

Weekly Approvals Report with data as of 01/01 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>\$5,358,394,000</b>		<b>\$5,965,551,600</b>		<b>\$7,170,647,700</b>		<b>\$6,288,186,100</b>		<b>\$5,473,754,100</b>		<b>\$5,037,999,300</b>	
<b>All Minority</b>	<b>\$1,544,071,100</b>	<b>29%</b>	<b>\$1,911,162,800</b>	<b>32%</b>	<b>\$2,197,619,700</b>	<b>31%</b>	<b>\$2,035,129,600</b>	<b>32%</b>	<b>\$1,722,717,500</b>	<b>31%</b>	<b>\$1,367,169,900</b>	<b>27%</b>
Ethnicity - AMERICAN INDIAN	\$16,178,900	0%	\$34,163,700	1%	\$62,222,000	1%	\$47,638,000	1%	\$26,446,100	0%	\$26,559,300	1%
Ethnicity - ASIAN OR PACIFIC	\$1,136,984,200	21%	\$1,402,594,000	24%	\$1,540,623,500	21%	\$1,384,764,500	22%	\$1,231,666,700	23%	\$878,927,400	17%
Ethnicity - BLACK	\$102,387,400	2%	\$132,091,200	2%	\$191,156,200	3%	\$190,988,000	3%	\$138,972,000	3%	\$130,249,100	3%
Ethnicity - HISPANIC	\$288,520,600	5%	\$342,313,900	6%	\$403,618,000	6%	\$411,739,100	7%	\$325,632,700	6%	\$331,434,100	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$778,366,400	15%	\$907,791,000	15%	\$1,266,988,900	18%	\$1,214,999,100	19%	\$1,152,442,700	21%	\$1,413,467,200	28%
Ethnicity - WHITE	\$3,035,956,500	57%	\$3,146,597,800	53%	\$3,706,039,100	52%	\$3,038,057,400	48%	\$2,598,593,900	47%	\$2,257,362,200	45%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$851,502,500	16%	\$883,120,900	15%	\$1,047,180,600	15%	\$878,537,600	14%	\$752,336,400	14%	\$661,956,600	13%
Gender - Female Owned more than 50%	\$762,476,600	14%	\$879,657,100	15%	\$976,108,300	14%	\$865,844,100	14%	\$777,141,000	14%	\$673,584,700	13%
Gender - Male Owned	\$3,744,414,900	70%	\$4,202,773,600	70%	\$5,147,358,800	72%	\$4,543,804,400	72%	\$3,944,276,700	72%	\$3,702,458,000	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$2,956,697,300	47%	\$2,527,848,100	46%	\$2,481,395,600	49%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$5,000	0%	\$0	0%	\$637,742,200	13%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$1,067,544,100	17%	\$854,580,200	16%	\$718,304,800	14%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$1,502,658,700	24%	\$1,437,490,600	26%	\$1,197,637,100	24%
<b>Veteran</b>	<b>\$265,817,900</b>	<b>5%</b>	<b>\$224,671,100</b>	<b>4%</b>	<b>\$267,925,700</b>	<b>4%</b>	<b>\$231,303,000</b>	<b>4%</b>	<b>\$192,527,300</b>	<b>4%</b>	<b>\$176,546,700</b>	<b>4%</b>
<b>Rural</b>	<b>\$936,084,500</b>	<b>17%</b>	<b>\$1,024,616,700</b>	<b>17%</b>	<b>\$1,186,419,300</b>	<b>17%</b>	<b>\$960,022,700</b>	<b>15%</b>	<b>\$921,173,600</b>	<b>17%</b>	<b>\$852,519,700</b>	<b>17%</b>
<b>Urban</b>	<b>\$4,422,309,500</b>	<b>83%</b>	<b>\$4,940,934,900</b>	<b>83%</b>	<b>\$5,984,228,400</b>	<b>83%</b>	<b>\$5,328,163,400</b>	<b>85%</b>	<b>\$4,552,580,500</b>	<b>83%</b>	<b>\$4,185,479,600</b>	<b>83%</b>
