

Weekly Approvals Report with data as of 07/30 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>\$19,164,341,143</b>		<b>\$20,522,356,100</b>		<b>\$20,595,773,900</b>		<b>\$18,859,488,300</b>		<b>\$16,515,050,100</b>		<b>\$23,899,359,600</b>	
<b>All Minority</b>	<b>\$5,528,684,600</b>	<b>29%</b>	<b>\$6,281,307,800</b>	<b>31%</b>	<b>\$6,455,187,000</b>	<b>31%</b>	<b>\$5,852,796,700</b>	<b>31%</b>	<b>\$4,589,621,800</b>	<b>28%</b>	<b>\$7,008,104,500</b>	<b>29%</b>
Ethnicity - AMERICAN INDIAN	\$98,709,600	1%	\$110,094,500	1%	\$159,560,700	1%	\$134,056,000	1%	\$92,261,100	1%	\$160,380,200	1%
Ethnicity - ASIAN OR PACIFIC	\$3,975,188,500	21%	\$4,514,881,900	22%	\$4,505,133,300	22%	\$3,959,598,100	21%	\$3,094,521,100	19%	\$4,795,205,600	20%
Ethnicity - BLACK	\$401,913,700	2%	\$505,756,700	2%	\$595,827,600	3%	\$584,337,900	3%	\$402,543,900	2%	\$618,776,300	3%
Ethnicity - HISPANIC	\$1,052,872,800	5%	\$1,146,996,700	6%	\$1,194,665,400	6%	\$1,174,151,700	6%	\$913,921,200	6%	\$1,433,591,400	6%
Ethnicity - MULTI-GROUP	\$0	0%	\$3,578,000	0%	\$0	0%	\$653,000	0%	\$86,374,500	1%	\$151,000	0%
Ethnicity - UNDETERMINED	\$3,115,462,243	16%	\$3,681,599,300	18%	\$3,940,045,400	19%	\$3,974,719,400	21%	\$4,585,053,200	28%	\$6,879,180,500	29%
Ethnicity - WHITE	\$10,520,194,300	55%	\$10,559,449,000	51%	\$10,200,541,500	50%	\$9,031,972,200	48%	\$7,340,375,100	44%	\$10,012,074,600	42%
Gender - Not Reported	\$64,000	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$3,016,419,000	16%	\$3,112,829,500	15%	\$3,129,071,600	15%	\$2,609,328,800	14%	\$2,204,560,000	13%	\$3,095,538,700	13%
Gender - Female Owned more than 50%	\$2,703,680,243	14%	\$2,894,986,700	14%	\$2,789,379,700	14%	\$2,628,053,000	14%	\$2,121,904,600	13%	\$3,238,458,700	14%
Gender - Male Owned	\$13,444,177,900	70%	\$14,514,539,900	71%	\$14,677,322,600	71%	\$13,622,106,500	72%	\$12,188,585,500	74%	\$17,565,362,200	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$8,840,704,500	47%	\$7,898,156,100	48%	\$11,921,929,700	50%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$12,615,600	0%	\$852,116,200	5%	\$3,588,902,200	15%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$3,216,699,700	17%	\$2,497,984,900	15%	\$3,318,450,400	14%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$4,512,759,300	24%	\$4,060,773,800	25%	\$5,055,321,300	21%
<b>Veteran</b>	<b>\$876,675,400</b>	<b>5%</b>	<b>\$776,040,000</b>	<b>4%</b>	<b>\$762,543,400</b>	<b>4%</b>	<b>\$744,807,200</b>	<b>4%</b>	<b>\$540,562,300</b>	<b>3%</b>	<b>\$795,435,900</b>	<b>3%</b>
