

Weekly Approvals Report with data as of 06/04 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>\$15,233,897,543</b>		<b>\$16,411,929,500</b>		<b>\$16,632,916,000</b>		<b>\$15,224,133,700</b>		<b>\$14,016,493,600</b>		<b>\$16,718,961,700</b>	
<b>All Minority</b>	<b>\$4,346,985,400</b>	<b>29%</b>	<b>\$4,933,771,600</b>	<b>30%</b>	<b>\$5,107,511,100</b>	<b>31%</b>	<b>\$4,748,185,100</b>	<b>31%</b>	<b>\$4,043,836,600</b>	<b>29%</b>	<b>\$4,803,389,900</b>	<b>29%</b>
Ethnicity - AMERICAN INDIAN	\$87,193,500	1%	\$88,034,600	1%	\$118,192,400	1%	\$112,793,100	1%	\$84,099,800	1%	\$112,666,300	1%
Ethnicity - ASIAN OR PACIFIC	\$3,143,485,000	21%	\$3,559,926,000	22%	\$3,556,546,900	21%	\$3,210,031,300	21%	\$2,768,694,600	20%	\$3,250,359,200	19%
Ethnicity - BLACK	\$307,450,100	2%	\$383,934,800	2%	\$463,087,100	3%	\$479,563,300	3%	\$362,472,400	3%	\$439,046,000	3%
Ethnicity - HISPANIC	\$808,856,800	5%	\$898,298,200	5%	\$969,684,700	6%	\$945,797,400	6%	\$825,934,300	6%	\$1,001,192,400	6%
Ethnicity - MULTI-GROUP	\$0	0%	\$3,578,000	0%	\$0	0%	\$0	0%	\$2,635,500	0%	\$126,000	0%
Ethnicity - UNDETERMINED	\$2,486,413,743	16%	\$2,901,516,500	18%	\$3,181,671,800	19%	\$3,193,845,200	21%	\$3,341,312,700	24%	\$4,704,366,900	28%
Ethnicity - WHITE	\$8,400,498,400	55%	\$8,576,641,400	52%	\$8,343,733,100	50%	\$7,282,103,400	48%	\$6,631,344,300	47%	\$7,211,204,900	43%
Gender - Not Reported	\$64,000	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$2,406,259,800	16%	\$2,503,947,400	15%	\$2,525,337,700	15%	\$2,158,990,900	14%	\$1,949,960,700	14%	\$2,166,645,400	13%
Gender - Female Owned more than 50%	\$2,202,281,243	14%	\$2,324,212,500	14%	\$2,268,581,700	14%	\$2,091,232,000	14%	\$1,898,961,500	14%	\$2,239,651,400	13%
Gender - Male Owned	\$10,625,292,500	70%	\$11,583,769,600	71%	\$11,838,996,600	71%	\$10,973,910,800	72%	\$10,167,571,400	73%	\$12,312,664,900	74%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$7,128,418,300	47%	\$6,621,958,800	47%	\$8,384,841,400	50%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$11,715,600	0%	\$546,037,100	4%	\$2,346,901,200	14%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$2,611,833,200	17%	\$2,134,473,400	15%	\$2,317,117,900	14%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$3,605,301,800	24%	\$3,508,017,200	25%	\$3,665,543,200	22%
<b>Veteran</b>	<b>\$703,266,500</b>	<b>5%</b>	<b>\$627,179,600</b>	<b>4%</b>	<b>\$624,814,000</b>	<b>4%</b>	<b>\$607,098,600</b>	<b>4%</b>	<b>\$473,943,700</b>	<b>3%</b>	<b>\$557,799,100</b>	<b>3%</b>
<b>Rural</b>	<b>\$2,728,808,000</b>	<b>18%</b>	<b>\$2,741,563,700</b>	<b>17%</b>	<b>\$2,614,880,100</b>	<b>16%</b>	<b>\$2,328,950,300</b>	<b>15%</b>	<b>\$2,259,037,800</b>	<b>16%</b>	<b>\$2,947,902,400</b>	<b>18%</b>
