

Weekly Approvals Report with data as of 07/23 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>\$18,681,862,143</b>		<b>\$19,968,867,400</b>		<b>\$20,039,905,900</b>		<b>\$18,367,699,300</b>		<b>\$16,120,381,400</b>		<b>\$21,861,364,600</b>	
<b>All Minority</b>	<b>\$5,409,155,400</b>	<b>29%</b>	<b>\$6,124,796,000</b>	<b>31%</b>	<b>\$6,261,591,000</b>	<b>31%</b>	<b>\$5,698,802,000</b>	<b>31%</b>	<b>\$4,490,379,500</b>	<b>28%</b>	<b>\$6,362,094,800</b>	<b>29%</b>
Ethnicity - AMERICAN INDIAN	\$98,429,600	1%	\$106,311,000	1%	\$153,043,500	1%	\$132,580,500	1%	\$92,198,100	1%	\$149,902,500	1%
Ethnicity - ASIAN OR PACIFIC	\$3,889,154,800	21%	\$4,407,758,900	22%	\$4,382,056,800	22%	\$3,862,834,500	21%	\$3,042,774,400	19%	\$4,328,719,400	20%
Ethnicity - BLACK	\$387,497,700	2%	\$485,972,300	2%	\$562,114,000	3%	\$563,350,900	3%	\$396,281,200	2%	\$578,174,100	3%
Ethnicity - HISPANIC	\$1,034,073,300	6%	\$1,121,175,800	6%	\$1,164,376,700	6%	\$1,139,383,100	6%	\$895,503,200	6%	\$1,305,172,800	6%
Ethnicity - MULTI-GROUP	\$0	0%	\$3,578,000	0%	\$0	0%	\$653,000	0%	\$63,622,600	0%	\$126,000	0%
Ethnicity - UNDETERMINED	\$3,043,510,443	16%	\$3,537,920,000	18%	\$3,828,792,200	19%	\$3,866,026,100	21%	\$4,402,449,100	27%	\$6,174,627,100	28%
Ethnicity - WHITE	\$10,229,196,300	55%	\$10,306,151,400	52%	\$9,949,522,700	50%	\$8,802,871,200	48%	\$7,227,552,800	45%	\$9,324,642,700	43%
Gender - Not Reported	\$64,000	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$2,940,447,500	16%	\$3,038,771,900	15%	\$3,038,938,700	15%	\$2,542,136,400	14%	\$2,164,450,300	13%	\$2,844,115,300	13%
Gender - Female Owned more than 50%	\$2,648,215,943	14%	\$2,817,293,100	14%	\$2,719,928,100	14%	\$2,546,973,600	14%	\$2,100,170,600	13%	\$2,968,626,200	14%
Gender - Male Owned	\$13,093,134,700	70%	\$14,112,802,400	71%	\$14,281,039,100	71%	\$13,278,589,300	72%	\$11,855,760,500	74%	\$16,048,623,100	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$8,618,172,700	47%	\$7,700,004,900	48%	\$10,939,399,800	50%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$12,615,600	0%	\$799,387,800	5%	\$3,237,345,100	15%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$3,134,130,300	17%	\$2,427,019,000	15%	\$3,002,077,100	14%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$4,370,427,900	24%	\$3,987,962,600	25%	\$4,676,324,600	21%
<b>Veteran</b>	<b>\$856,127,700</b>	<b>5%</b>	<b>\$764,479,900</b>	<b>4%</b>	<b>\$743,175,400</b>	<b>4%</b>	<b>\$720,069,600</b>	<b>4%</b>	<b>\$531,040,300</b>	<b>3%</b>	<b>\$743,025,800</b>	<b>3%</b>
<b>Rural</b>	<b>\$3,314,343,600</b>	<b>18%</b>	<b>\$3,338,233,900</b>	<b>17%</b>	<b>\$3,239,429,500</b>	<b>16%</b>	<b>\$2,764,024,000</b>	<b>15%</b>	<b>\$2,625,981,600</b>	<b>16%</b>	<b>\$3,840,491,500</b>	<b>18%</b>
