Weekly Approvals Report with data as of 10/22 for each FY

7(a) Approval Amount

| Portfolio Segment | FY17 Amount | FY17 % | FY18 Amount | FY18 % | FY19 Amount | FY19 % | FY20 Amount | FY20 % | FY21 Amount | FY21 % | FY22 Amount | FY22 % |
|--|-----------------|-----------|-----------------|-----------|-----------------|-----------|-----------------|-----------|---------------|-----------|---------------|-----------|
| All 7(A) | \$1,061,223,400 | | \$1,107,328,400 | | \$1,098,547,000 | | \$1,136,285,400 | | \$876,493,600 | | \$558,865,000 | |
| All Minority | \$331,698,700 | 31% | \$330,453,300 | 30% | \$353,198,000 | 32% | \$341,285,000 | 30% | \$283,842,900 | 32% | \$171,252,800 | 31% |
| Ethnicity - AMERICAN INDIAN | \$1,774,100 | 0% | \$9,528,500 | 1% | \$9,662,800 | 1% | \$3,266,100 | 0% | \$4,500,000 | 1% | \$4,791,500 | 1% |
| Ethnicity - ASIAN OR PACIFIC | \$232,300,400 | 22% | \$221,712,100 | 20% | \$246,778,200 | 22% | \$239,146,300 | 21% | \$192,932,300 | 22% | \$94,815,300 | 17% |
| Ethnicity - BLACK | \$26,424,500 | 2% | \$28,593,600 | 3% | \$31,143,400 | 3% | \$34,691,800 | 3% | \$18,977,200 | 2% | \$24,995,900 | 4% |
| Ethnicity - HISPANIC | \$71,199,700 | 7% | \$70,619,100 | 6% | \$65,613,600 | 6% | \$64,180,800 | 6% | \$67,433,400 | 8% | \$46,650,100 | 8% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$199,016,100 | 19% | \$201,834,500 | 18% | \$235,539,800 | 21% | \$257,809,600 | 23% | \$204,997,600 | 23% | \$112,177,000 | 20% |
| Ethnicity - WHITE | \$530,508,600 | 50% | \$575,040,600 | 52% | \$509,809,200 | 46% | \$537,190,800 | 47% | \$387,653,100 | 44% | \$275,435,200 | 49% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$146,431,900 | 14% | \$162,081,800 | 15% | \$175,367,500 | 16% | \$152,611,100 | 13% | \$110,673,200 | 13% | \$53,985,300 | 10% |
| Gender - Female Owned more than 50% | \$157,652,600 | 15% | \$180,318,100 | 16% | \$146,442,200 | 13% | \$179,015,100 | 16% | \$104,123,700 | 12% | \$101,656,700 | 18% |
| Gender - Male Owned | \$757,138,900 | 71% | \$764,928,500 | 69% | \$776,737,300 | 71% | \$804,659,200 | 71% | \$661,696,700 | 75% | \$403,223,000 | 72% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$491,588,000 | 45% | \$519,319,700 | 46% | \$456,386,900 | 52% | \$286,805,100 | 51% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$377,000 | 0% | \$447,900 | 0% | \$99,574,600 | 11% | \$71,162,800 | 13% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$198,488,100 | 18% | \$208,718,600 | 18% | \$134,022,500 | 15% | \$87,341,200 | 16% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$268,609,400 | 24% | \$293,494,700 | 26% | \$186,479,600 | 21% | \$113,379,900 | 20% |