<b>Rural</b>	<b>\$3,390,057,000</b>	<b>18%</b>	<b>\$3,451,439,500</b>	<b>17%</b>	<b>\$3,360,597,800</b>	<b>16%</b>	<b>\$2,831,091,100</b>	<b>15%</b>	<b>\$2,685,993,000</b>	<b>16%</b>	<b>\$4,177,828,800</b>	<b>17%</b>
<b>Urban</b>	<b>\$15,774,284,143</b>	<b>82%</b>	<b>\$17,070,916,600</b>	<b>83%</b>	<b>\$17,235,176,100</b>	<b>84%</b>	<b>\$16,028,397,200</b>	<b>85%</b>	<b>\$13,829,057,100</b>	<b>84%</b>	<b>\$19,721,530,800</b>	<b>83%</b>
<b>Export</b>	<b>\$1,064,412,000</b>	<b>6%</b>	<b>\$1,522,974,900</b>	<b>7%</b>	<b>\$855,680,600</b>	<b>4%</b>	<b>\$777,329,200</b>	<b>4%</b>	<b>\$607,390,300</b>	<b>4%</b>	<b>\$524,025,900</b>	<b>2%</b>
<b>CAPLine</b>	<b>\$269,174,800</b>	<b>1%</b>	<b>\$229,394,000</b>	<b>1%</b>	<b>\$266,507,500</b>	<b>1%</b>	<b>\$229,618,500</b>	<b>1%</b>	<b>\$200,122,200</b>	<b>1%</b>	<b>\$302,572,100</b>	<b>1%</b>
<b>PLP</b>	<b>\$12,191,818,543</b>	<b>64%</b>	<b>\$14,580,837,700</b>	<b>71%</b>	<b>\$15,220,126,500</b>	<b>74%</b>	<b>\$14,236,015,100</b>	<b>75%</b>	<b>\$12,341,006,700</b>	<b>75%</b>	<b>\$18,718,806,700</b>	<b>78%</b>
<b>Express</b>	<b>\$1,778,610,800</b>	<b>9%</b>	<b>\$1,712,137,100</b>	<b>8%</b>	<b>\$1,628,498,700</b>	<b>8%</b>	<b>\$1,422,275,000</b>	<b>8%</b>	<b>\$1,258,288,700</b>	<b>8%</b>	<b>\$1,665,192,600</b>	<b>7%</b>
<b>Community Advantage</b>	<b>\$100,308,400</b>	<b>1%</b>	<b>\$112,071,900</b>	<b>1%</b>	<b>\$120,858,200</b>	<b>1%</b>	<b>\$112,836,900</b>	<b>1%</b>	<b>\$69,314,000</b>	<b>0%</b>	<b>\$63,654,400</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$1,851,264,043</b>	<b>10%</b>	<b>\$1,851,558,900</b>	<b>9%</b>	<b>\$1,744,240,600</b>	<b>8%</b>	<b>\$1,461,558,900</b>	<b>8%</b>	<b>\$1,060,083,200</b>	<b>6%</b>	<b>\$936,869,600</b>	<b>4%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$2,216,982,800</b>	<b>12%</b>	<b>\$2,235,344,300</b>	<b>11%</b>	<b>\$2,248,924,900</b>	<b>11%</b>	<b>\$2,263,186,000</b>	<b>12%</b>	<b>\$1,746,341,400</b>	<b>11%</b>	<b>\$1,916,687,800</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$9,012,674,200</b>	<b>47%</b>	<b>\$9,417,575,100</b>	<b>46%</b>	<b>\$9,075,268,300</b>	<b>44%</b>	<b>\$8,218,363,300</b>	<b>44%</b>	<b>\$7,274,472,700</b>	<b>44%</b>	<b>\$11,022,108,700</b>	<b>46%</b>
<b>&gt;\$2M</b>	<b>\$6,083,420,100</b>	<b>32%</b>	<b>\$7,017,877,800</b>	<b>34%</b>	<b>\$7,527,340,100</b>	<b>37%</b>	<b>\$6,916,380,100</b>	<b>37%</b>	<b>\$6,434,152,800</b>	<b>39%</b>	<b>\$10,023,693,500</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>52,249</b>		<b>50,319</b>		<b>48,950</b>		<b>42,581</b>		<b>33,605</b>		<b>36,865</b>	