<b>Urban</b>	<b>\$15,367,518,543</b>	<b>82%</b>	<b>\$16,630,633,500</b>	<b>83%</b>	<b>\$16,800,476,400</b>	<b>84%</b>	<b>\$15,603,675,300</b>	<b>85%</b>	<b>\$13,494,399,800</b>	<b>84%</b>	<b>\$18,020,873,100</b>	<b>82%</b>
<b>Export</b>	<b>\$1,046,201,700</b>	<b>6%</b>	<b>\$1,507,186,900</b>	<b>8%</b>	<b>\$831,195,100</b>	<b>4%</b>	<b>\$750,504,900</b>	<b>4%</b>	<b>\$595,559,300</b>	<b>4%</b>	<b>\$513,650,900</b>	<b>2%</b>
<b>CAPLine</b>	<b>\$262,054,800</b>	<b>1%</b>	<b>\$225,694,000</b>	<b>1%</b>	<b>\$256,145,000</b>	<b>1%</b>	<b>\$226,299,500</b>	<b>1%</b>	<b>\$196,872,200</b>	<b>1%</b>	<b>\$273,832,100</b>	<b>1%</b>
<b>PLP</b>	<b>\$11,860,631,543</b>	<b>63%</b>	<b>\$14,172,913,800</b>	<b>71%</b>	<b>\$14,812,662,500</b>	<b>74%</b>	<b>\$13,852,975,400</b>	<b>75%</b>	<b>\$12,046,512,000</b>	<b>75%</b>	<b>\$16,882,134,600</b>	<b>77%</b>
<b>Express</b>	<b>\$1,734,848,800</b>	<b>9%</b>	<b>\$1,668,377,900</b>	<b>8%</b>	<b>\$1,587,429,200</b>	<b>8%</b>	<b>\$1,385,053,100</b>	<b>8%</b>	<b>\$1,228,849,500</b>	<b>8%</b>	<b>\$1,568,569,300</b>	<b>7%</b>
<b>Community Advantage</b>	<b>\$96,989,400</b>	<b>1%</b>	<b>\$109,098,500</b>	<b>1%</b>	<b>\$116,535,300</b>	<b>1%</b>	<b>\$109,289,200</b>	<b>1%</b>	<b>\$68,473,700</b>	<b>0%</b>	<b>\$62,961,100</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$1,801,878,843</b>	<b>10%</b>	<b>\$1,798,185,400</b>	<b>9%</b>	<b>\$1,703,537,900</b>	<b>9%</b>	<b>\$1,424,551,400</b>	<b>8%</b>	<b>\$1,037,966,400</b>	<b>6%</b>	<b>\$898,020,100</b>	<b>4%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$2,157,188,700</b>	<b>12%</b>	<b>\$2,179,120,700</b>	<b>11%</b>	<b>\$2,189,108,500</b>	<b>11%</b>	<b>\$2,206,099,100</b>	<b>12%</b>	<b>\$1,711,422,800</b>	<b>11%</b>	<b>\$1,802,625,100</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$8,785,528,000</b>	<b>47%</b>	<b>\$9,186,024,000</b>	<b>46%</b>	<b>\$8,813,557,300</b>	<b>44%</b>	<b>\$8,006,336,200</b>	<b>44%</b>	<b>\$7,088,884,900</b>	<b>44%</b>	<b>\$10,083,618,000</b>	<b>46%</b>
<b>&gt;\$2M</b>	<b>\$5,937,266,600</b>	<b>32%</b>	<b>\$6,805,537,300</b>	<b>34%</b>	<b>\$7,333,702,200</b>	<b>37%</b>	<b>\$6,730,712,600</b>	<b>37%</b>	<b>\$6,282,107,300</b>	<b>39%</b>	<b>\$9,077,101,400</b>	<b>42%</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>50,949</b>		<b>48,950</b>		<b>47,734</b>		<b>41,459</b>		<b>32,884</b>		<b>34,563</b>	
<b>All Minority</b>	<b>12,992</b>	<b>26%</b>	<b>12,480</b>	<b>25%</b>	<b>12,408</b>	<b>26%</b>	<b>11,042</b>	<b>27%</b>	<b>8,190</b>	<b>25%</b>	<b>9,070</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	334	1%	352	1%	346	1%	308	1%	241	1%	259	1%
Ethnicity - ASIAN OR PACIFIC	6,437	13%	6,194	13%	6,001	13%	5,201	13%	3,721	11%	4,259	12%
Ethnicity - BLACK	1,843	4%	1,930	4%	2,056	4%	1,838	4%	1,369	4%	1,674	5%
Ethnicity - HISPANIC	4,378	9%	4,002	8%	4,005	8%	3,694	9%	2,723	8%	2,877	8%
Ethnicity - MULTI-GROUP	-	0%	2	0%	-	0%	1	0%	136	0%	1	0%