| Veteran | \$33,491,700 | 3% | \$30,315,400 | 3% | \$46,415,200 | 4% | \$28,412,900 | 3% | \$29,544,900 | 3% | \$19,131,300 | 3% |
| Rural | \$200,010,300 | 19% | \$141,621,000 | 13% | \$183,674,100 | 17% | \$206,783,500 | 18% | \$145,981,900 | 17% | \$123,083,500 | 22% |
| Urban | \$861,213,100 | 81% | \$965,707,400 | 87% | \$914,872,900 | 83% | \$929,501,900 | 82% | \$730,511,700 | 83% | \$435,781,500 | 78% |
| Export | \$53,357,100 | 5% | \$35,253,000 | 3% | \$72,161,800 | 7% | \$33,399,500 | 3% | \$56,397,900 | 6% | \$9,824,500 | 2% |
| CAPLine | \$8,291,800 | 1% | \$8,446,000 | 1% | \$10,800,000 | 1% | \$13,519,500 | 1% | \$13,175,000 | 2% | \$5,175,000 | 1% |
| PLP | \$645,553,400 | 61% | \$778,425,700 | 70% | \$799,163,700 | 73% | \$842,887,200 | 74% | \$587,086,600 | 67% | \$246,843,300 | 44% |
| Express | \$104,278,700 | 10% | \$115,501,600 | 10% | \$78,815,400 | 7% | \$97,939,000 | 9% | \$77,899,700 | 9% | \$71,480,900 | 13% |
| Community Advantage | \$6,198,400 | 1% | \$7,708,900 | 1% | \$7,917,700 | 1% | \$5,793,900 | 1% | \$5,332,100 | 1% | \$5,451,100 | 1% |
| \$150K and Under | \$105,867,400 | 10% | \$119,193,700 | 11% | \$74,404,700 | 7% | \$88,609,400 | 8% | \$54,431,700 | 6% | \$59,671,300 | 11% |
| >\$150K - \$350K | \$122,442,900 | 12% | \$137,281,900 | 12% | \$138,325,900 | 13% | \$155,628,900 | 14% | \$86,347,800 | 10% | \$94,023,200 | 17% |
| >\$350K - \$2M | \$498,694,800 | 47% | \$497,413,900 | 45% | \$458,936,100 | 42% | \$511,201,100 | 45% | \$428,708,500 | 49% | \$210,735,500 | 38% |
| >\$2M | \$334,218,300 | 31% | \$353,438,900 | 32% | \$426,880,300 | 39% | \$380,846,000 | 34% | \$307,005,600 | 35% | \$194,435,000 | 35% |

7(a) Approval Count

| Portfolio Segment | FY17 Count | FY17 % | FY18 Count | FY18 % | FY19 Count | FY19 % | FY20 Count | FY20 % | FY21 Count | FY21 % | FY22 Count | FY22 % |
|--|------------|-----------|------------|-----------|------------|-----------|------------|--------------|------------|--------------|------------|---------------|
| All 7(A) | 2,942 | | 3,276 | | 2,412 | | 2,742 | | 1,793 | | 1,585 | |
| All Minority | 783 | 27% | 882 | 27% | 658 | 27% | 767 | 28% | 529 | 30% | 431 | 27% |
| Ethnicity - AMERICAN INDIAN | 17 | 1% | 26 | 1% | 25 | 1% | 21 | 1% | 13 | 1% | 12 | 1% |
| Ethnicity - ASIAN OR PACIFIC | 383 | 13% | 417 | 13% | 320 | 13% | 356 | 13% | 243 | 14% | 156 | 10% |
| Ethnicity - BLACK | 118 | 4% | 150 | 5% | 100 | 4% | 125 | 5% | 99 | 6% | 116 | 7% |
| Ethnicity - HISPANIC | 265 | 9% | 289 | 9% | 213 | 9% | 265 | 10% | 174 | 10% | 147 | 9% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 436 | 15% | 515 | 16% | 420 | 17% | 513 | 19% | 294 | 16% | 286 | 18% |