<b>Export</b>	<b>\$346,436,000</b>	<b>6%</b>	<b>\$645,287,200</b>	<b>11%</b>	<b>\$286,709,600</b>	<b>4%</b>	<b>\$298,560,000</b>	<b>5%</b>	<b>\$194,653,100</b>	<b>4%</b>	<b>\$174,645,400</b>	<b>3%</b>
<b>CAPLine</b>	<b>\$77,148,100</b>	<b>1%</b>	<b>\$51,901,300</b>	<b>1%</b>	<b>\$82,949,500</b>	<b>1%</b>	<b>\$80,790,900</b>	<b>1%</b>	<b>\$63,400,500</b>	<b>1%</b>	<b>\$46,248,500</b>	<b>1%</b>
<b>PLP</b>	<b>\$3,417,047,500</b>	<b>64%</b>	<b>\$4,022,331,000</b>	<b>67%</b>	<b>\$5,433,117,200</b>	<b>76%</b>	<b>\$4,878,183,600</b>	<b>78%</b>	<b>\$4,167,697,700</b>	<b>76%</b>	<b>\$3,717,440,600</b>	<b>74%</b>
<b>Express</b>	<b>\$497,620,900</b>	<b>9%</b>	<b>\$457,470,000</b>	<b>8%</b>	<b>\$525,398,400</b>	<b>7%</b>	<b>\$408,143,500</b>	<b>6%</b>	<b>\$407,341,500</b>	<b>7%</b>	<b>\$390,742,700</b>	<b>8%</b>
<b>Community Advantage</b>	<b>\$25,813,900</b>	<b>0%</b>	<b>\$29,737,300</b>	<b>0%</b>	<b>\$31,730,500</b>	<b>0%</b>	<b>\$30,197,900</b>	<b>0%</b>	<b>\$24,530,600</b>	<b>0%</b>	<b>\$18,292,400</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$515,821,300</b>	<b>10%</b>	<b>\$480,450,900</b>	<b>8%</b>	<b>\$541,943,100</b>	<b>8%</b>	<b>\$422,250,000</b>	<b>7%</b>	<b>\$379,251,200</b>	<b>7%</b>	<b>\$234,150,100</b>	<b>5%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$600,663,600</b>	<b>11%</b>	<b>\$635,180,000</b>	<b>11%</b>	<b>\$709,167,100</b>	<b>10%</b>	<b>\$681,552,700</b>	<b>11%</b>	<b>\$639,607,700</b>	<b>12%</b>	<b>\$462,727,000</b>	<b>9%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$2,642,287,800</b>	<b>49%</b>	<b>\$2,705,401,500</b>	<b>45%</b>	<b>\$3,158,289,100</b>	<b>44%</b>	<b>\$2,800,933,500</b>	<b>45%</b>	<b>\$2,460,539,200</b>	<b>45%</b>	<b>\$2,406,666,800</b>	<b>48%</b>
<b>&gt;\$2M</b>	<b>\$1,599,621,300</b>	<b>30%</b>	<b>\$2,144,519,200</b>	<b>36%</b>	<b>\$2,761,248,400</b>	<b>39%</b>	<b>\$2,383,449,900</b>	<b>38%</b>	<b>\$1,994,356,000</b>	<b>36%</b>	<b>\$1,934,455,400</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>14,757</b>		<b>13,913</b>		<b>15,958</b>		<b>12,934</b>		<b>11,792</b>		<b>8,614</b>	
<b>All Minority</b>	<b>3,913</b>	<b>27%</b>	<b>3,679</b>	<b>26%</b>	<b>4,216</b>	<b>26%</b>	<b>3,550</b>	<b>27%</b>	<b>3,332</b>	<b>28%</b>	<b>2,273</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	90	1%	91	1%	126	1%	86	1%	92	1%	63	1%
Ethnicity - ASIAN OR PACIFIC	1,966	13%	1,939	14%	2,076	13%	1,722	13%	1,558	13%	1,027	12%
Ethnicity - BLACK	556	4%	519	4%	706	4%	600	5%	539	5%	436	5%
Ethnicity - HISPANIC	1,301	9%	1,130	8%	1,308	8%	1,142	9%	1,143	10%	747	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	1,836	12%	1,908	14%	2,374	15%	2,226	17%	1,994	17%	1,842	21%
