

Weekly Approvals Report with data as of 11/05 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) | \$1,983,649,600 | | \$2,058,558,700 | | \$1,992,972,900 | | \$1,976,715,100 | | \$1,551,776,000 | | \$1,109,276,700 | |
| All Minority | \$602,275,700 | 30% | \$619,067,800 | 30% | \$671,392,100 | 34% | \$600,771,000 | 30% | \$452,962,400 | 29% | \$359,715,500 | 32% |
| Ethnicity - AMERICAN INDIAN | \$7,233,600 | 0% | \$12,092,000 | 1% | \$17,982,400 | 1% | \$11,533,000 | 1% | \$9,683,800 | 1% | \$7,279,900 | 1% |
| Ethnicity - ASIAN OR PACIFIC | \$421,312,400 | 21% | \$435,950,100 | 21% | \$448,367,900 | 22% | \$419,474,200 | 21% | \$293,909,800 | 19% | \$206,381,500 | 19% |
| Ethnicity - BLACK | \$52,994,300 | 3% | \$57,837,100 | 3% | \$70,682,300 | 4% | \$59,744,500 | 3% | \$43,370,300 | 3% | \$47,473,600 | 4% |
| Ethnicity - HISPANIC | \$120,735,400 | 6% | \$113,188,600 | 5% | \$134,359,500 | 7% | \$110,019,300 | 6% | \$105,998,500 | 7% | \$98,580,500 | 9% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$358,796,900 | 18% | \$386,592,400 | 19% | \$393,592,200 | 20% | \$484,656,100 | 25% | \$411,412,500 | 27% | \$229,437,200 | 21% |
| Ethnicity - WHITE | \$1,022,577,000 | 52% | \$1,052,898,500 | 51% | \$927,988,600 | 47% | \$891,288,000 | 45% | \$687,401,100 | 44% | \$520,124,000 | 47% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$271,183,300 | 14% | \$290,247,100 | 14% | \$313,561,900 | 16% | \$268,661,600 | 14% | \$197,158,400 | 13% | \$127,275,700 | 11% |
| Gender - Female Owned more than 50% | \$285,090,300 | 14% | \$311,769,700 | 15% | \$270,541,800 | 14% | \$286,941,700 | 15% | \$196,792,800 | 13% | \$182,121,500 | 16% |
| Gender - Male Owned | \$1,427,376,000 | 72% | \$1,456,541,900 | 71% | \$1,408,869,200 | 71% | \$1,421,111,800 | 72% | \$1,157,824,800 | 75% | \$799,879,500 | 72% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$925,758,400 | 46% | \$898,704,000 | 45% | \$779,149,100 | 50% | \$577,236,300 | 52% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$377,000 | 0% | \$447,900 | 0% | \$189,748,800 | 12% | \$154,445,400 | 14% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$347,502,500 | 17% | \$349,179,000 | 18% | \$239,116,000 | 15% | \$166,668,500 | 15% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$480,841,700 | 24% | \$527,327,900 | 27% | \$343,732,100 | 22% | \$210,750,500 | 19% |
| Veteran | \$73,660,100 | 4% | \$54,929,900 | 3% | \$83,528,000 | 4% | \$52,228,900 | 3% | \$49,160,600 | 3% | \$40,187,900 | 4% |
| Rural | \$340,551,500 | 17% | \$289,318,000 | 14% | \$314,719,200 | 16% | \$340,622,100 | 17% | \$269,208,100 | 17% | \$240,254,000 | 22% |
| Urban | \$1,643,098,100 | 83% | \$1,769,240,700 | 86% | \$1,678,253,700 | 84% | \$1,636,093,000 | 83% | \$1,282,567,900 | 83% | \$869,022,700 | 78% |