| Ethnicity - WHITE | 1,723 | 59% | 1,879 | 57% | 1,334 | 55% | 1,462 | 53% | 970 | 54% | 868 | 55% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or | | | | | | | | | | | | |
| less | 366 | 12% | 418 | 13% | 367 | 15% | 326 | 12% | 235 | 13% | 158 | 10% |
| Gender - Female Owned more | | | | | | | | | | | | |
| than 50% | 535 | 18% | 604 | 18% | 405 | 17% | 521 | 19% | 298 | 17% | 311 | 20% |
| Gender - Male Owned | 2,041 | 69% | 2,254 | 69% | 1,640 | 68% | 1,895 | 69% | 1,260 | 70% | 1,116 | 70% |
| Business Age - Existing or more | | 00/ | | 00/ | 4 227 | 540/ | 1 100 | 500 / | 054 | 53 0/ | 25.5 | 5.4 0/ |
| than 2 years old | - | 0% | - | 0% | 1,227 | 51% | 1,439 | 52% | 954 | 53% | 856 | 54% |
| Business Age - New Business or 2 years or less | _ | 0% | _ | 0% | 1 | 0% | 1 | 0% | 326 | 18% | 330 | 21% |
| Business Age - Startup, Loan | | 070 | | 070 | - | 070 | - | 070 | 320 | 1070 | 330 | 21/0 |
| Funds will Open Business | - | 0% | - | 0% | 389 | 16% | 463 | 17% | 296 | 17% | 262 | 17% |
| Business Age - Change of | | | | | | | | | | | | |
| Ownership | - | 0% | - | 0% | 303 | 13% | 346 | 13% | 216 | 12% | 135 | 9% |
| Veteran | 142 | 5% | 156 | 5% | 115 | 5% | 115 | 4% | 81 | 5% | 86 | 5% |
| Rural | 545 | 19% | 538 | 16% | 383 | 16% | 494 | 18% | 365 | 20% | 336 | 21% |
| Urban | 2,397 | 81% | 2,738 | 84% | 2,029 | 84% | 2,248 | 82% | 1,428 | 80% | 1,249 | 79% |
| Export | 55 | 2% | 33 | 1% | 53 | 2% | 35 | 1% | 36 | 2% | 13 | 1% |
| CAPLine | 20 | 1% | 12 | 0% | 11 | 0% | 17 | 1% | 11 | 1% | 4 | 0% |
| PLP | 723 | 25% | 1,243 | 38% | 1,093 | 45% | 1,150 | 42% | 758 | 42% | 513 | 32% |
| Express | 1,550 | 53% | 1,731 | 53% | 1,016 | 42% | 1,291 | 47% | 798 | 45% | 831 | 52% |
| Community Advantage | 48 | 2% | 57 | 2% | 58 | 2% | 46 | 2% | 32 | 2% | 41 | 3% |
| \$150K and Under | 1,789 | 61% | 2,043 | 62% | 1,183 | 49% | 1,429 | 52% | 867 | 48% | 931 | 59% |
| >\$150K - \$350K | 459 | 16% | 522 | 16% | 529 | 22% | 596 | 22% | 329 | 18% | 353 | 22% |
| >\$350K - \$2M | 587 | 20% | 596 | 18% | 563 | 23% | 599 | 22% | 494 | 28% | 239 | 15% |
| >\$2M | 107 | 4% | 115 | 4% | 137 | 6% | 118 | 4% | 103 | 6% | 62 | 4% |

504 Approval Amount

| Portfolio Segment | FY17 Amount | FY17 % | FY18 Amount | FY18 % | FY19 Amount | FY19 % | FY20 Amount | FY20 % | FY21 Amount | FY21 % | FY22 Amount | FY22 % |
|--|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|---------------|-----------|-----------------|-----------|
| All 504 | \$246,924,000 | | \$286,283,000 | | \$314,785,000 | | \$419,904,000 | | \$295,436,000 | | \$1,168,211,000 | |
| All Minority | \$78,514,000 | 32% | \$69,098,000 | 24% | \$66,653,000 | 21% | \$110,609,000 | 26% | \$64,428,000 | 22% | \$304,310,000 | 26% |