Ethnicity - WHITE	9,008	61%	8,326	60%	9,368	59%	7,158	55%	6,466	55%	4,499	52%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	2,042	14%	1,906	14%	2,116	13%	1,757	14%	1,482	13%	1,120	13%
Gender - Female Owned more than 50%	2,712	18%	2,546	18%	2,830	18%	2,228	17%	2,218	19%	1,487	17%
Gender - Male Owned	10,003	68%	9,461	68%	11,012	69%	8,949	69%	8,092	69%	6,007	70%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	6,710	52%	6,226	53%	4,538	53%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	1	0%	-	0%	1,425	17%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	2,200	17%	1,871	16%	1,456	17%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	1,661	13%	1,551	13%	1,190	14%
<b>Veteran</b>	<b>718</b>	<b>5%</b>	<b>709</b>	<b>5%</b>	<b>780</b>	<b>5%</b>	<b>614</b>	<b>5%</b>	<b>563</b>	<b>5%</b>	<b>391</b>	<b>5%</b>
<b>Rural</b>	<b>2,430</b>	<b>16%</b>	<b>2,357</b>	<b>17%</b>	<b>2,666</b>	<b>17%</b>	<b>2,041</b>	<b>16%</b>	<b>2,080</b>	<b>18%</b>	<b>1,678</b>	<b>19%</b>
<b>Urban</b>	<b>12,327</b>	<b>84%</b>	<b>11,556</b>	<b>83%</b>	<b>13,292</b>	<b>83%</b>	<b>10,893</b>	<b>84%</b>	<b>9,712</b>	<b>82%</b>	<b>6,936</b>	<b>81%</b>
<b>Export</b>	<b>427</b>	<b>3%</b>	<b>760</b>	<b>5%</b>	<b>215</b>	<b>1%</b>	<b>240</b>	<b>2%</b>	<b>153</b>	<b>1%</b>	<b>147</b>	<b>2%</b>
<b>CAPLine</b>	<b>107</b>	<b>1%</b>	<b>93</b>	<b>1%</b>	<b>81</b>	<b>1%</b>	<b>84</b>	<b>1%</b>	<b>76</b>	<b>1%</b>	<b>49</b>	<b>1%</b>
<b>PLP</b>	<b>3,910</b>	<b>26%</b>	<b>4,482</b>	<b>32%</b>	<b>7,102</b>	<b>45%</b>	<b>6,386</b>	<b>49%</b>	<b>5,328</b>	<b>45%</b>	<b>4,361</b>	<b>51%</b>
<b>Express</b>	<b>7,644</b>	<b>52%</b>	<b>6,403</b>	<b>46%</b>	<b>7,421</b>	<b>47%</b>	<b>5,243</b>	<b>41%</b>	<b>5,251</b>	<b>45%</b>	<b>3,238</b>	<b>38%</b>
<b>Community Advantage</b>	<b>212</b>	<b>1%</b>	<b>234</b>	<b>2%</b>	<b>234</b>	<b>1%</b>	<b>220</b>	<b>2%</b>	<b>179</b>	<b>2%</b>	<b>120</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>8,928</b>	<b>61%</b>	<b>7,648</b>	<b>55%</b>	<b>8,770</b>	<b>55%</b>	<b>6,305</b>	<b>49%</b>	<b>5,956</b>	<b>51%</b>	<b>3,505</b>	<b>41%</b>
<b>&gt;\$150K - \$350K</b>	<b>2,268</b>	<b>15%</b>	<b>2,401</b>	<b>17%</b>	<b>2,692</b>	<b>17%</b>	<b>2,608</b>	<b>20%</b>	<b>2,423</b>	<b>21%</b>	<b>1,759</b>	<b>20%</b>
<b>&gt;\$350K - \$2M</b>	<b>3,038</b>	<b>21%</b>	<b>3,182</b>	<b>23%</b>	<b>3,642</b>	<b>23%</b>	<b>3,269</b>	<b>25%</b>	<b>2,808</b>	<b>24%</b>	<b>2,744</b>	<b>32%</b>
<b>&gt;\$2M</b>	<b>523</b>	<b>4%</b>	<b>682</b>	<b>5%</b>	<b>854</b>	<b>5%</b>	<b>752</b>	<b>6%</b>	<b>605</b>	<b>5%</b>	<b>606</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>\$1,200,341,000</b>		<b>\$1,205,922,000</b>		<b>\$1,120,784,000</b>		<b>\$1,236,815,000</b>		<b>\$1,658,048,000</b>		<b>\$1,753,900,540</b>	