Ethnicity - UNDETERMINED	6,942	14%	7,277	15%	7,580	16%	7,862	19%	7,022	21%	7,664	22%
Ethnicity - WHITE	31,015	61%	29,193	60%	27,746	58%	22,555	54%	17,672	54%	17,829	52%
Gender - Not Reported	1	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	7,000	14%	6,619	14%	6,336	13%	5,378	13%	4,088	12%	4,607	13%
Gender - Female Owned more than 50%	9,379	18%	8,872	18%	8,465	18%	7,284	18%	5,758	18%	6,031	17%
Gender - Male Owned	34,569	68%	33,459	68%	32,933	69%	28,797	69%	23,038	70%	23,925	69%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	22,122	53%	17,887	54%	18,030	52%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	14	0%	1,738	5%	6,244	18%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	6,779	16%	5,073	15%	5,877	17%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	4,902	12%	4,083	12%	4,397	13%
<b>Veteran</b>	<b>2,540</b>	<b>5%</b>	<b>2,582</b>	<b>5%</b>	<b>2,383</b>	<b>5%</b>	<b>2,014</b>	<b>5%</b>	<b>1,566</b>	<b>5%</b>	<b>1,504</b>	<b>4%</b>
<b>Rural</b>	<b>8,825</b>	<b>17%</b>	<b>8,309</b>	<b>17%</b>	<b>8,036</b>	<b>17%</b>	<b>6,673</b>	<b>16%</b>	<b>6,035</b>	<b>18%</b>	<b>7,273</b>	<b>21%</b>
<b>Urban</b>	<b>42,124</b>	<b>83%</b>	<b>40,641</b>	<b>83%</b>	<b>39,698</b>	<b>83%</b>	<b>34,786</b>	<b>84%</b>	<b>26,849</b>	<b>82%</b>	<b>27,290</b>	<b>79%</b>
<b>Export</b>	<b>1,270</b>	<b>2%</b>	<b>1,793</b>	<b>4%</b>	<b>713</b>	<b>1%</b>	<b>663</b>	<b>2%</b>	<b>465</b>	<b>1%</b>	<b>358</b>	<b>1%</b>
<b>CAPLine</b>	<b>372</b>	<b>1%</b>	<b>316</b>	<b>1%</b>	<b>280</b>	<b>1%</b>	<b>254</b>	<b>1%</b>	<b>210</b>	<b>1%</b>	<b>242</b>	<b>1%</b>
<b>PLP</b>	<b>13,263</b>	<b>26%</b>	<b>19,138</b>	<b>39%</b>	<b>20,681</b>	<b>43%</b>	<b>19,077</b>	<b>46%</b>	<b>14,504</b>	<b>44%</b>	<b>18,116</b>	<b>52%</b>
<b>Express</b>	<b>26,436</b>	<b>52%</b>	<b>23,151</b>	<b>47%</b>	<b>22,322</b>	<b>47%</b>	<b>18,104</b>	<b>44%</b>	<b>14,872</b>	<b>45%</b>	<b>12,790</b>	<b>37%</b>
<b>Community Advantage</b>	<b>771</b>	<b>2%</b>	<b>823</b>	<b>2%</b>	<b>837</b>	<b>2%</b>	<b>778</b>	<b>2%</b>	<b>479</b>	<b>1%</b>	<b>432</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>30,701</b>	<b>60%</b>	<b>27,861</b>	<b>57%</b>	<b>26,873</b>	<b>56%</b>	<b>21,566</b>	<b>52%</b>	<b>16,388</b>	<b>50%</b>	<b>13,298</b>	<b>38%</b>
<b>&gt;\$150K - \$350K</b>	<b>8,169</b>	<b>16%</b>	<b>8,263</b>	<b>17%</b>	<b>8,343</b>	<b>17%</b>	<b>8,403</b>	<b>20%</b>	<b>6,471</b>	<b>20%</b>	<b>6,893</b>	<b>20%</b>
<b>&gt;\$350K - \$2M</b>	<b>10,154</b>	<b>20%</b>	<b>10,675</b>	<b>22%</b>	<b>10,214</b>	<b>21%</b>	<b>9,380</b>	<b>23%</b>	<b>8,113</b>	<b>25%</b>	<b>11,556</b>	<b>33%</b>
<b>&gt;\$2M</b>	<b>1,925</b>	<b>4%</b>	<b>2,151</b>	<b>4%</b>	<b>2,304</b>	<b>5%</b>	<b>2,110</b>	<b>5%</b>	<b>1,912</b>	<b>6%</b>	<b>2,816</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>\$3,649,532,000</b>		<b>\$4,110,059,000</b>		<b>\$3,672,873,000</b>		<b>\$3,948,730,000</b>		<b>\$4,532,657,000</b>		<b>\$6,558,243,540</b>	