| Ethnicity - AMERICAN INDIAN | \$0 | 0% | \$255,000 | 0% | \$0 | 0% | \$0 | 0% | \$333,000 | 0% | \$3,661,000 | 0% |
| Ethnicity - ASIAN OR PACIFIC | \$51,572,000 | 21% | \$51,364,000 | 18% | \$40,026,000 | 13% | \$73,911,000 | 18% | \$38,005,000 | 13% | \$210,862,000 | 18% |
| Ethnicity - BLACK | \$8,053,000 | 3% | \$1,289,000 | 0% | \$7,353,000 | 2% | \$5,782,000 | 1% | \$2,847,000 | 1% | \$24,657,000 | 2% |
| Ethnicity - HISPANIC | \$18,889,000 | 8% | \$16,190,000 | 6% | \$19,274,000 | 6% | \$30,916,000 | 7% | \$23,243,000 | 8% | \$65,130,000 | 6% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$42,766,000 | 17% | \$74,451,000 | 26% | \$95,338,000 | 30% | \$139,006,000 | 33% | \$64,668,000 | 22% | \$224,873,000 | 19% |
| Ethnicity - WHITE | \$125,644,000 | 51% | \$142,734,000 | 50% | \$152,794,000 | 49% | \$170,289,000 | 41% | \$166,340,000 | 56% | \$639,028,000 | 55% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$19,763,000 | 8% | \$67,006,000 | 23% | \$58,797,000 | 19% | \$89,313,000 | 21% | \$50,758,000 | 17% | \$192,004,000 | 16% |
| Gender - Female Owned more than 50% | \$28,597,000 | 12% | \$23,409,000 | 8% | \$30,552,000 | 10% | \$44,287,000 | 11% | \$25,163,000 | 9% | \$110,340,000 | 9% |
| Gender - Male Owned | \$198,564,000 | 80% | \$195,868,000 | 68% | \$225,436,000 | 72% | \$286,304,000 | 68% | \$219,515,000 | 74% | \$865,867,000 | 74% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$241,155,000 | 77% | \$301,070,000 | 72% | \$247,087,000 | 84% | \$970,958,000 | 83% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$1,164,000 | 0% | \$1,693,000 | 0% | \$7,286,000 | 2% | \$17,089,000 | 1% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$45,018,000 | 14% | \$100,334,000 | 24% | \$36,977,000 | 13% | \$153,769,000 | 13% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$254,000 | 0% | \$5,479,000 | 1% | \$4,086,000 | 1% | \$26,395,000 | 2% |
| Veteran | \$3,562,000 | 1% | \$1,620,000 | 1% | \$5,964,000 | 2% | \$15,813,000 | 4% | \$6,081,000 | 2% | \$37,626,000 | 3% |
| Rural | \$36,232,000 | 15% | \$40,588,000 | 14% | \$46,400,000 | 15% | \$60,320,000 | 14% | \$42,466,000 | 14% | \$186,142,000 | 16% |
| Urban | \$210,692,000 | 85% | \$245,695,000 | 86% | \$268,385,000 | 85% | \$359,584,000 | 86% | \$252,970,000 | 86% | \$982,069,000 | 84% |
| Export | \$5,313,000 | 2% | \$2,304,000 | 1% | \$1,084,000 | 0% | \$10,198,000 | 2% | \$2,171,000 | 1% | \$19,526,000 | 2% |
| 504 Refinance | \$8,986,000 | 4% | \$8,605,000 | 3% | \$13,963,000 | 4% | \$11,101,000 | 3% | \$14,948,000 | 5% | \$63,694,000 | 5% |
| \$150K and Under | \$4,210,000 | 2% | \$2,825,000 | 1% | \$3,959,000 | 1% | \$3,471,000 | 1% | \$3,155,000 | 1% | \$6,166,000 | 1% |