<b>All Minority</b>	<b>13,292</b>	<b>25%</b>	<b>12,844</b>	<b>26%</b>	<b>12,766</b>	<b>26%</b>	<b>11,360</b>	<b>27%</b>	<b>8,356</b>	<b>25%</b>	<b>9,723</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	340	1%	358	1%	354	1%	318	1%	242	1%	276	1%
Ethnicity - ASIAN OR PACIFIC	6,597	13%	6,350	13%	6,162	13%	5,338	13%	3,784	11%	4,611	13%
Ethnicity - BLACK	1,882	4%	1,999	4%	2,125	4%	1,898	4%	1,386	4%	1,759	5%
Ethnicity - HISPANIC	4,473	9%	4,135	8%	4,125	8%	3,805	9%	2,782	8%	3,075	8%
Ethnicity - MULTI-GROUP	-	0%	2	0%	-	0%	1	0%	162	0%	2	0%
Ethnicity - UNDETERMINED	7,126	14%	7,512	15%	7,776	16%	8,085	19%	7,344	22%	8,317	23%
Ethnicity - WHITE	31,831	61%	29,963	60%	28,408	58%	23,136	54%	17,905	53%	18,825	51%
Gender - Not Reported	1	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	7,180	14%	6,809	14%	6,516	13%	5,513	13%	4,165	12%	4,898	13%
Gender - Female Owned more than 50%	9,622	18%	9,119	18%	8,658	18%	7,506	18%	5,829	17%	6,435	17%
Gender - Male Owned	35,446	68%	34,391	68%	33,776	69%	29,562	69%	23,611	70%	25,532	69%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	22,711	53%	18,281	54%	19,149	52%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	14	0%	1,861	6%	6,690	18%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	6,945	16%	5,196	15%	6,288	17%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	5,039	12%	4,163	12%	4,720	13%
<b>Veteran</b>	<b>2,608</b>	<b>5%</b>	<b>2,635</b>	<b>5%</b>	<b>2,453</b>	<b>5%</b>	<b>2,073</b>	<b>5%</b>	<b>1,600</b>	<b>5%</b>	<b>1,589</b>	<b>4%</b>
<b>Rural</b>	<b>9,042</b>	<b>17%</b>	<b>8,517</b>	<b>17%</b>	<b>8,248</b>	<b>17%</b>	<b>6,872</b>	<b>16%</b>	<b>6,168</b>	<b>18%</b>	<b>7,698</b>	<b>21%</b>
<b>Urban</b>	<b>43,207</b>	<b>83%</b>	<b>41,802</b>	<b>83%</b>	<b>40,702</b>	<b>83%</b>	<b>35,709</b>	<b>84%</b>	<b>27,437</b>	<b>82%</b>	<b>29,167</b>	<b>79%</b>
<b>Export</b>	<b>1,300</b>	<b>2%</b>	<b>1,813</b>	<b>4%</b>	<b>741</b>	<b>2%</b>	<b>685</b>	<b>2%</b>	<b>473</b>	<b>1%</b>	<b>365</b>	<b>1%</b>
<b>CAPLine</b>	<b>385</b>	<b>1%</b>	<b>320</b>	<b>1%</b>	<b>293</b>	<b>1%</b>	<b>258</b>	<b>1%</b>	<b>214</b>	<b>1%</b>	<b>259</b>	<b>1%</b>
<b>PLP</b>	<b>13,650</b>	<b>26%</b>	<b>19,719</b>	<b>39%</b>	<b>21,234</b>	<b>43%</b>	<b>19,581</b>	<b>46%</b>	<b>14,844</b>	<b>44%</b>	<b>19,693</b>	<b>53%</b>
<b>Express</b>	<b>27,062</b>	<b>52%</b>	<b>23,812</b>	<b>47%</b>	<b>22,838</b>	<b>47%</b>	<b>18,619</b>	<b>44%</b>	<b>15,159</b>	<b>45%</b>	<b>13,422</b>	<b>36%</b>