<b>Urban</b>	<b>\$12,505,089,543</b>	<b>82%</b>	<b>\$13,670,365,800</b>	<b>83%</b>	<b>\$14,018,035,900</b>	<b>84%</b>	<b>\$12,895,183,400</b>	<b>85%</b>	<b>\$11,757,455,800</b>	<b>84%</b>	<b>\$13,771,059,300</b>	<b>82%</b>
<b>Export</b>	<b>\$894,751,400</b>	<b>6%</b>	<b>\$1,411,704,300</b>	<b>9%</b>	<b>\$674,823,600</b>	<b>4%</b>	<b>\$629,308,700</b>	<b>4%</b>	<b>\$494,111,900</b>	<b>4%</b>	<b>\$453,130,800</b>	<b>3%</b>
<b>CAPLine</b>	<b>\$213,434,800</b>	<b>1%</b>	<b>\$174,927,400</b>	<b>1%</b>	<b>\$218,347,100</b>	<b>1%</b>	<b>\$187,927,500</b>	<b>1%</b>	<b>\$168,116,800</b>	<b>1%</b>	<b>\$197,390,000</b>	<b>1%</b>
<b>PLP</b>	<b>\$9,602,209,543</b>	<b>63%</b>	<b>\$11,522,024,700</b>	<b>70%</b>	<b>\$12,290,507,800</b>	<b>74%</b>	<b>\$11,540,261,300</b>	<b>76%</b>	<b>\$10,567,450,100</b>	<b>75%</b>	<b>\$12,801,863,900</b>	<b>77%</b>
<b>Express</b>	<b>\$1,425,897,600</b>	<b>9%</b>	<b>\$1,356,713,600</b>	<b>8%</b>	<b>\$1,334,576,100</b>	<b>8%</b>	<b>\$1,129,264,400</b>	<b>7%</b>	<b>\$1,030,480,800</b>	<b>7%</b>	<b>\$1,215,052,500</b>	<b>7%</b>
<b>Community Advantage</b>	<b>\$79,719,100</b>	<b>1%</b>	<b>\$91,914,800</b>	<b>1%</b>	<b>\$94,048,300</b>	<b>1%</b>	<b>\$92,606,600</b>	<b>1%</b>	<b>\$62,929,200</b>	<b>0%</b>	<b>\$50,429,100</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$1,491,982,243</b>	<b>10%</b>	<b>\$1,465,240,600</b>	<b>9%</b>	<b>\$1,441,720,200</b>	<b>9%</b>	<b>\$1,194,667,900</b>	<b>8%</b>	<b>\$915,868,300</b>	<b>7%</b>	<b>\$716,253,000</b>	<b>4%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$1,764,892,500</b>	<b>12%</b>	<b>\$1,804,261,500</b>	<b>11%</b>	<b>\$1,817,687,200</b>	<b>11%</b>	<b>\$1,823,387,600</b>	<b>12%</b>	<b>\$1,512,460,300</b>	<b>11%</b>	<b>\$1,453,361,100</b>	<b>9%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$7,207,458,000</b>	<b>47%</b>	<b>\$7,522,855,800</b>	<b>46%</b>	<b>\$7,344,374,900</b>	<b>44%</b>	<b>\$6,669,795,600</b>	<b>44%</b>	<b>\$6,177,297,100</b>	<b>44%</b>	<b>\$7,846,362,100</b>	<b>47%</b>
<b>&gt;\$2M</b>	<b>\$4,769,564,800</b>	<b>31%</b>	<b>\$5,619,571,600</b>	<b>34%</b>	<b>\$6,029,133,700</b>	<b>36%</b>	<b>\$5,536,282,600</b>	<b>36%</b>	<b>\$5,410,867,900</b>	<b>39%</b>	<b>\$6,702,985,500</b>	<b>40%</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>42,045</b>		<b>40,116</b>		<b>40,047</b>		<b>34,460</b>		<b>28,891</b>		<b>27,183</b>	
<b>All Minority</b>	<b>10,639</b>	<b>25%</b>	<b>10,069</b>	<b>25%</b>	<b>10,229</b>	<b>26%</b>	<b>9,104</b>	<b>26%</b>	<b>7,452</b>	<b>26%</b>	<b>7,069</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	287	1%	281	1%	283	1%	252	1%	224	1%	202	1%
Ethnicity - ASIAN OR PACIFIC	5,274	13%	5,013	12%	4,947	12%	4,344	13%	3,420	12%	3,293	12%
Ethnicity - BLACK	1,522	4%	1,563	4%	1,703	4%	1,489	4%	1,263	4%	1,314	5%
Ethnicity - HISPANIC	3,556	8%	3,210	8%	3,296	8%	3,019	9%	2,530	9%	2,259	8%
Ethnicity - MULTI-GROUP	-	0%	2	0%	-	0%	-	0%	15	0%	1	0%