| >\$150K - \$350K | \$17,377,000 | 7% | \$26,006,000 | 9% | \$24,630,000 | 8% | \$27,976,000 | 7% | \$32,088,000 | 11% | \$69,364,000 | 6% |
| >\$350K - \$2M | \$153,354,000 | 62% | \$149,494,000 | 52% | \$187,683,000 | 60% | \$234,246,000 | 56% | \$186,485,000 | 63% | \$642,952,000 | 55% |
| >\$2M | \$71,983,000 | 29% | \$107,958,000 | 38% | \$98,513,000 | 31% | \$154,211,000 | 37% | \$73,708,000 | 25% | \$449,729,000 | 38% |

504 Approval Count

| Portfolio Segment | FY17 Count | FY17 % | FY18 Count | FY18 % | FY19 Count | FY19 % | FY20 Count | FY20 % | FY21 Count | FY21 % | FY22 Count | FY22 % |
|--|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| All 504 | 307 | | 331 | | 398 | | 473 | | 401 | | 1,210 | |
| All Minority | 76 | 25% | 69 | 21% | 83 | 21% | 101 | 21% | 85 | 21% | 286 | 24% |
| Ethnicity - AMERICAN INDIAN | - | 0% | 1 | 0% | 1 | 0% | 1 | 0% | 1 | 0% | 8 | 1% |
| Ethnicity - ASIAN OR PACIFIC | 38 | 12% | 37 | 11% | 37 | 9% | 46 | 10% | 39 | 10% | 150 | 12% |
| Ethnicity - BLACK | 10 | 3% | 4 | 1% | 9 | 2% | 12 | 3% | 9 | 2% | 32 | 3% |
| Ethnicity - HISPANIC | 28 | 9% | 27 | 8% | 37 | 9% | 43 | 9% | 36 | 9% | 96 | 8% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 40 | 13% | 71 | 21% | 95 | 24% | 147 | 31% | 77 | 19% | 188 | 16% |
| Ethnicity - WHITE | 191 | 62% | 191 | 58% | 220 | 55% | 225 | 48% | 239 | 60% | 736 | 61% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or | 22 | 100/ | 00 | 2.40/ | 101 | 250/ | 110 | 250/ | 00 | 220/ | 260 | 240/ |
| less Gender - Female Owned more | 32 | 10% | 80 | 24% | 101 | 25% | 119 | 25% | 88 | 22% | 260 | 21% |
| than 50% | 44 | 14% | 40 | 12% | 48 | 12% | 66 | 14% | 44 | 11% | 147 | 12% |
| Gender - Male Owned | 231 | 75% | 211 | 64% | 249 | 63% | 288 | 61% | 269 | 67% | 803 | 66% |
| Business Age - Existing or more | | | | | | | | | | | | |
| than 2 years old | - | 0% | - | 0% | 324 | 81% | 384 | 81% | 344 | 86% | 1,022 | 84% |
| Business Age - New Business or | | | | | _ | | _ | | | | | |
| 2 years or less Business Age - Startup, Loan | - | 0% | - | 0% | 1 | 0% | 1 | 0% | 8 | 2% | 20 | 2% |
| Funds will Open Business | - | 0% | - | 0% | 48 | 12% | 75 | 16% | 43 | 11% | 147 | 12% |
| Business Age - Change of | | | | | | | | | | | | |
| Ownership | - | 0% | - | 0% | 1 | 0% | 6 | 1% | 6 | 1% | 21 | 2% |
| Veteran | 8 | 3% | 7 | 2% | 8 | 2% | 16 | 3% | 9 | 2% | 35 | 3% |
| Rural | 50 | 16% | 61 | 18% | 72 | 18% | 88 | 19% | 75 | 19% | 223 | 18% |
| Urban | 257 | 84% | 270 | 82% | 326 | 82% | 385 | 81% | 326 | 81% | 987 | 82% |
| Export | 4 | 1% | 2 | 1% | 2 | 1% | 6 | 1% | 4 | 1% | 13 | 1% |
| 504 Refinance | 12 | 4% | 15 | 5% | 9 | 2% | 19 | 4% | 22 | 5% | 54 | 4% |