<b>All Minority</b>	<b>\$965,361,000</b>	<b>26%</b>	<b>\$1,077,191,000</b>	<b>26%</b>	<b>\$945,951,000</b>	<b>26%</b>	<b>\$954,344,000</b>	<b>24%</b>	<b>\$1,060,881,000</b>	<b>23%</b>	<b>\$1,512,785,000</b>	<b>23%</b>
Ethnicity - AMERICAN INDIAN	\$20,579,000	1%	\$5,480,000	0%	\$4,508,000	0%	\$8,826,000	0%	\$5,118,000	0%	\$14,286,000	0%
Ethnicity - ASIAN OR PACIFIC	\$605,663,000	17%	\$778,230,000	19%	\$660,089,000	18%	\$616,344,000	16%	\$623,335,000	14%	\$881,699,000	13%
Ethnicity - BLACK	\$116,679,000	3%	\$78,741,000	2%	\$50,204,000	1%	\$53,210,000	1%	\$66,484,000	1%	\$83,400,000	1%
Ethnicity - HISPANIC	\$222,440,000	6%	\$214,740,000	5%	\$231,150,000	6%	\$275,964,000	7%	\$333,032,000	7%	\$533,400,000	8%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$32,912,000	1%	\$0	0%
Ethnicity - UNDETERMINED	\$611,225,000	17%	\$793,345,000	19%	\$921,091,000	25%	\$1,082,904,000	27%	\$1,588,806,000	35%	\$1,325,562,000	20%
Ethnicity - WHITE	\$2,072,946,000	57%	\$2,239,523,000	54%	\$1,805,831,000	49%	\$1,911,482,000	48%	\$1,882,970,000	42%	\$3,719,896,540	57%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$82,990,000	2%	\$440,443,000	11%	\$783,461,000	21%	\$791,491,000	20%	\$878,665,000	19%	\$1,350,921,000	21%
Gender - Female Owned more than 50%	\$415,730,000	11%	\$429,161,000	10%	\$325,601,000	9%	\$423,681,000	11%	\$432,771,000	10%	\$554,416,000	8%
Gender - Male Owned	\$3,150,812,000	86%	\$3,240,455,000	79%	\$2,563,811,000	70%	\$2,733,558,000	69%	\$3,221,221,000	71%	\$4,652,906,540	71%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$2,897,626,000	73%	\$3,582,772,000	79%	\$5,705,361,000	87%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$19,814,000	1%	\$34,322,000	1%	\$93,802,540	1%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$653,829,000	17%	\$732,863,000	16%	\$635,130,000	10%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$26,476,000	1%	\$105,927,000	2%	\$123,950,000	2%
<b>Veteran</b>	<b>\$110,928,000</b>	<b>3%</b>	<b>\$97,302,000</b>	<b>2%</b>	<b>\$66,904,000</b>	<b>2%</b>	<b>\$55,318,000</b>	<b>1%</b>	<b>\$131,977,000</b>	<b>3%</b>	<b>\$143,963,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$441,292,000</b>	<b>12%</b>	<b>\$494,080,000</b>	<b>12%</b>	<b>\$487,929,000</b>	<b>13%</b>	<b>\$515,676,000</b>	<b>13%</b>	<b>\$632,871,000</b>	<b>14%</b>	<b>\$896,666,540</b>	<b>14%</b>
<b>Urban</b>	<b>\$3,208,240,000</b>	<b>88%</b>	<b>\$3,615,979,000</b>	<b>88%</b>	<b>\$3,184,944,000</b>	<b>87%</b>	<b>\$3,433,054,000</b>	<b>87%</b>	<b>\$3,899,786,000</b>	<b>86%</b>	<b>\$5,661,577,000</b>	<b>86%</b>