| Export | \$89,740,000 | 5% | \$83,214,400 | 4% | \$113,583,600 | 6% | \$66,547,000 | 3% | \$83,983,600 | 5% | \$27,214,400 | 2% |
| CAPLine | \$15,906,800 | 1% | \$13,896,000 | 1% | \$16,750,000 | 1% | \$18,459,500 | 1% | \$15,863,000 | 1% | \$10,448,000 | 1% |
| PLP | \$1,200,242,900 | 61% | \$1,433,384,000 | 70% | \$1,450,406,300 | 73% | \$1,477,930,700 | 75% | \$1,056,228,100 | 68% | \$527,663,800 | 48% |
| Express | \$174,588,000 | 9% | \$193,975,700 | 9% | \$147,365,900 | 7% | \$160,676,200 | 8% | \$128,635,400 | 8% | \$130,043,100 | 12% |
| Community Advantage | \$13,054,800 | 1% | \$12,893,900 | 1% | \$11,101,500 | 1% | \$9,491,900 | 0% | \$8,483,200 | 1% | \$9,529,100 | 1% |
| \$150K and Under | \$185,773,200 | 9% | \$197,966,500 | 10% | \$139,648,600 | 7% | \$150,092,100 | 8% | \$90,548,100 | 6% | \$98,575,200 | 9% |
| >\$150K - \$350K | \$220,002,600 | 11% | \$243,339,400 | 12% | \$239,370,200 | 12% | \$257,809,800 | 13% | \$157,868,200 | 10% | \$163,097,700 | 15% |
| >\$350K - \$2M | \$902,699,200 | 46% | \$926,093,800 | 45% | \$892,821,300 | 45% | \$884,674,400 | 45% | \$747,595,900 | 48% | \$433,162,500 | 39% |
| >\$2M | \$675,174,600 | 34% | \$691,159,000 | 34% | \$721,132,800 | 36% | \$684,138,800 | 35% | \$555,763,800 | 36% | \$414,441,300 | 37% |

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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) | 5,227 | | 5,602 | | 4,410 | | 4,621 | | 3,070 | | 2,859 | |
| All Minority | 1,383 | 26% | 1,490 | 27% | 1,213 | 28% | 1,261 | 27% | 868 | 28% | 792 | 28% |
| Ethnicity - AMERICAN INDIAN | 37 | 1% | 43 | 1% | 36 | 1% | 37 | 1% | 27 | 1% | 20 | 1% |
| Ethnicity - ASIAN OR PACIFIC | 679 | 13% | 704 | 13% | 598 | 14% | 583 | 13% | 380 | 12% | 286 | 10% |
| Ethnicity - BLACK | 214 | 4% | 267 | 5% | 200 | 5% | 206 | 4% | 173 | 6% | 212 | 7% |
| Ethnicity - HISPANIC | 453 | 9% | 476 | 8% | 379 | 9% | 435 | 9% | 288 | 9% | 274 | 10% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 756 | 14% | 887 | 16% | 750 | 17% | 879 | 19% | 561 | 18% | 533 | 19% |
| Ethnicity - WHITE | 3,088 | 59% | 3,225 | 58% | 2,447 | 55% | 2,481 | 54% | 1,641 | 53% | 1,534 | 54% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 680 | 13% | 698 | 12% | 643 | 15% | 566 | 12% | 404 | 13% | 306 | 11% |
| Gender - Female Owned more than 50% | 958 | 18% | 1,046 | 19% | 761 | 17% | 870 | 19% | 520 | 17% | 559 | 20% |
| Gender - Male Owned | 3,589 | 69% | 3,858 | 69% | 3,006 | 68% | 3,185 | 69% | 2,146 | 70% | 1,994 | 70% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | 2,244 | 51% | 2,443 | 53% | 1,611 | 52% | 1,510 | 53% |
| Business Age - New Business or 2 years or less | - | 0% | - | 0% | 1 | 0% | 1 | 0% | 561 | 18% | 611 | 21% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | 727 | 16% | 745 | 16% | 527 | 17% | 484 | 17% |