Ethnicity - UNDETERMINED	5,750	14%	5,941	15%	6,355	16%	6,507	19%	5,332	18%	6,036	22%
Ethnicity - WHITE	25,656	61%	24,106	60%	23,463	59%	18,849	55%	16,107	56%	14,078	52%
Gender - Not Reported	1	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	5,757	14%	5,473	14%	5,306	13%	4,504	13%	3,705	13%	3,633	13%
Gender - Female Owned more than 50%	7,748	18%	7,214	18%	7,042	18%	5,944	17%	5,240	18%	4,745	17%
Gender - Male Owned	28,539	68%	27,429	68%	27,699	69%	24,012	70%	19,946	69%	18,805	69%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	18,408	53%	15,577	54%	14,280	53%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	13	0%	1,116	4%	4,768	18%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	5,651	16%	4,496	16%	4,634	17%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	4,047	12%	3,599	12%	3,491	13%
<b>Veteran</b>	<b>2,097</b>	<b>5%</b>	<b>2,141</b>	<b>5%</b>	<b>1,994</b>	<b>5%</b>	<b>1,703</b>	<b>5%</b>	<b>1,417</b>	<b>5%</b>	<b>1,180</b>	<b>4%</b>
<b>Rural</b>	<b>7,311</b>	<b>17%</b>	<b>6,848</b>	<b>17%</b>	<b>6,723</b>	<b>17%</b>	<b>5,558</b>	<b>16%</b>	<b>5,154</b>	<b>18%</b>	<b>5,709</b>	<b>21%</b>
<b>Urban</b>	<b>34,734</b>	<b>83%</b>	<b>33,268</b>	<b>83%</b>	<b>33,324</b>	<b>83%</b>	<b>28,902</b>	<b>84%</b>	<b>23,737</b>	<b>82%</b>	<b>21,474</b>	<b>79%</b>
<b>Export</b>	<b>1,055</b>	<b>3%</b>	<b>1,687</b>	<b>4%</b>	<b>576</b>	<b>1%</b>	<b>561</b>	<b>2%</b>	<b>387</b>	<b>1%</b>	<b>316</b>	<b>1%</b>
<b>CAPLine</b>	<b>310</b>	<b>1%</b>	<b>259</b>	<b>1%</b>	<b>230</b>	<b>1%</b>	<b>212</b>	<b>1%</b>	<b>177</b>	<b>1%</b>	<b>190</b>	<b>1%</b>
<b>PLP</b>	<b>10,828</b>	<b>26%</b>	<b>15,473</b>	<b>39%</b>	<b>17,287</b>	<b>43%</b>	<b>16,038</b>	<b>47%</b>	<b>12,847</b>	<b>44%</b>	<b>14,222</b>	<b>52%</b>
<b>Express</b>	<b>21,904</b>	<b>52%</b>	<b>18,810</b>	<b>47%</b>	<b>18,805</b>	<b>47%</b>	<b>14,861</b>	<b>43%</b>	<b>13,004</b>	<b>45%</b>	<b>10,001</b>	<b>37%</b>
<b>Community Advantage</b>	<b>642</b>	<b>2%</b>	<b>686</b>	<b>2%</b>	<b>689</b>	<b>2%</b>	<b>661</b>	<b>2%</b>	<b>439</b>	<b>2%</b>	<b>347</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>25,499</b>	<b>61%</b>	<b>22,726</b>	<b>57%</b>	<b>22,703</b>	<b>57%</b>	<b>17,928</b>	<b>52%</b>	<b>14,481</b>	<b>50%</b>	<b>10,541</b>	<b>39%</b>
<b>&gt;\$150K - \$350K</b>	<b>6,680</b>	<b>16%</b>	<b>6,838</b>	<b>17%</b>	<b>6,927</b>	<b>17%</b>	<b>6,944</b>	<b>20%</b>	<b>5,699</b>	<b>20%</b>	<b>5,545</b>	<b>20%</b>
<b>&gt;\$350K - \$2M</b>	<b>8,322</b>	<b>20%</b>	<b>8,770</b>	<b>22%</b>	<b>8,516</b>	<b>21%</b>	<b>7,852</b>	<b>23%</b>	<b>7,064</b>	<b>24%</b>	<b>9,013</b>	<b>33%</b>
<b>&gt;\$2M</b>	<b>1,544</b>	<b>4%</b>	<b>1,782</b>	<b>4%</b>	<b>1,901</b>	<b>5%</b>	<b>1,736</b>	<b>5%</b>	<b>1,647</b>	<b>6%</b>	<b>2,084</b>	<b>8%</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>\$3,001,191,000</b>		<b>\$3,476,767,000</b>		<b>\$3,043,491,000</b>		<b>\$3,198,609,000</b>		<b>\$3,849,130,000</b>		<b>\$5,032,132,540</b>	