<b>All Minority</b>	<b>\$362,003,000</b>	<b>30%</b>	<b>\$345,546,000</b>	<b>29%</b>	<b>\$304,042,000</b>	<b>27%</b>	<b>\$334,509,000</b>	<b>27%</b>	<b>\$442,121,000</b>	<b>27%</b>	<b>\$445,172,000</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	\$240,990,000	20%	\$248,308,000	21%	\$227,177,000	20%	\$213,374,000	17%	\$291,597,000	18%	\$260,821,000	15%
Ethnicity - BLACK	\$42,323,000	4%	\$32,342,000	3%	\$12,480,000	1%	\$20,021,000	2%	\$24,711,000	1%	\$25,531,000	1%
Ethnicity - HISPANIC	\$73,586,000	6%	\$64,767,000	5%	\$63,046,000	6%	\$100,906,000	8%	\$125,181,000	8%	\$157,890,000	9%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$163,621,000	14%	\$178,987,000	15%	\$225,015,000	20%	\$286,969,000	23%	\$453,968,000	27%	\$355,992,000	20%
Ethnicity - WHITE	\$674,717,000	56%	\$681,389,000	57%	\$591,727,000	53%	\$615,337,000	50%	\$761,959,000	46%	\$952,736,540	54%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$9,697,000	1%	\$91,250,000	8%	\$231,719,000	21%	\$223,500,000	18%	\$326,813,000	20%	\$365,756,000	21%
Gender - Female Owned more than 50%	\$128,677,000	11%	\$142,382,000	12%	\$105,650,000	9%	\$137,625,000	11%	\$166,310,000	10%	\$143,000,000	8%
Gender - Male Owned	\$1,061,967,000	88%	\$972,290,000	81%	\$783,415,000	70%	\$875,690,000	71%	\$1,164,925,000	70%	\$1,245,144,540	71%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$907,624,000	73%	\$1,262,037,000	76%	\$1,511,992,000	86%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$1,391,000	0%	\$3,964,000	0%	\$32,383,540	2%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$202,697,000	16%	\$307,928,000	19%	\$167,580,000	10%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$7,108,000	1%	\$38,034,000	2%	\$41,945,000	2%
<b>Veteran</b>	<b>\$38,350,000</b>	<b>3%</b>	<b>\$22,438,000</b>	<b>2%</b>	<b>\$16,802,000</b>	<b>1%</b>	<b>\$13,510,000</b>	<b>1%</b>	<b>\$43,782,000</b>	<b>3%</b>	<b>\$31,905,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$154,307,000</b>	<b>13%</b>	<b>\$136,508,000</b>	<b>11%</b>	<b>\$149,681,000</b>	<b>13%</b>	<b>\$152,130,000</b>	<b>12%</b>	<b>\$215,956,000</b>	<b>13%</b>	<b>\$220,619,540</b>	<b>13%</b>
<b>Urban</b>	<b>\$1,046,034,000</b>	<b>87%</b>	<b>\$1,069,414,000</b>	<b>89%</b>	<b>\$971,103,000</b>	<b>87%</b>	<b>\$1,084,685,000</b>	<b>88%</b>	<b>\$1,442,092,000</b>	<b>87%</b>	<b>\$1,533,281,000</b>	<b>87%</b>