<b>Community Advantage</b>	<b>797</b>	<b>2%</b>	<b>842</b>	<b>2%</b>	<b>867</b>	<b>2%</b>	<b>802</b>	<b>2%</b>	<b>485</b>	<b>1%</b>	<b>439</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>31,466</b>	<b>60%</b>	<b>28,682</b>	<b>57%</b>	<b>27,502</b>	<b>56%</b>	<b>22,171</b>	<b>52%</b>	<b>16,712</b>	<b>50%</b>	<b>13,870</b>	<b>38%</b>
<b>&gt;\$150K - \$350K</b>	<b>8,389</b>	<b>16%</b>	<b>8,481</b>	<b>17%</b>	<b>8,570</b>	<b>18%</b>	<b>8,622</b>	<b>20%</b>	<b>6,602</b>	<b>20%</b>	<b>7,312</b>	<b>20%</b>
<b>&gt;\$350K - \$2M</b>	<b>10,418</b>	<b>20%</b>	<b>10,938</b>	<b>22%</b>	<b>10,511</b>	<b>21%</b>	<b>9,623</b>	<b>23%</b>	<b>8,334</b>	<b>25%</b>	<b>12,573</b>	<b>34%</b>
<b>&gt;\$2M</b>	<b>1,976</b>	<b>4%</b>	<b>2,218</b>	<b>4%</b>	<b>2,367</b>	<b>5%</b>	<b>2,165</b>	<b>5%</b>	<b>1,957</b>	<b>6%</b>	<b>3,110</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>\$3,735,920,000</b>		<b>\$4,177,706,000</b>		<b>\$3,776,477,000</b>		<b>\$4,077,050,000</b>		<b>\$4,702,727,000</b>		<b>\$6,821,370,540</b>	
<b>All Minority</b>	<b>\$997,816,000</b>	<b>27%</b>	<b>\$1,085,311,000</b>	<b>26%</b>	<b>\$959,660,000</b>	<b>25%</b>	<b>\$994,688,000</b>	<b>24%</b>	<b>\$1,075,530,000</b>	<b>23%</b>	<b>\$1,576,179,000</b>	<b>23%</b>
Ethnicity - AMERICAN INDIAN	\$20,579,000	1%	\$5,480,000	0%	\$4,508,000	0%	\$8,894,000	0%	\$5,118,000	0%	\$18,567,000	0%
Ethnicity - ASIAN OR PACIFIC	\$631,262,000	17%	\$779,139,000	19%	\$666,094,000	18%	\$636,880,000	16%	\$631,186,000	13%	\$921,282,000	14%
Ethnicity - BLACK	\$118,695,000	3%	\$83,125,000	2%	\$50,566,000	1%	\$58,265,000	1%	\$66,484,000	1%	\$86,552,000	1%
Ethnicity - HISPANIC	\$227,280,000	6%	\$217,567,000	5%	\$238,492,000	6%	\$290,649,000	7%	\$336,550,000	7%	\$549,778,000	8%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$36,192,000	1%	\$0	0%
Ethnicity - UNDETERMINED	\$628,261,000	17%	\$823,489,000	20%	\$955,968,000	25%	\$1,119,924,000	27%	\$1,705,456,000	36%	\$1,386,235,000	20%
Ethnicity - WHITE	\$2,109,843,000	56%	\$2,268,906,000	54%	\$1,860,849,000	49%	\$1,962,438,000	48%	\$1,921,741,000	41%	\$3,858,956,540	57%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$85,136,000	2%	\$452,182,000	11%	\$801,112,000	21%	\$812,726,000	20%	\$903,129,000	19%	\$1,406,605,000	21%
Gender - Female Owned more than 50%	\$426,578,000	11%	\$435,490,000	10%	\$330,168,000	9%	\$430,233,000	11%	\$437,629,000	9%	\$591,065,000	9%