<b>All Minority</b>	<b>\$808,510,000</b>	<b>27%</b>	<b>\$913,980,000</b>	<b>26%</b>	<b>\$791,906,000</b>	<b>26%</b>	<b>\$778,479,000</b>	<b>24%</b>	<b>\$953,825,000</b>	<b>25%</b>	<b>\$1,145,747,000</b>	<b>23%</b>
Ethnicity - AMERICAN INDIAN	\$18,604,000	1%	\$2,053,000	0%	\$2,856,000	0%	\$7,499,000	0%	\$4,157,000	0%	\$5,531,000	0%
Ethnicity - ASIAN OR PACIFIC	\$502,087,000	17%	\$663,629,000	19%	\$561,780,000	18%	\$490,931,000	15%	\$591,399,000	15%	\$652,451,000	13%
Ethnicity - BLACK	\$97,920,000	3%	\$67,659,000	2%	\$42,572,000	1%	\$47,981,000	2%	\$57,576,000	1%	\$67,914,000	1%
Ethnicity - HISPANIC	\$189,899,000	6%	\$180,639,000	5%	\$184,698,000	6%	\$232,068,000	7%	\$297,395,000	8%	\$419,851,000	8%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$3,298,000	0%	\$0	0%
Ethnicity - UNDETERMINED	\$473,414,000	16%	\$649,740,000	19%	\$751,265,000	25%	\$842,323,000	26%	\$1,147,178,000	30%	\$1,030,203,000	20%
Ethnicity - WHITE	\$1,719,267,000	57%	\$1,913,047,000	55%	\$1,500,320,000	49%	\$1,577,807,000	49%	\$1,748,127,000	45%	\$2,856,182,540	57%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$50,445,000	2%	\$339,734,000	10%	\$650,283,000	21%	\$640,976,000	20%	\$785,194,000	20%	\$1,037,635,000	21%
Gender - Female Owned more than 50%	\$342,264,000	11%	\$345,208,000	10%	\$275,313,000	9%	\$344,224,000	11%	\$393,716,000	10%	\$436,075,000	9%
Gender - Male Owned	\$2,608,482,000	87%	\$2,791,825,000	80%	\$2,117,895,000	70%	\$2,213,409,000	69%	\$2,670,220,000	69%	\$3,558,422,540	71%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$2,372,773,000	74%	\$3,008,029,000	78%	\$4,370,579,000	87%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$13,425,000	0%	\$27,367,000	1%	\$71,603,540	1%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$508,621,000	16%	\$645,401,000	17%	\$491,819,000	10%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$16,524,000	1%	\$91,560,000	2%	\$98,131,000	2%
<b>Veteran</b>	<b>\$85,280,000</b>	<b>3%</b>	<b>\$80,946,000</b>	<b>2%</b>	<b>\$47,761,000</b>	<b>2%</b>	<b>\$43,785,000</b>	<b>1%</b>	<b>\$117,923,000</b>	<b>3%</b>	<b>\$105,663,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$343,128,000</b>	<b>11%</b>	<b>\$422,708,000</b>	<b>12%</b>	<b>\$405,687,000</b>	<b>13%</b>	<b>\$415,325,000</b>	<b>13%</b>	<b>\$534,320,000</b>	<b>14%</b>	<b>\$708,119,540</b>	<b>14%</b>
<b>Urban</b>	<b>\$2,658,063,000</b>	<b>89%</b>	<b>\$3,054,059,000</b>	<b>88%</b>	<b>\$2,637,804,000</b>	<b>87%</b>	<b>\$2,783,284,000</b>	<b>87%</b>	<b>\$3,314,810,000</b>	<b>86%</b>	<b>\$4,324,013,000</b>	<b>86%</b>