<b>Export</b>	<b>\$40,649,000</b>	<b>3%</b>	<b>\$25,638,000</b>	<b>2%</b>	<b>\$13,240,000</b>	<b>1%</b>	<b>\$8,623,000</b>	<b>1%</b>	<b>\$27,278,000</b>	<b>2%</b>	<b>\$16,768,000</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>\$14,405,000</b>	<b>1%</b>	<b>\$16,822,000</b>	<b>1%</b>	<b>\$12,861,000</b>	<b>1%</b>	<b>\$13,407,000</b>	<b>1%</b>	<b>\$14,248,000</b>	<b>1%</b>	<b>\$17,922,540</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$95,473,000</b>	<b>8%</b>	<b>\$102,278,000</b>	<b>8%</b>	<b>\$97,944,000</b>	<b>9%</b>	<b>\$87,851,000</b>	<b>7%</b>	<b>\$112,447,000</b>	<b>7%</b>	<b>\$143,612,000</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$637,221,000</b>	<b>53%</b>	<b>\$682,652,000</b>	<b>57%</b>	<b>\$624,570,000</b>	<b>56%</b>	<b>\$688,356,000</b>	<b>56%</b>	<b>\$947,638,000</b>	<b>57%</b>	<b>\$1,025,349,000</b>	<b>58%</b>
<b>&gt;\$2M</b>	<b>\$453,242,000</b>	<b>38%</b>	<b>\$404,170,000</b>	<b>34%</b>	<b>\$385,409,000</b>	<b>34%</b>	<b>\$447,201,000</b>	<b>36%</b>	<b>\$583,715,000</b>	<b>35%</b>	<b>\$567,017,000</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>1,417</b>		<b>1,508</b>		<b>1,374</b>		<b>1,425</b>		<b>1,882</b>		<b>2,137</b>	
<b>All Minority</b>	<b>323</b>	<b>23%</b>	<b>342</b>	<b>23%</b>	<b>314</b>	<b>23%</b>	<b>339</b>	<b>24%</b>	<b>412</b>	<b>22%</b>	<b>485</b>	<b>23%</b>
Ethnicity - AMERICAN INDIAN	4	0%	1	0%	4	0%	1	0%	2	0%	2	0%
Ethnicity - ASIAN OR PACIFIC	161	11%	195	13%	179	13%	165	12%	199	11%	230	11%
Ethnicity - BLACK	56	4%	41	3%	26	2%	29	2%	43	2%	55	3%
Ethnicity - HISPANIC	102	7%	105	7%	105	8%	144	10%	168	9%	198	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	154	11%	172	11%	227	17%	249	17%	447	24%	361	17%
Ethnicity - WHITE	940	66%	994	66%	833	61%	837	59%	1,023	54%	1,291	60%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	13	1%	141	9%	324	24%	338	24%	446	24%	495	23%
Gender - Female Owned more than 50%	201	14%	234	16%	160	12%	169	12%	257	14%	248	12%
Gender - Male Owned	1,203	85%	1,133	75%	890	65%	918	64%	1,179	63%	1,394	65%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	1,138	80%	1,531	81%	1,852	87%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	2	0%	4	0%	37	2%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	177	12%	273	15%	208	10%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	4	0%	37	2%	40	2%
<b>Veteran</b>	<b>69</b>	<b>5%</b>	<b>50</b>	<b>3%</b>	<b>41</b>	<b>3%</b>	<b>23</b>	<b>2%</b>	<b>60</b>	<b>3%</b>	<b>54</b>	<b>3%</b>
<b>Rural</b>	<b>236</b>	<b>17%</b>	<b>234</b>	<b>16%</b>	<b>234</b>	<b>17%</b>	<b>252</b>	<b>18%</b>	<b>327</b>	<b>17%</b>	<b>354</b>	<b>17%</b>
<b>Urban</b>	<b>1,181</b>	<b>83%</b>	<b>1,274</b>	<b>84%</b>	<b>1,140</b>	<b>83%</b>	<b>1,173</b>	<b>82%</b>	<b>1,555</b>	<b>83%</b>	<b>1,783</b>	<b>83%</b>