Gender - Male Owned	\$3,224,206,000	86%	\$3,290,034,000	79%	\$2,645,197,000	70%	\$2,834,091,000	70%	\$3,361,969,000	71%	\$4,823,700,540	71%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$3,010,465,000	74%	\$3,732,464,000	79%	\$5,917,660,000	87%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$19,814,000	0%	\$38,186,000	1%	\$98,990,540	1%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$661,548,000	16%	\$744,813,000	16%	\$663,586,000	10%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$30,381,000	1%	\$110,491,000	2%	\$141,134,000	2%
<b>Veteran</b>	<b>\$115,702,000</b>	<b>3%</b>	<b>\$99,853,000</b>	<b>2%</b>	<b>\$68,257,000</b>	<b>2%</b>	<b>\$62,896,000</b>	<b>2%</b>	<b>\$134,220,000</b>	<b>3%</b>	<b>\$148,008,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$448,214,000</b>	<b>12%</b>	<b>\$500,172,000</b>	<b>12%</b>	<b>\$497,088,000</b>	<b>13%</b>	<b>\$533,703,000</b>	<b>13%</b>	<b>\$650,517,000</b>	<b>14%</b>	<b>\$927,228,540</b>	<b>14%</b>
<b>Urban</b>	<b>\$3,287,706,000</b>	<b>88%</b>	<b>\$3,677,534,000</b>	<b>88%</b>	<b>\$3,279,389,000</b>	<b>87%</b>	<b>\$3,543,347,000</b>	<b>87%</b>	<b>\$4,052,210,000</b>	<b>86%</b>	<b>\$5,894,142,000</b>	<b>86%</b>
<b>Export</b>	<b>\$169,621,000</b>	<b>5%</b>	<b>\$57,609,000</b>	<b>1%</b>	<b>\$58,086,000</b>	<b>2%</b>	<b>\$55,261,000</b>	<b>1%</b>	<b>\$90,431,000</b>	<b>2%</b>	<b>\$121,067,000</b>	<b>2%</b>
<b>504 Refinance</b>	<b>\$12,937,000</b>	<b>0%</b>	<b>\$251,982,000</b>	<b>6%</b>	<b>\$122,506,000</b>	<b>3%</b>	<b>\$125,955,000</b>	<b>3%</b>	<b>\$265,982,000</b>	<b>6%</b>	<b>\$498,549,000</b>	<b>7%</b>
<b>\$150K and Under</b>	<b>\$48,164,000</b>	<b>1%</b>	<b>\$53,824,000</b>	<b>1%</b>	<b>\$44,529,000</b>	<b>1%</b>	<b>\$42,507,000</b>	<b>1%</b>	<b>\$50,110,000</b>	<b>1%</b>	<b>\$65,001,540</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$314,800,000</b>	<b>8%</b>	<b>\$350,073,000</b>	<b>8%</b>	<b>\$331,033,000</b>	<b>9%</b>	<b>\$333,032,000</b>	<b>8%</b>	<b>\$365,607,000</b>	<b>8%</b>	<b>\$526,816,000</b>	<b>8%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$2,098,963,000</b>	<b>56%</b>	<b>\$2,345,968,000</b>	<b>56%</b>	<b>\$2,104,130,000</b>	<b>56%</b>	<b>\$2,367,571,000</b>	<b>58%</b>	<b>\$2,799,519,000</b>	<b>60%</b>	<b>\$4,035,416,000</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>\$1,273,993,000</b>	<b>34%</b>	<b>\$1,427,841,000</b>	<b>34%</b>	<b>\$1,296,785,000</b>	<b>34%</b>	<b>\$1,333,940,000</b>	<b>33%</b>	<b>\$1,487,491,000</b>	<b>32%</b>	<b>\$2,194,137,000</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>4,695</b>		<b>5,179</b>		<b>4,703</b>		<b>4,971</b>		<b>5,710</b>		<b>8,179</b>	