<b>Export</b>	<b>\$129,678,000</b>	<b>4%</b>	<b>\$55,449,000</b>	<b>2%</b>	<b>\$50,641,000</b>	<b>2%</b>	<b>\$39,337,000</b>	<b>1%</b>	<b>\$66,848,000</b>	<b>2%</b>	<b>\$82,954,000</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>\$39,228,000</b>	<b>1%</b>	<b>\$44,038,000</b>	<b>1%</b>	<b>\$35,152,000</b>	<b>1%</b>	<b>\$34,781,000</b>	<b>1%</b>	<b>\$38,847,000</b>	<b>1%</b>	<b>\$51,068,540</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$251,657,000</b>	<b>8%</b>	<b>\$283,154,000</b>	<b>8%</b>	<b>\$260,587,000</b>	<b>9%</b>	<b>\$265,521,000</b>	<b>8%</b>	<b>\$286,884,000</b>	<b>7%</b>	<b>\$397,312,000</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$1,672,511,000</b>	<b>56%</b>	<b>\$1,934,797,000</b>	<b>56%</b>	<b>\$1,676,007,000</b>	<b>55%</b>	<b>\$1,881,341,000</b>	<b>59%</b>	<b>\$2,282,034,000</b>	<b>59%</b>	<b>\$2,960,787,000</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>\$1,037,795,000</b>	<b>35%</b>	<b>\$1,214,778,000</b>	<b>35%</b>	<b>\$1,071,745,000</b>	<b>35%</b>	<b>\$1,016,966,000</b>	<b>32%</b>	<b>\$1,241,365,000</b>	<b>32%</b>	<b>\$1,622,965,000</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>3,746</b>		<b>4,255</b>		<b>3,730</b>		<b>3,948</b>		<b>4,603</b>		<b>6,097</b>	
<b>All Minority</b>	<b>839</b>	<b>22%</b>	<b>919</b>	<b>22%</b>	<b>828</b>	<b>22%</b>	<b>886</b>	<b>22%</b>	<b>965</b>	<b>21%</b>	<b>1,308</b>	<b>21%</b>
Ethnicity - AMERICAN INDIAN	15	0%	4	0%	10	0%	9	0%	11	0%	14	0%
Ethnicity - ASIAN OR PACIFIC	401	11%	526	12%	445	12%	436	11%	447	10%	608	10%
Ethnicity - BLACK	129	3%	92	2%	74	2%	80	2%	91	2%	131	2%
Ethnicity - HISPANIC	294	8%	297	7%	299	8%	361	9%	411	9%	555	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	5	0%	-	0%
Ethnicity - UNDETERMINED	469	13%	616	14%	721	19%	830	21%	1,216	26%	1,017	17%
Ethnicity - WHITE	2,438	65%	2,720	64%	2,181	58%	2,232	57%	2,422	53%	3,772	62%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	62	2%	454	11%	935	25%	969	25%	1,101	24%	1,448	24%
Gender - Female Owned more than 50%	557	15%	607	14%	436	12%	508	13%	566	12%	737	12%
Gender - Male Owned	3,127	83%	3,194	75%	2,359	63%	2,471	63%	2,936	64%	3,912	64%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	3,093	78%	3,757	82%	5,271	86%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	13	0%	32	1%	83	1%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	529	13%	647	14%	637	10%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	16	0%	94	2%	106	2%
<b>Veteran</b>	<b>145</b>	<b>4%</b>	<b>137</b>	<b>3%</b>	<b>97</b>	<b>3%</b>	<b>73</b>	<b>2%</b>	<b>147</b>	<b>3%</b>	<b>159</b>	<b>3%</b>
<b>Rural</b>	<b>579</b>	<b>15%</b>	<b>691</b>	<b>16%</b>	<b>633</b>	<b>17%</b>	<b>692</b>	<b>18%</b>	<b>828</b>	<b>18%</b>	<b>1,060</b>	<b>17%</b>
<b>Urban</b>	<b>3,167</b>	<b>85%</b>	<b>3,564</b>	<b>84%</b>	<b>3,097</b>	<b>83%</b>	<b>3,256</b>	<b>82%</b>	<b>3,775</b>	<b>82%</b>	<b>5,037</b>	<b>83%</b>