<b>Export</b>	<b>43</b>	<b>3%</b>	<b>22</b>	<b>1%</b>	<b>12</b>	<b>1%</b>	<b>8</b>	<b>1%</b>	<b>20</b>	<b>1%</b>	<b>18</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>131</b>	<b>9%</b>	<b>151</b>	<b>10%</b>	<b>111</b>	<b>8%</b>	<b>115</b>	<b>8%</b>	<b>125</b>	<b>7%</b>	<b>158</b>	<b>7%</b>
<b>&gt;\$150K - \$350K</b>	<b>383</b>	<b>27%</b>	<b>408</b>	<b>27%</b>	<b>392</b>	<b>29%</b>	<b>349</b>	<b>24%</b>	<b>461</b>	<b>24%</b>	<b>569</b>	<b>27%</b>
<b>&gt;\$350K - \$2M</b>	<b>762</b>	<b>54%</b>	<b>823</b>	<b>55%</b>	<b>753</b>	<b>55%</b>	<b>819</b>	<b>57%</b>	<b>1,115</b>	<b>59%</b>	<b>1,227</b>	<b>57%</b>
<b>&gt;\$2M</b>	<b>141</b>	<b>10%</b>	<b>126</b>	<b>8%</b>	<b>118</b>	<b>9%</b>	<b>142</b>	<b>10%</b>	<b>181</b>	<b>10%</b>	<b>183</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>\$25,813,900</b>		<b>\$29,737,300</b>		<b>\$31,730,500</b>		<b>\$30,197,900</b>		<b>\$24,530,600</b>		<b>\$18,292,400</b>	
<b>All Minority</b>	<b>\$8,840,900</b>	<b>34%</b>	<b>\$10,841,500</b>	<b>36%</b>	<b>\$11,880,200</b>	<b>37%</b>	<b>\$10,294,100</b>	<b>34%</b>	<b>\$11,194,700</b>	<b>46%</b>	<b>\$5,692,200</b>	<b>31%</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	\$1,726,800	7%	\$3,614,500	12%	\$2,604,100	8%	\$1,756,500	6%	\$3,842,900	16%	\$1,393,100	8%
Ethnicity - BLACK	\$3,017,700	12%	\$2,860,800	10%	\$3,987,600	13%	\$3,867,500	13%	\$3,879,700	16%	\$2,677,900	15%
Ethnicity - HISPANIC	\$4,096,400	16%	\$4,066,200	14%	\$4,306,000	14%	\$4,045,100	13%	\$2,893,100	12%	\$1,359,700	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$1,883,900	7%	\$1,582,800	5%	\$2,909,300	9%	\$3,410,700	11%	\$2,731,500	11%	\$2,236,100	12%
Ethnicity - WHITE	\$15,089,100	58%	\$17,313,000	58%	\$16,941,000	53%	\$16,493,100	55%	\$10,604,400	43%	\$10,364,100	57%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$3,685,300	14%	\$5,612,000	19%	\$4,707,100	15%	\$5,479,400	18%	\$3,132,400	13%	\$2,176,300	12%
Gender - Female Owned more than 50%	\$8,235,200	32%	\$8,183,600	28%	\$9,826,000	31%	\$8,818,900	29%	\$6,865,200	28%	\$4,634,900	25%
Gender - Male Owned	\$13,893,400	54%	\$15,941,700	54%	\$17,197,400	54%	\$15,899,600	53%	\$14,533,000	59%	\$11,481,200	63%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$12,105,500	40%	\$9,843,700	40%	\$5,953,600	33%
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%	\$8,705,300	35%	\$8,179,700	45%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$2,950,800	10%	\$2,920,000	12%	\$2,266,700	12%
<b>Veteran</b>	<b>\$1,497,100</b>	<b>6%</b>	<b>\$2,039,400</b>	<b>7%</b>	<b>\$3,301,500</b>	<b>10%</b>	<b>\$2,649,500</b>	<b>9%</b>	<b>\$2,731,300</b>	<b>11%</b>	<b>\$879,200</b>	<b>5%</b>
<b>Rural</b>	<b>\$2,875,000</b>	<b>11%</b>	<b>\$3,450,100</b>	<b>12%</b>	<b>\$4,330,900</b>	<b>14%</b>	<b>\$2,814,200</b>	<b>9%</b>	<b>\$3,992,900</b>	<b>16%</b>	<b>\$2,517,700</b>	<b>14%</b>