<b>All Minority</b>	<b>1,047</b>	<b>22%</b>	<b>1,117</b>	<b>22%</b>	<b>1,016</b>	<b>22%</b>	<b>1,096</b>	<b>22%</b>	<b>1,114</b>	<b>20%</b>	<b>1,760</b>	<b>22%</b>
Ethnicity - AMERICAN INDIAN	17	0%	9	0%	14	0%	11	0%	15	0%	28	0%
Ethnicity - ASIAN OR PACIFIC	513	11%	636	12%	529	11%	553	11%	489	9%	831	10%
Ethnicity - BLACK	160	3%	107	2%	88	2%	88	2%	101	2%	175	2%
Ethnicity - HISPANIC	357	8%	365	7%	385	8%	444	9%	466	8%	726	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	43	1%	-	0%
Ethnicity - UNDETERMINED	627	13%	796	15%	936	20%	1,091	22%	1,909	33%	1,324	16%
Ethnicity - WHITE	3,021	64%	3,266	63%	2,751	58%	2,784	56%	2,687	47%	5,095	62%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	89	2%	628	12%	1,160	25%	1,224	25%	1,294	23%	1,946	24%
Gender - Female Owned more than 50%	705	15%	741	14%	560	12%	644	13%	636	11%	980	12%
Gender - Male Owned	3,901	83%	3,810	74%	2,983	63%	3,103	62%	3,780	66%	5,253	64%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	3,884	78%	4,705	82%	7,093	87%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	18	0%	51	1%	106	1%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	669	13%	770	13%	829	10%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	34	1%	111	2%	151	2%
<b>Veteran</b>	<b>195</b>	<b>4%</b>	<b>159</b>	<b>3%</b>	<b>129</b>	<b>3%</b>	<b>96</b>	<b>2%</b>	<b>165</b>	<b>3%</b>	<b>207</b>	<b>3%</b>
<b>Rural</b>	<b>729</b>	<b>16%</b>	<b>833</b>	<b>16%</b>	<b>794</b>	<b>17%</b>	<b>858</b>	<b>17%</b>	<b>1,024</b>	<b>18%</b>	<b>1,400</b>	<b>17%</b>
<b>Urban</b>	<b>3,966</b>	<b>84%</b>	<b>4,346</b>	<b>84%</b>	<b>3,909</b>	<b>83%</b>	<b>4,113</b>	<b>83%</b>	<b>4,686</b>	<b>82%</b>	<b>6,779</b>	<b>83%</b>
<b>Export</b>	<b>142</b>	<b>3%</b>	<b>44</b>	<b>1%</b>	<b>53</b>	<b>1%</b>	<b>49</b>	<b>1%</b>	<b>74</b>	<b>1%</b>	<b>104</b>	<b>1%</b>
<b>504 Refinance</b>	<b>10</b>	<b>0%</b>	<b>223</b>	<b>4%</b>	<b>154</b>	<b>3%</b>	<b>132</b>	<b>3%</b>	<b>267</b>	<b>5%</b>	<b>488</b>	<b>6%</b>
<b>\$150K and Under</b>	<b>447</b>	<b>10%</b>	<b>475</b>	<b>9%</b>	<b>394</b>	<b>8%</b>	<b>372</b>	<b>7%</b>	<b>440</b>	<b>8%</b>	<b>573</b>	<b>7%</b>
<b>&gt;\$150K - \$350K</b>	<b>1,271</b>	<b>27%</b>	<b>1,423</b>	<b>27%</b>	<b>1,336</b>	<b>28%</b>	<b>1,326</b>	<b>27%</b>	<b>1,478</b>	<b>26%</b>	<b>2,093</b>	<b>26%</b>
<b>&gt;\$350K - \$2M</b>	<b>2,572</b>	<b>55%</b>	<b>2,827</b>	<b>55%</b>	<b>2,562</b>	<b>54%</b>	<b>2,840</b>	<b>57%</b>	<b>3,325</b>	<b>58%</b>	<b>4,811</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>405</b>	<b>9%</b>	<b>454</b>	<b>9%</b>	<b>411</b>	<b>9%</b>	<b>433</b>	<b>9%</b>	<b>467</b>	<b>8%</b>	<b>702</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>\$100,308,400</b>		<b>\$112,071,900</b>		<b>\$120,858,200</b>		<b>\$112,836,900</b>		<b>\$69,314,000</b>		<b>\$63,654,400</b>	
