</b>	<b>70</b>	<b>32%</b>	<b>68</b>	<b>35%</b>	<b>52</b>	<b>42%</b>

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