<b>Export</b>	<b>116</b>	<b>3%</b>	<b>42</b>	<b>1%</b>	<b>44</b>	<b>1%</b>	<b>33</b>	<b>1%</b>	<b>58</b>	<b>1%</b>	<b>75</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>362</b>	<b>10%</b>	<b>385</b>	<b>9%</b>	<b>308</b>	<b>8%</b>	<b>303</b>	<b>8%</b>	<b>339</b>	<b>7%</b>	<b>450</b>	<b>7%</b>
<b>&gt;\$150K - \$350K</b>	<b>1,016</b>	<b>27%</b>	<b>1,148</b>	<b>27%</b>	<b>1,050</b>	<b>28%</b>	<b>1,056</b>	<b>27%</b>	<b>1,165</b>	<b>25%</b>	<b>1,576</b>	<b>26%</b>
<b>&gt;\$350K - \$2M</b>	<b>2,043</b>	<b>55%</b>	<b>2,338</b>	<b>55%</b>	<b>2,035</b>	<b>55%</b>	<b>2,260</b>	<b>57%</b>	<b>2,707</b>	<b>59%</b>	<b>3,550</b>	<b>58%</b>
<b>&gt;\$2M</b>	<b>325</b>	<b>9%</b>	<b>384</b>	<b>9%</b>	<b>337</b>	<b>9%</b>	<b>329</b>	<b>8%</b>	<b>392</b>	<b>9%</b>	<b>521</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>\$79,719,100</b>		<b>\$91,914,800</b>		<b>\$94,048,300</b>		<b>\$92,606,600</b>		<b>\$62,929,200</b>		<b>\$50,429,100</b>	
<b>All Minority</b>	<b>\$25,371,800</b>	<b>32%</b>	<b>\$30,788,200</b>	<b>33%</b>	<b>\$33,350,800</b>	<b>35%</b>	<b>\$35,241,100</b>	<b>38%</b>	<b>\$24,529,600</b>	<b>39%</b>	<b>\$19,320,600</b>	<b>38%</b>
Ethnicity - AMERICAN INDIAN	\$310,000	0%	\$495,000	1%	\$1,278,400	1%	\$1,175,000	1%	\$940,500	1%	\$331,500	1%
Ethnicity - ASIAN OR PACIFIC	\$5,315,000	7%	\$8,504,300	9%	\$8,414,600	9%	\$7,117,900	8%	\$7,065,900	11%	\$5,215,800	10%
Ethnicity – BLACK	\$9,353,200	12%	\$11,476,900	12%	\$9,962,900	11%	\$10,765,900	12%	\$8,571,600	14%	\$7,346,500	15%
Ethnicity – HISPANIC	\$10,393,600	13%	\$10,312,000	11%	\$13,694,900	15%	\$16,182,300	17%	\$7,951,600	13%	\$6,426,800	13%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity – UNDETERMINED	\$4,588,500	6%	\$5,737,800	6%	\$9,683,300	10%	\$10,387,600	11%	\$9,232,200	15%	\$4,939,500	10%
Ethnicity – WHITE	\$49,758,800	62%	\$55,388,800	60%	\$51,014,200	54%	\$46,977,900	51%	\$29,167,400	46%	\$26,169,000	52%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$11,398,700	14%	\$16,170,200	18%	\$14,439,100	15%	\$16,602,500	18%	\$9,395,900	15%	\$6,934,700	14%
Gender - Female Owned more than 50%	\$24,060,300	30%	\$26,246,800	29%	\$27,715,900	29%	\$27,802,000	30%	\$15,340,500	24%	\$14,955,500	30%
Gender - Male Owned	\$44,260,100	56%	\$49,497,800	54%	\$51,893,300	55%	\$48,202,100	52%	\$38,192,800	61%	\$28,538,900	57%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$33,557,200	36%	\$26,774,600	43%	\$18,610,600	37%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,260,100	2%	\$4,134,000	8%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$39,401,600	43%	\$21,179,900	34%	\$21,749,300	43%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$9,094,300	10%	\$7,520,000	12%	\$5,935,200	12%
<b>Veteran</b>	<b>\$6,718,500</b>	<b>8%</b>	<b>\$8,829,000</b>	<b>10%</b>	<b>\$9,916,300</b>	<b>11%</b>	<b>\$8,523,700</b>	<b>9%</b>	<b>\$6,169,900</b>	<b>10%</b>	<b>\$2,634,500</b>	<b>5%</b>