<b>All Minority</b>	<b>\$31,040,600</b>	<b>31%</b>	<b>\$38,035,600</b>	<b>34%</b>	<b>\$44,759,300</b>	<b>37%</b>	<b>\$45,646,100</b>	<b>40%</b>	<b>\$26,762,000</b>	<b>39%</b>	<b>\$25,499,600</b>	<b>40%</b>
Ethnicity - AMERICAN INDIAN	\$570,000	1%	\$710,000	1%	\$1,278,400	1%	\$1,230,000	1%	\$1,003,500	1%	\$331,500	1%
Ethnicity - ASIAN OR PACIFIC	\$6,567,300	7%	\$9,853,400	9%	\$11,528,300	10%	\$9,586,800	8%	\$7,065,900	10%	\$6,708,500	11%
Ethnicity - BLACK	\$11,097,700	11%	\$14,605,800	13%	\$12,902,900	11%	\$15,859,700	14%	\$9,971,000	14%	\$8,929,100	14%
Ethnicity - HISPANIC	\$12,805,600	13%	\$12,866,400	11%	\$19,049,700	16%	\$18,969,600	17%	\$8,451,600	12%	\$9,530,500	15%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$270,000	0%	\$0	0%
Ethnicity - UNDETERMINED	\$7,269,900	7%	\$7,762,500	7%	\$12,871,900	11%	\$12,695,100	11%	\$11,090,900	16%	\$5,479,500	9%
Ethnicity - WHITE	\$61,997,900	62%	\$66,273,800	59%	\$63,227,000	52%	\$54,495,700	48%	\$31,461,100	45%	\$32,675,300	51%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$13,859,800	14%	\$19,224,600	17%	\$18,410,700	15%	\$18,683,700	17%	\$9,590,900	14%	\$9,083,700	14%
Gender - Female Owned more than 50%	\$29,568,100	29%	\$32,234,400	29%	\$34,754,300	29%	\$35,509,900	31%	\$17,779,000	26%	\$18,630,200	29%
Gender - Male Owned	\$56,880,500	57%	\$60,612,900	54%	\$67,693,200	56%	\$58,643,300	52%	\$41,944,100	61%	\$35,940,500	56%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$0	0%	\$41,641,800	37%	\$28,838,200	42%	\$20,893,700	33%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$2,260,100	3%	\$5,679,600	9%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$0	0%	\$47,871,900	42%	\$23,472,700	34%	\$29,505,400	46%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$0	0%	\$10,482,300	9%	\$8,548,400	12%	\$7,575,700	12%
<b>Veteran</b>	<b>\$7,560,600</b>	<b>8%</b>	<b>\$9,829,900</b>	<b>9%</b>	<b>\$11,809,400</b>	<b>10%</b>	<b>\$11,117,600</b>	<b>10%</b>	<b>\$6,439,900</b>	<b>9%</b>	<b>\$3,727,500</b>	<b>6%</b>
<b>Rural</b>	<b>\$10,146,500</b>	<b>10%</b>	<b>\$13,807,700</b>	<b>12%</b>	<b>\$13,669,700</b>	<b>11%</b>	<b>\$10,968,600</b>	<b>10%</b>	<b>\$8,968,100</b>	<b>13%</b>	<b>\$8,404,200</b>	<b>13%</b>
<b>Urban</b>	<b>\$90,161,900</b>	<b>90%</b>	<b>\$98,264,200</b>	<b>88%</b>	<b>\$107,188,500</b>	<b>89%</b>	<b>\$101,868,300</b>	<b>90%</b>	<b>\$60,345,900</b>	<b>87%</b>	<b>\$55,250,200</b>	<b>87%</b>