| \$150K and Under | 36 | 12% | 23 | 7% | 35 | 9% | 30 | 6% | 27 | 7% | 51 | 4% |
| >\$150K - \$350K | 69 | 22% | 100 | 30% | 101 | 25% | 114 | 24% | 128 | 32% | 281 | 23% |
| >\$350K - \$2M | 178 | 58% | 175 | 53% | 228 | 57% | 283 | 60% | 222 | 55% | 731 | 60% |
| >\$2M | 24 | 8% | 33 | 10% | 34 | 9% | 46 | 10% | 24 | 6% | 147 | 12% |

Community Advantage Approval Amount

| Portfolio Segment | FY17 Amount | FY17 % | FY18 Amount | FY18 % | FY19 Amount | FY19 % | FY20 Amount | FY20 % | FY21 Amount | FY21 % | FY22 Amount | FY22 % |
|--|-------------|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|-----------|-------------|-----------|
| All Community Advantage | \$6,198,400 | | \$7,708,900 | | \$7,917,700 | | \$5,793,900 | | \$5,332,100 | | \$5,451,100 | |
| All Minority | \$2,644,800 | 43% | \$3,519,900 | 46% | \$2,826,600 | 36% | \$2,311,400 | 40% | \$1,520,700 | 29% | \$1,627,000 | 30% |
| Ethnicity - AMERICAN INDIAN | \$0 | 0% | \$0 | 0% | \$250,000 | 3% | \$99,000 | 2% | \$0 | 0% | \$0 | 0% |
| Ethnicity - ASIAN OR PACIFIC | \$325,000 | 5% | \$1,292,500 | 17% | \$515,000 | 7% | \$573,000 | 10% | \$201,000 | 4% | \$175,000 | 3% |
| Ethnicity – BLACK | \$1,018,300 | 16% | \$691,800 | 9% | \$745,000 | 9% | \$979,300 | 17% | \$657,000 | 12% | \$670,000 | 12% |
| Ethnicity – HISPANIC | \$1,301,500 | 21% | \$1,535,600 | 20% | \$1,316,600 | 17% | \$660,100 | 11% | \$662,700 | 12% | \$782,000 | 14% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity – UNDETERMINED | \$251,000 | 4% | \$229,000 | 3% | \$475,000 | 6% | \$795,300 | 14% | \$400,000 | 8% | \$630,500 | 12% |
| Ethnicity – WHITE | \$3,302,600 | 53% | \$3,960,000 | 51% | \$4,616,100 | 58% | \$2,687,200 | 46% | \$3,411,400 | 64% | \$3,193,600 | 59% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$1,611,000 | 26% | \$780,500 | 10% | \$1,706,000 | 22% | \$1,335,400 | 23% | \$1,019,900 | 19% | \$387,800 | 7% |
| Gender - Female Owned more than 50% | \$1,925,300 | 31% | \$2,145,500 | 28% | \$2,779,800 | 35% | \$1,126,500 | 19% | \$1,199,700 | 22% | \$2,067,500 | 38% |
| Gender - Male Owned | \$2,662,100 | 43% | \$4,782,900 | 62% | \$3,431,900 | 43% | \$3,332,000 | 58% | \$3,112,500 | 58% | \$2,995,800 | 55% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$2,991,400 | 38% | \$2,878,500 | 50% | \$1,565,000 | 29% | \$1,328,400 | 24% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$683,700 | 13% | \$575,000 | 11% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$2,418,000 | 31% | \$2,201,400 | 38% | \$2,327,700 | 44% | \$2,560,000 | 47% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$1,289,800 | 16% | \$260,500 | 4% | \$755,700 | 14% | \$987,700 | 18% |