| Business Age - Change of Ownership | - | 0% | - | 0% | 566 | 13% | 592 | 13% | 370 | 12% | 252 | 9% |
| Veteran | 253 | 5% | 274 | 5% | 205 | 5% | 193 | 4% | 140 | 5% | 157 | 5% |
| Rural | 932 | 18% | 920 | 16% | 696 | 16% | 797 | 17% | 612 | 20% | 617 | 22% |
| Urban | 4,295 | 82% | 4,682 | 84% | 3,714 | 84% | 3,824 | 83% | 2,458 | 80% | 2,242 | 78% |
| Export | 100 | 2% | 63 | 1% | 86 | 2% | 58 | 1% | 59 | 2% | 24 | 1% |
| CAPLine | 34 | 1% | 18 | 0% | 18 | 0% | 23 | 0% | 17 | 1% | 13 | 0% |
| PLP | 1,336 | 26% | 2,197 | 39% | 1,989 | 45% | 1,999 | 43% | 1,341 | 44% | 952 | 33% |
| Express | 2,640 | 51% | 2,862 | 51% | 1,886 | 43% | 2,129 | 46% | 1,314 | 43% | 1,467 | 51% |
| Community Advantage | 101 | 2% | 95 | 2% | 83 | 2% | 73 | 2% | 52 | 2% | 69 | 2% |
| \$150K and Under | 3,123 | 60% | 3,362 | 60% | 2,187 | 50% | 2,396 | 52% | 1,432 | 47% | 1,596 | 56% |
| >\$150K - \$350K | 832 | 16% | 925 | 17% | 924 | 21% | 984 | 21% | 603 | 20% | 623 | 22% |
| >\$350K - \$2M | 1,058 | 20% | 1,092 | 19% | 1,068 | 24% | 1,034 | 22% | 859 | 28% | 509 | 18% |
| >\$2M | 214 | 4% | 223 | 4% | 231 | 5% | 207 | 4% | 176 | 6% | 131 | 5% |

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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 | \$403,278,000 | | \$464,302,000 | | \$540,183,000 | | \$699,318,000 | | \$603,470,540 | | \$1,589,673,000 | |
| All Minority | \$116,231,000 | 29% | \$111,570,000 | 24% | \$121,223,000 | 22% | \$165,169,000 | 24% | \$146,796,000 | 24% | \$409,957,000 | 26% |
| Ethnicity - AMERICAN INDIAN | \$0 | 0% | \$255,000 | 0% | \$0 | 0% | \$0 | 0% | \$906,000 | 0% | \$5,007,000 | 0% |
| Ethnicity - ASIAN OR PACIFIC | \$75,709,000 | 19% | \$77,390,000 | 17% | \$68,773,000 | 13% | \$100,851,000 | 14% | \$82,212,000 | 14% | \$282,073,000 | 18% |
| Ethnicity - BLACK | \$13,171,000 | 3% | \$1,579,000 | 0% | \$14,476,000 | 3% | \$7,950,000 | 1% | \$7,762,000 | 1% | \$26,493,000 | 2% |
| Ethnicity - HISPANIC | \$27,351,000 | 7% | \$32,346,000 | 7% | \$37,974,000 | 7% | \$56,368,000 | 8% | \$55,916,000 | 9% | \$96,384,000 | 6% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$68,102,000 | 17% | \$123,084,000 | 27% | \$170,762,000 | 32% | \$243,317,000 | 35% | \$144,249,000 | 24% | \$320,569,000 | 20% |
| Ethnicity - WHITE | \$218,945,000 | 54% | \$229,648,000 | 49% | \$248,198,000 | 46% | \$290,832,000 | 42% | \$312,425,540 | 52% | \$859,147,000 | 54% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$36,043,000 | 9% | \$101,976,000 | 22% | \$103,933,000 | 19% | \$145,007,000 | 21% | \$119,770,000 | 20% | \$273,842,000 | 17% |