<b>\$150K and Under</b>	<b>\$58,046,200</b>	<b>58%</b>	<b>\$59,395,800</b>	<b>53%</b>	<b>\$58,090,300</b>	<b>48%</b>	<b>\$48,000,200</b>	<b>43%</b>	<b>\$32,068,800</b>	<b>46%</b>	<b>\$27,015,100</b>	<b>42%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$42,262,200</b>	<b>42%</b>	<b>\$52,676,100</b>	<b>47%</b>	<b>\$62,767,900</b>	<b>52%</b>	<b>\$64,836,700</b>	<b>57%</b>	<b>\$37,245,200</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>797</b>		<b>842</b>		<b>867</b>		<b>802</b>		<b>485</b>		<b>439</b>	
<b>All Minority</b>	<b>262</b>	<b>33%</b>	<b>282</b>	<b>33%</b>	<b>321</b>	<b>37%</b>	<b>314</b>	<b>39%</b>	<b>187</b>	<b>39%</b>	<b>184</b>	<b>42%</b>
Ethnicity - AMERICAN INDIAN	5	1%	5	1%	9	1%	7	1%	11	2%	4	1%
Ethnicity - ASIAN OR PACIFIC	55	7%	61	7%	75	9%	64	8%	47	10%	44	10%
Ethnicity – BLACK	98	12%	115	14%	96	11%	109	14%	73	15%	70	16%
Ethnicity – HISPANIC	104	13%	101	12%	141	16%	134	17%	54	11%	66	15%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	2	0%	-	0%
Ethnicity – UNDETERMINED	50	6%	56	7%	86	10%	102	13%	79	16%	36	8%
Ethnicity – WHITE	485	61%	504	60%	460	53%	386	48%	219	45%	219	50%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	117	15%	145	17%	-	0%	136	17%	64	13%	63	14%
Gender - Female Owned more than 50%	253	32%	241	29%	-	0%	260	32%	137	28%	140	32%
Gender - Male Owned	427	54%	456	54%	-	0%	406	51%	284	59%	236	54%
Business Age - Existing or more than 2 years old	-	0%	-	0%	-	0%	310	39%	210	43%	138	31%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	15	3%	45	10%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	-	0%	335	42%	164	34%	212	48%
Business Age - Change of Ownership	-	0%	-	0%	-	0%	67	8%	50	10%	44	10%
<b>Veteran</b>	<b>59</b>	<b>0%</b>	<b>75</b>	<b>9%</b>	<b>87</b>	<b>10%</b>	<b>80</b>	<b>10%</b>	<b>45</b>	<b>9%</b>	<b>22</b>	<b>5%</b>
<b>Rural</b>	<b>81</b>	<b>10%</b>	<b>113</b>	<b>13%</b>	<b>109</b>	<b>13%</b>	<b>84</b>	<b>10%</b>	<b>62</b>	<b>13%</b>	<b>59</b>	<b>13%</b>
<b>Urban</b>	<b>716</b>	<b>90%</b>	<b>729</b>	<b>87%</b>	<b>758</b>	<b>87%</b>	<b>718</b>	<b>90%</b>	<b>423</b>	<b>87%</b>	<b>380</b>	<b>87%</b>
<b>\$150K and Under</b>	<b>612</b>	<b>77%</b>	<b>611</b>	<b>73%</b>	<b>588</b>	<b>68%</b>	<b>509</b>	<b>63%</b>	<b>318</b>	<b>66%</b>	<b>275</b>	<b>63%</b>
<b>&gt;\$150K - \$350K</b>	<b>185</b>	<b>23%</b>	<b>231</b>	<b>27%</b>	<b>279</b>	<b>32%</b>	<b>293</b>	<b>37%</b>	<b>167</b>	<b>34%</b>	<b>164</b>	<b>37%</b>

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