| Veteran | \$300,000 | 5% | \$1,361,500 | 18% | \$690,000 | 9% | \$456,300 | 8% | \$0 | 0% | \$560,000 | 10% |
| Rural | \$316,500 | 5% | \$1,155,900 | 15% | \$711,800 | 9% | \$597,200 | 10% | \$1,238,500 | 23% | \$1,007,500 | 18% |
| Urban | \$5,881,900 | 95% | \$6,553,000 | 85% | \$7,205,900 | 91% | \$5,196,700 | 90% | \$4,093,600 | 77% | \$4,443,600 | 82% |
| \$150K and Under | \$3,930,100 | 63% | \$3,976,900 | 52% | \$3,682,700 | 47% | \$2,842,100 | 49% | \$1,910,200 | 36% | \$2,562,100 | 47% |
| >\$150K - \$350K | \$2,268,300 | 37% | \$3,732,000 | 48% | \$4,235,000 | 53% | \$2,951,800 | 51% | \$3,421,900 | 64% | \$2,889,000 | 53% |

Community Advantage Approval Count

| Portfolio Segment | FY17 Count | FY17 % | FY18 Count | FY18 % | FY19 Count | FY19 % | FY20 Count | FY20 % | FY21 Count | FY21 % | FY22 Count | FY22 % |
|--|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
| All Community Advantage | 48 | | 57 | | 58 | | 46 | | 32 | | 41 | |
| All Minority | 19 | 40% | 23 | 40% | 20 | 34% | 18 | 39% | 9 | 28% | 13 | 32% |
| Ethnicity - AMERICAN INDIAN | - | 0% | - | 0% | 1 | 2% | 2 | 4% | - | 0% | - | 0% |
| Ethnicity - ASIAN OR PACIFIC | 3 | 6% | 9 | 16% | 5 | 9% | 3 | 7% | 2 | 6% | 1 | 2% |
| Ethnicity – BLACK | 7 | 15% | 5 | 9% | 5 | 9% | 8 | 17% | 4 | 13% | 6 | 15% |
| Ethnicity – HISPANIC | 9 | 19% | 9 | 16% | 9 | 16% | 5 | 11% | 3 | 9% | 6 | 15% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity – UNDETERMINED | 3 | 6% | 2 | 4% | 4 | 7% | 8 | 17% | 2 | 6% | 4 | 10% |
| Ethnicity – WHITE | 26 | 54% | 32 | 56% | 34 | 59% | 20 | 43% | 21 | 66% | 24 | 59% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 10 | 21% | 7 | 12% | - | 0% | 11 | 24% | 5 | 16% | 2 | 5% |
| Gender - Female Owned more than 50% | 14 | 29% | 17 | 30% | - | 0% | 10 | 22% | 7 | 22% | 17 | 41% |
| Gender - Male Owned | 24 | 50% | 33 | 58% | 1 | 0% | 25 | 54% | 20 | 63% | 22 | 54% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | 22 | 38% | 24 | 52% | 10 | 31% | 10 | 24% |
| Business Age - New Business or 2 years or less | - | 0% | | 0% | - | 0% | - | 0% | 5 | 16% | 4 | 10% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | 19 | 33% | 16 | 35% | 12 | 38% | 20 | 49% |
| Business Age - Change of Ownership | - | 0% | - | 0% | 8 | 14% | 2 | 4% | 5 | 16% | 7 | 17% |
| Veteran | 2 | 0% | 10 | 18% | 5 | 9% | 3 | 7% | - | 0% | 3 | 7% |
| Rural | 4 | 8% | 8 | 14% | 5 | 9% | 5 | 11% | 8 | 25% | 7 | 17% |
| Urban | 44 | 92% | 49 | 86% | 53 | 91% | 41 | 89% | 24 | 75% | 34 | 83% |
| \$150K and Under | 38 | 79% | 41 | 72% | 39 | 67% | 33 | 72% | 17 | 53% | 27 | 66% |
| >\$150K - \$350K | 10 | 21% | 16 | 28% | 19 | 33% | 13 | 28% | 15 | 47% | 14 | 34% |