| Gender - Female Owned more than 50% | \$45,578,000 | 11% | \$37,122,000 | 8% | \$55,213,000 | 10% | \$64,664,000 | 9% | \$45,620,000 | 8% | \$144,897,000 | 9% |
| Gender - Male Owned | \$321,657,000 | 80% | \$325,204,000 | 70% | \$381,037,000 | 71% | \$489,647,000 | 70% | \$438,080,540 | 73% | \$1,170,934,000 | 74% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$411,190,000 | 76% | \$517,457,000 | 74% | \$516,239,000 | 86% | \$1,316,865,000 | 83% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$1,164,000 | 0% | \$1,693,000 | 0% | \$12,245,540 | 2% | \$19,599,000 | 1% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$81,304,000 | 15% | \$148,315,000 | 21% | \$61,215,000 | 10% | \$206,977,000 | 13% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$254,000 | 0% | \$11,501,000 | 2% | \$13,771,000 | 2% | \$46,232,000 | 3% |
| Veteran | \$6,181,000 | 2% | \$6,100,000 | 1% | \$9,716,000 | 2% | \$28,772,000 | 4% | \$12,689,000 | 2% | \$42,466,000 | 3% |
| Rural | \$53,867,000 | 13% | \$69,286,000 | 15% | \$72,069,000 | 13% | \$105,565,000 | 15% | \$84,446,540 | 14% | \$247,321,000 | 16% |
| Urban | \$349,411,000 | 87% | \$395,016,000 | 85% | \$468,114,000 | 87% | \$593,753,000 | 85% | \$519,024,000 | 86% | \$1,342,352,000 | 84% |
| Export | \$9,436,000 | 2% | \$3,793,000 | 1% | \$2,772,000 | 1% | \$15,974,000 | 2% | \$6,486,000 | 1% | \$24,203,000 | 2% |
| 504 Refinance | \$20,601,000 | 5% | \$15,978,000 | 3% | \$19,313,000 | 4% | \$20,267,000 | 3% | \$34,267,000 | 6% | \$120,530,000 | 8% |
| \$150K and Under | \$6,895,000 | 2% | \$5,312,000 | 1% | \$6,207,000 | 1% | \$6,421,000 | 1% | \$6,193,540 | 1% | \$7,853,000 | 0% |
| >\$150K - \$350K | \$32,590,000 | 8% | \$39,809,000 | 9% | \$38,046,000 | 7% | \$48,108,000 | 7% | \$52,606,000 | 9% | \$95,705,000 | 6% |
| >\$350K - \$2M | \$261,537,000 | 65% | \$267,548,000 | 58% | \$308,612,000 | 57% | \$388,717,000 | 56% | \$356,492,000 | 59% | \$867,835,000 | 55% |
| >\$2M | \$102,256,000 | 25% | \$151,633,000 | 33% | \$187,318,000 | 35% | \$256,072,000 | 37% | \$188,179,000 | 31% | \$618,280,000 | 39% |

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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 | 536 | | 567 | | 642 | | 792 | | 753 | | 1,644 | |
| All Minority | 125 | 23% | 123 | 22% | 136 | 21% | 152 | 19% | 165 | 22% | 391 | 24% |
| Ethnicity - AMERICAN INDIAN | - | 0% | 1 | 0% | - | 0% | - | 0% | 2 | 0% | 10 | 1% |
| Ethnicity - ASIAN OR PACIFIC | 67 | 13% | 65 | 11% | 57 | 9% | 62 | 8% | 74 | 10% | 210 | 13% |
| Ethnicity - BLACK | 16 | 3% | 6 | 1% | 17 | 3% | 15 | 2% | 20 | 3% | 36 | 2% |
| Ethnicity - HISPANIC | 42 | 8% | 51 | 9% | 62 | 10% | 75 | 9% | 69 | 9% | 135 | 8% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 66 | 12% | 118 | 21% | 154 | 24% | 240 | 30% | 156 | 21% | 255 | 16% |