<b>Export</b>	<b>\$167,853,000</b>	<b>5%</b>	<b>\$57,609,000</b>	<b>1%</b>	<b>\$58,086,000</b>	<b>2%</b>	<b>\$53,066,000</b>	<b>1%</b>	<b>\$89,252,000</b>	<b>2%</b>	<b>\$115,304,000</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>\$47,100,000</b>	<b>1%</b>	<b>\$52,857,000</b>	<b>1%</b>	<b>\$43,427,000</b>	<b>1%</b>	<b>\$41,799,000</b>	<b>1%</b>	<b>\$47,887,000</b>	<b>1%</b>	<b>\$63,482,540</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$307,964,000</b>	<b>8%</b>	<b>\$344,946,000</b>	<b>8%</b>	<b>\$323,292,000</b>	<b>9%</b>	<b>\$324,555,000</b>	<b>8%</b>	<b>\$349,444,000</b>	<b>8%</b>	<b>\$511,024,000</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$2,043,960,000</b>	<b>56%</b>	<b>\$2,307,593,000</b>	<b>56%</b>	<b>\$2,036,513,000</b>	<b>55%</b>	<b>\$2,293,601,000</b>	<b>58%</b>	<b>\$2,692,600,000</b>	<b>59%</b>	<b>\$3,892,552,000</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>\$1,250,508,000</b>	<b>34%</b>	<b>\$1,404,663,000</b>	<b>34%</b>	<b>\$1,269,641,000</b>	<b>35%</b>	<b>\$1,288,775,000</b>	<b>33%</b>	<b>\$1,442,726,000</b>	<b>32%</b>	<b>\$2,091,185,000</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>4,588</b>		<b>5,095</b>		<b>4,575</b>		<b>4,828</b>		<b>5,490</b>		<b>7,908</b>	
<b>All Minority</b>	<b>1,021</b>	<b>22%</b>	<b>1,105</b>	<b>22%</b>	<b>992</b>	<b>22%</b>	<b>1,063</b>	<b>22%</b>	<b>1,090</b>	<b>20%</b>	<b>1,708</b>	<b>22%</b>
Ethnicity - AMERICAN INDIAN	17	0%	9	0%	14	0%	11	0%	15	0%	23	0%
Ethnicity - ASIAN OR PACIFIC	499	11%	630	12%	520	11%	538	11%	480	9%	807	10%
Ethnicity - BLACK	157	3%	106	2%	86	2%	85	2%	101	2%	167	2%
Ethnicity - HISPANIC	348	8%	360	7%	372	8%	429	9%	456	8%	711	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	38	1%	-	0%
Ethnicity - UNDETERMINED	604	13%	770	15%	904	20%	1,049	22%	1,768	32%	1,272	16%
Ethnicity - WHITE	2,963	65%	3,220	63%	2,679	59%	2,716	56%	2,632	48%	4,928	62%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	87	2%	609	12%	1,131	25%	1,192	25%	1,255	23%	1,879	24%
Gender - Female Owned more than 50%	685	15%	731	14%	549	12%	629	13%	626	11%	944	12%
Gender - Male Owned	3,816	83%	3,755	74%	2,895	63%	3,007	62%	3,609	66%	5,085	64%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	3,760	78%	4,511	82%	6,863	87%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	18	0%	44	1%	101	1%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	658	14%	755	14%	805	10%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	29	1%	107	2%	139	2%
<b>Veteran</b>	<b>186</b>	<b>4%</b>	<b>156</b>	<b>3%</b>	<b>125</b>	<b>3%</b>	<b>89</b>	<b>2%</b>	<b>162</b>	<b>3%</b>	<b>199</b>	<b>3%</b>
<b>Rural</b>	<b>721</b>	<b>16%</b>	<b>818</b>	<b>16%</b>	<b>779</b>	<b>17%</b>	<b>838</b>	<b>17%</b>	<b>989</b>	<b>18%</b>	<b>1,354</b>	<b>17%</b>
<b>Urban</b>	<b>3,867</b>	<b>84%</b>	<b>4,277</b>	<b>84%</b>	<b>3,796</b>	<b>83%</b>	<b>3,990</b>	<b>83%</b>	<b>4,501</b>	<b>82%</b>	<b>6,554</b>	<b>83%</b>
<b>Export</b>	<b>141</b>	<b>3%</b>	<b>44</b>	<b>1%</b>	<b>53</b>	<b>1%</b>	<b>47</b>	<b>1%</b>	<b>72</b>	<b>1%</b>	<b>101</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>437</b>	<b>10%</b>	<b>467</b>	<b>9%</b>	<b>384</b>	<b>8%</b>	<b>366</b>	<b>8%</b>	<b>421</b>	<b>8%</b>	<b>560</b>	<b>7%</b>