<b>Urban</b>	<b>\$22,938,900</b>	<b>89%</b>	<b>\$26,287,200</b>	<b>88%</b>	<b>\$27,399,600</b>	<b>86%</b>	<b>\$27,383,700</b>	<b>91%</b>	<b>\$20,537,700</b>	<b>84%</b>	<b>\$15,774,700</b>	<b>86%</b>
<b>\$150K and Under</b>	<b>\$15,479,900</b>	<b>60%</b>	<b>\$17,945,500</b>	<b>60%</b>	<b>\$14,995,100</b>	<b>47%</b>	<b>\$14,631,400</b>	<b>48%</b>	<b>\$11,031,100</b>	<b>45%</b>	<b>\$7,034,800</b>	<b>38%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$10,334,000</b>	<b>40%</b>	<b>\$11,791,800</b>	<b>40%</b>	<b>\$16,735,400</b>	<b>53%</b>	<b>\$15,566,500</b>	<b>52%</b>	<b>\$13,499,500</b>	<b>55%</b>	<b>\$11,257,600</b>	<b>62%</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>212</b>		<b>234</b>		<b>234</b>		<b>220</b>		<b>179</b>		<b>120</b>	
<b>All Minority</b>	<b>76</b>	<b>36%</b>	<b>83</b>	<b>35%</b>	<b>85</b>	<b>36%</b>	<b>80</b>	<b>36%</b>	<b>77</b>	<b>43%</b>	<b>43</b>	<b>36%</b>
Ethnicity - AMERICAN INDIAN	-	0%	2	1%	6	3%	3	1%	7	4%	3	3%
Ethnicity - ASIAN OR PACIFIC	14	7%	24	10%	17	7%	16	7%	25	14%	10	8%
Ethnicity – BLACK	28	13%	26	11%	32	14%	29	13%	27	15%	20	17%
Ethnicity – HISPANIC	34	16%	31	13%	30	13%	32	15%	18	10%	10	8%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	12	6%	15	6%	20	9%	24	11%	25	14%	12	10%
Ethnicity – WHITE	124	58%	136	58%	129	55%	116	53%	77	43%	65	54%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	29	14%	43	18%	-	0%	41	19%	23	13%	12	10%
Gender - Female Owned more than 50%	68	32%	65	28%	-	0%	69	31%	55	31%	37	31%
Gender - Male Owned	115	54%	126	54%	-	0%	110	50%	101	56%	71	59%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	91	41%	76	42%	39	33%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	-	0%	14	12%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	87	40%	63	35%	54	45%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	18	8%	18	10%	13	11%
<b>Veteran</b>	<b>13</b>	<b>0%</b>	<b>17</b>	<b>7%</b>	<b>24</b>	<b>10%</b>	<b>21</b>	<b>10%</b>	<b>19</b>	<b>11%</b>	<b>4</b>	<b>3%</b>
<b>Rural</b>	<b>24</b>	<b>11%</b>	<b>29</b>	<b>12%</b>	<b>34</b>	<b>15%</b>	<b>23</b>	<b>10%</b>	<b>28</b>	<b>16%</b>	<b>18</b>	<b>15%</b>
<b>Urban</b>	<b>188</b>	<b>89%</b>	<b>205</b>	<b>88%</b>	<b>200</b>	<b>85%</b>	<b>197</b>	<b>90%</b>	<b>151</b>	<b>84%</b>	<b>102</b>	<b>85%</b>
<b>\$150K and Under</b>	<b>167</b>	<b>79%</b>	<b>183</b>	<b>78%</b>	<b>160</b>	<b>68%</b>	<b>150</b>	<b>68%</b>	<b>120</b>	<b>67%</b>	<b>70</b>	<b>58%</b>
<b>&gt;\$150K - \$350K</b>	<b>45</b>	<b>21%</b>	<b>51</b>	<b>22%</b>	<b>74</b>	<b>32%</b>	<b>70</b>	<b>32%</b>	<b>59</b>	<b>33%</b>	<b>50</b>	<b>42%</b>

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