| Ethnicity - WHITE | 345 | 64% | 326 | 57% | 352 | 55% | 400 | 51% | 432 | 57% | 998 | 61% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 56 | 10% | 137 | 24% | 163 | 25% | 193 | 24% | 163 | 22% | 358 | 22% |
| Gender - Female Owned more than 50% | 80 | 15% | 68 | 12% | 76 | 12% | 102 | 13% | 89 | 12% | 199 | 12% |
| Gender - Male Owned | 400 | 75% | 362 | 64% | 403 | 63% | 497 | 63% | 501 | 67% | 1,087 | 66% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | 526 | 82% | 634 | 80% | 646 | 86% | 1,392 | 85% |
| Business Age - New Business or 2 years or less | - | 0% | - | 0% | 1 | 0% | 1 | 0% | 16 | 2% | 24 | 1% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | 75 | 12% | 127 | 16% | 75 | 10% | 197 | 12% |
| Business Age - Change of Ownership | - | 0% | - | 0% | 1 | 0% | 14 | 2% | 16 | 2% | 31 | 2% |
| Veteran | 15 | 3% | 14 | 2% | 11 | 2% | 33 | 4% | 18 | 2% | 43 | 3% |
| Rural | 79 | 15% | 104 | 18% | 114 | 18% | 145 | 18% | 138 | 18% | 297 | 18% |
| Urban | 457 | 85% | 463 | 82% | 528 | 82% | 647 | 82% | 615 | 82% | 1,347 | 82% |
| Export | 10 | 2% | 5 | 1% | 4 | 1% | 8 | 1% | 9 | 1% | 19 | 1% |
| 504 Refinance | 27 | 5% | 27 | 5% | 13 | 2% | 27 | 3% | 39 | 5% | 99 | 6% |
| \$150K and Under | 60 | 11% | 44 | 8% | 54 | 8% | 56 | 7% | 54 | 7% | 67 | 4% |
| >\$150K - \$350K | 132 | 25% | 158 | 28% | 153 | 24% | 196 | 25% | 209 | 28% | 387 | 24% |
| >\$350K - \$2M | 309 | 58% | 318 | 56% | 371 | 58% | 461 | 58% | 429 | 57% | 993 | 60% |
| >\$2M | 35 | 7% | 47 | 8% | 64 | 10% | 79 | 10% | 61 | 8% | 197 | 12% |

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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 | \$13,054,800 | | \$12,893,900 | | \$11,101,500 | | \$9,491,900 | | \$8,483,200 | | \$9,529,100 | |
| All Minority | \$4,844,200 | 37% | \$5,313,100 | 41% | \$3,722,500 | 34% | \$4,397,400 | 46% | \$2,569,800 | 30% | \$3,310,200 | 35% |
| Ethnicity - AMERICAN INDIAN | \$150,000 | 1% | \$0 | 0% | \$250,000 | 2% | \$169,000 | 2% | \$100,000 | 1% | \$0 | 0% |
| Ethnicity - ASIAN OR PACIFIC | \$1,352,500 | 10% | \$1,497,500 | 12% | \$765,000 | 7% | \$1,178,000 | 12% | \$700,100 | 8% | \$695,000 | 7% |
| Ethnicity – BLACK | \$1,287,300 | 10% | \$1,347,800 | 10% | \$957,400 | 9% | \$2,023,300 | 21% | \$1,007,000 | 12% | \$1,616,200 | 17% |
| Ethnicity – HISPANIC | \$2,054,400 | 16% | \$2,467,800 | 19% | \$1,750,100 | 16% | \$1,027,100 | 11% | \$762,700 | 9% | \$999,000 | 10% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity – UNDETERMINED | \$301,000 | 2% | \$1,023,800 | 8% | \$1,040,000 | 9% | \$1,317,800 | 14% | \$400,000 | 5% | \$1,495,500 | 16% |
| Ethnicity – WHITE | \$7,909,600 | 61% | \$6,557,000 | 51% | \$6,339,000 | 57% | \$3,776,700 | 40% | \$5,513,400 | 65% | \$4,723,400 | 50% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$3,178,500 | 24% | \$2,020,800 | 16% | \$2,277,700 | 21% | \$2,089,900 | 22% | \$1,019,900 | 12% | \$1,191,800 | 13% |