<b>&gt;\$150K - \$350K</b>	<b>1,244</b>	<b>27%</b>	<b>1,401</b>	<b>27%</b>	<b>1,304</b>	<b>29%</b>	<b>1,292</b>	<b>27%</b>	<b>1,413</b>	<b>26%</b>	<b>2,030</b>	<b>26%</b>
<b>&gt;\$350K - \$2M</b>	<b>2,510</b>	<b>55%</b>	<b>2,780</b>	<b>55%</b>	<b>2,484</b>	<b>54%</b>	<b>2,751</b>	<b>57%</b>	<b>3,202</b>	<b>58%</b>	<b>4,648</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>397</b>	<b>9%</b>	<b>447</b>	<b>9%</b>	<b>403</b>	<b>9%</b>	<b>419</b>	<b>9%</b>	<b>454</b>	<b>8%</b>	<b>670</b>	<b>8%</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>\$96,989,400</b>		<b>\$109,098,500</b>		<b>\$116,535,300</b>		<b>\$109,289,200</b>		<b>\$68,473,700</b>		<b>\$62,961,100</b>	
<b>All Minority</b>	<b>\$30,315,800</b>	<b>31%</b>	<b>\$37,003,700</b>	<b>34%</b>	<b>\$42,360,900</b>	<b>36%</b>	<b>\$43,981,700</b>	<b>40%</b>	<b>\$26,699,000</b>	<b>39%</b>	<b>\$25,200,300</b>	<b>40%</b>
Ethnicity - AMERICAN INDIAN	\$570,000	1%	\$710,000	1%	\$1,278,400	1%	\$1,230,000	1%	\$940,500	1%	\$331,500	1%
Ethnicity - ASIAN OR PACIFIC	\$6,192,300	6%	\$9,853,400	9%	\$11,368,300	10%	\$8,928,400	8%	\$7,065,900	10%	\$6,708,500	11%
Ethnicity - BLACK	\$10,997,700	11%	\$13,723,900	13%	\$12,049,800	10%	\$15,234,700	14%	\$9,971,000	15%	\$8,909,100	14%
Ethnicity - HISPANIC	\$12,555,800	13%	\$12,716,400	12%	\$17,664,400	15%	\$18,588,600	17%	\$8,451,600	12%	\$9,251,200	15%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$270,000	0%	\$0	0%
Ethnicity - UNDETERMINED	\$6,504,900	7%	\$7,402,500	7%	\$12,781,900	11%	\$12,095,100	11%	\$10,354,100	15%	\$5,479,500	9%
Ethnicity - WHITE	\$60,168,700	62%	\$64,692,300	59%	\$61,392,500	53%	\$53,212,400	49%	\$31,420,600	46%	\$32,281,300	51%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$13,503,600	14%	\$19,224,600	18%	\$17,625,200	15%	\$18,101,200	17%	\$9,590,900	14%	\$9,083,700	14%
Gender - Female Owned more than 50%	\$28,628,100	30%	\$30,723,900	28%	\$33,909,300	29%	\$34,637,400	32%	\$17,779,000	26%	\$18,486,200	29%
Gender - Male Owned	\$54,857,700	57%	\$59,150,000	54%	\$65,000,800	56%	\$56,550,600	52%	\$41,103,800	60%	\$35,391,200	56%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$40,611,800	37%	\$28,397,900	41%	\$20,713,700	33%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$2,110,100	3%	\$5,679,600	9%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$46,215,000	42%	\$23,222,700	34%	\$29,112,100	46%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$10,189,000	9%	\$8,548,400	12%	\$7,455,700	12%
<b>Veteran</b>	<b>\$7,452,600</b>	<b>8%</b>	<b>\$9,569,900</b>	<b>9%</b>	<b>\$11,420,600</b>	<b>10%</b>	<b>\$10,449,600</b>	<b>10%</b>	<b>\$6,439,900</b>	<b>9%</b>	<b>\$3,727,500</b>	<b>6%</b>