<b>Rural</b>	<b>\$8,545,000</b>	<b>11%</b>	<b>\$10,848,100</b>	<b>12%</b>	<b>\$10,457,200</b>	<b>11%</b>	<b>\$9,228,800</b>	<b>10%</b>	<b>\$8,357,400</b>	<b>13%</b>	<b>\$7,052,000</b>	<b>14%</b>
<b>Urban</b>	<b>\$71,174,100</b>	<b>89%</b>	<b>\$81,066,700</b>	<b>88%</b>	<b>\$83,591,100</b>	<b>89%</b>	<b>\$83,377,800</b>	<b>90%</b>	<b>\$54,571,800</b>	<b>87%</b>	<b>\$43,377,100</b>	<b>86%</b>
<b>\$150K and Under</b>	<b>\$46,991,600</b>	<b>59%</b>	<b>\$48,433,300</b>	<b>53%</b>	<b>\$47,236,700</b>	<b>50%</b>	<b>\$40,569,400</b>	<b>44%</b>	<b>\$28,888,800</b>	<b>46%</b>	<b>\$22,291,600</b>	<b>44%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$32,727,500</b>	<b>41%</b>	<b>\$43,481,500</b>	<b>47%</b>	<b>\$46,811,600</b>	<b>50%</b>	<b>\$52,037,200</b>	<b>56%</b>	<b>\$34,040,400</b>	<b>54%</b>	<b>\$28,137,500</b>	<b>56%</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>642</b>		<b>686</b>		<b>689</b>		<b>661</b>		<b>439</b>		<b>347</b>	
<b>All Minority</b>	<b>218</b>	<b>34%</b>	<b>226</b>	<b>33%</b>	<b>248</b>	<b>36%</b>	<b>247</b>	<b>37%</b>	<b>172</b>	<b>39%</b>	<b>141</b>	<b>41%</b>
Ethnicity - AMERICAN INDIAN	2	0%	4	1%	9	1%	6	1%	10	2%	4	1%
Ethnicity - ASIAN OR PACIFIC	45	7%	52	8%	56	8%	49	7%	47	11%	35	10%
Ethnicity – BLACK	84	13%	90	13%	79	11%	80	12%	63	14%	58	17%
Ethnicity – HISPANIC	87	14%	80	12%	104	15%	112	17%	52	12%	44	13%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	36	6%	46	7%	68	10%	84	13%	65	15%	31	9%
Ethnicity – WHITE	388	60%	414	60%	373	54%	330	50%	202	46%	175	50%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	97	15%	121	18%	-	0%	120	18%	61	14%	48	14%
Gender - Female Owned more than 50%	206	32%	196	29%	-	0%	206	31%	120	27%	113	33%
Gender - Male Owned	339	53%	369	54%	-	0%	335	51%	258	59%	186	54%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	252	38%	190	43%	121	35%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	9	2%	33	10%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	281	43%	150	34%	158	46%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	56	8%	44	10%	35	10%
<b>Veteran</b>	<b>51</b>	<b>0%</b>	<b>66</b>	<b>10%</b>	<b>74</b>	<b>11%</b>	<b>64</b>	<b>10%</b>	<b>43</b>	<b>10%</b>	<b>16</b>	<b>5%</b>
<b>Rural</b>	<b>69</b>	<b>11%</b>	<b>85</b>	<b>12%</b>	<b>86</b>	<b>12%</b>	<b>71</b>	<b>11%</b>	<b>56</b>	<b>13%</b>	<b>49</b>	<b>14%</b>
<b>Urban</b>	<b>573</b>	<b>89%</b>	<b>601</b>	<b>88%</b>	<b>603</b>	<b>88%</b>	<b>590</b>	<b>89%</b>	<b>383</b>	<b>87%</b>	<b>298</b>	<b>86%</b>
<b>\$150K and Under</b>	<b>499</b>	<b>78%</b>	<b>496</b>	<b>72%</b>	<b>480</b>	<b>70%</b>	<b>426</b>	<b>64%</b>	<b>287</b>	<b>65%</b>	<b>222</b>	<b>64%</b>
<b>&gt;\$150K - \$350K</b>	<b>143</b>	<b>22%</b>	<b>190</b>	<b>28%</b>	<b>209</b>	<b>30%</b>	<b>235</b>	<b>36%</b>	<b>152</b>	<b>35%</b>	<b>125</b>	<b>36%</b>

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