<b>Rural</b>	<b>\$9,901,500</b>	<b>10%</b>	<b>\$13,407,700</b>	<b>12%</b>	<b>\$12,777,700</b>	<b>11%</b>	<b>\$10,872,300</b>	<b>10%</b>	<b>\$8,968,100</b>	<b>13%</b>	<b>\$8,304,900</b>	<b>13%</b>
<b>Urban</b>	<b>\$87,087,900</b>	<b>90%</b>	<b>\$95,690,800</b>	<b>88%</b>	<b>\$103,757,600</b>	<b>89%</b>	<b>\$98,416,900</b>	<b>90%</b>	<b>\$59,505,600</b>	<b>87%</b>	<b>\$54,656,200</b>	<b>87%</b>
<b>\$150K and Under</b>	<b>\$55,977,200</b>	<b>58%</b>	<b>\$58,251,900</b>	<b>53%</b>	<b>\$55,913,700</b>	<b>48%</b>	<b>\$46,796,400</b>	<b>43%</b>	<b>\$31,665,300</b>	<b>46%</b>	<b>\$26,321,800</b>	<b>42%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$41,012,200</b>	<b>42%</b>	<b>\$50,846,600</b>	<b>47%</b>	<b>\$60,621,600</b>	<b>52%</b>	<b>\$62,492,800</b>	<b>57%</b>	<b>\$36,808,400</b>	<b>54%</b>	<b>\$36,639,300</b>	<b>58%</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>771</b>		<b>823</b>		<b>837</b>		<b>778</b>		<b>479</b>		<b>432</b>	
<b>All Minority</b>	<b>257</b>	<b>33%</b>	<b>275</b>	<b>33%</b>	<b>305</b>	<b>36%</b>	<b>305</b>	<b>39%</b>	<b>186</b>	<b>39%</b>	<b>180</b>	<b>42%</b>
Ethnicity - AMERICAN INDIAN	5	1%	5	1%	9	1%	7	1%	10	2%	4	1%
Ethnicity - ASIAN OR PACIFIC	53	7%	61	7%	73	9%	61	8%	47	10%	44	10%
Ethnicity – BLACK	97	13%	109	13%	92	11%	106	14%	73	15%	69	16%
Ethnicity – HISPANIC	102	13%	100	12%	131	16%	131	17%	54	11%	63	15%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	2	0%	-	0%
Ethnicity – UNDETERMINED	46	6%	54	7%	85	10%	99	13%	75	16%	36	8%
Ethnicity – WHITE	468	61%	494	60%	447	53%	374	48%	218	46%	216	50%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	114	15%	145	18%	-	0%	131	17%	64	13%	63	15%
Gender - Female Owned more than 50%	243	32%	233	28%	-	0%	254	33%	137	29%	139	32%
Gender - Male Owned	414	54%	445	54%	-	0%	393	51%	278	58%	230	53%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	303	39%	206	43%	135	31%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	14	3%	45	10%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	324	42%	163	34%	209	48%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	65	8%	50	10%	43	10%
<b>Veteran</b>	<b>58</b>	<b>0%</b>	<b>72</b>	<b>9%</b>	<b>84</b>	<b>10%</b>	<b>77</b>	<b>10%</b>	<b>45</b>	<b>9%</b>	<b>22</b>	<b>5%</b>
<b>Rural</b>	<b>79</b>	<b>10%</b>	<b>111</b>	<b>13%</b>	<b>103</b>	<b>12%</b>	<b>82</b>	<b>11%</b>	<b>62</b>	<b>13%</b>	<b>58</b>	<b>13%</b>
<b>Urban</b>	<b>692</b>	<b>90%</b>	<b>712</b>	<b>87%</b>	<b>734</b>	<b>88%</b>	<b>696</b>	<b>89%</b>	<b>417</b>	<b>87%</b>	<b>374</b>	<b>87%</b>
<b>\$150K and Under</b>	<b>591</b>	<b>77%</b>	<b>600</b>	<b>73%</b>	<b>567</b>	<b>68%</b>	<b>496</b>	<b>64%</b>	<b>314</b>	<b>66%</b>	<b>268</b>	<b>62%</b>
<b>&gt;\$150K - \$350K</b>	<b>180</b>	<b>23%</b>	<b>223</b>	<b>27%</b>	<b>270</b>	<b>32%</b>	<b>282</b>	<b>36%</b>	<b>165</b>	<b>34%</b>	<b>164</b>	<b>38%</b>

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