| Gender - Female Owned more than 50% | \$3,059,300 | 23% | \$4,018,000 | 31% | \$4,204,700 | 38% | \$2,362,500 | 25% | \$2,011,200 | 24% | \$2,962,500 | 31% |
| Gender - Male Owned | \$6,817,000 | 52% | \$6,855,100 | 53% | \$4,619,100 | 42% | \$5,039,500 | 53% | \$5,452,100 | 64% | \$5,374,800 | 56% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$3,772,000 | 34% | \$4,408,500 | 46% | \$2,535,500 | 30% | \$2,538,400 | 27% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$933,700 | 11% | \$1,431,200 | 15% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$4,226,400 | 38% | \$3,355,400 | 35% | \$3,858,300 | 45% | \$4,427,800 | 46% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$1,514,800 | 14% | \$957,500 | 10% | \$1,155,700 | 14% | \$1,131,700 | 12% |
| Veteran | \$719,400 | 6% | \$1,929,000 | 15% | \$935,500 | 8% | \$681,300 | 7% | \$225,000 | 3% | \$630,800 | 7% |
| Rural | \$1,519,500 | 12% | \$2,170,400 | 17% | \$911,800 | 8% | \$979,200 | 10% | \$1,594,000 | 19% | \$1,228,300 | 13% |
| Urban | \$11,535,300 | 88% | \$10,723,500 | 83% | \$10,189,700 | 92% | \$8,512,700 | 90% | \$6,889,200 | 81% | \$8,300,800 | 87% |
| \$150K and Under | \$8,456,500 | 65% | \$6,523,400 | 51% | \$5,235,100 | 47% | \$4,495,600 | 47% | \$3,030,800 | 36% | \$4,104,900 | 43% |
| >\$150K - \$350K | \$4,598,300 | 35% | \$6,370,500 | 49% | \$5,866,400 | 53% | \$4,996,300 | 53% | \$5,452,400 | 64% | \$5,424,200 | 57% |

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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 | 101 | | 95 | | 83 | | 73 | | 52 | | 69 | |
| All Minority | 37 | 37% | 37 | 39% | 28 | 34% | 32 | 44% | 17 | 33% | 25 | 36% |
| Ethnicity - AMERICAN INDIAN | 1 | 1% | - | 0% | 1 | 1% | 3 | 4% | 1 | 2% | - | 0% |
| Ethnicity - ASIAN OR PACIFIC | 10 | 10% | 10 | 11% | 6 | 7% | 7 | 10% | 6 | 12% | 5 | 7% |
| Ethnicity – BLACK | 10 | 10% | 11 | 12% | 7 | 8% | 14 | 19% | 6 | 12% | 12 | 17% |
| Ethnicity – HISPANIC | 16 | 16% | 16 | 17% | 14 | 17% | 8 | 11% | 4 | 8% | 8 | 12% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity – UNDETERMINED | 4 | 4% | 7 | 7% | 9 | 11% | 14 | 19% | 2 | 4% | 10 | 14% |
| Ethnicity – WHITE | 60 | 59% | 51 | 54% | 46 | 55% | 27 | 37% | 33 | 63% | 34 | 49% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 23 | 23% | 16 | 17% | - | 0% | 15 | 21% | 5 | 10% | 6 | 9% |
| Gender - Female Owned more than 50% | 25 | 25% | 31 | 33% | - | 0% | 20 | 27% | 14 | 27% | 26 | 38% |
| Gender - Male Owned | 53 | 52% | 48 | 51% | - | 0% | 38 | 52% | 33 | 63% | 37 | 54% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | 30 | 36% | 34 | 47% | 16 | 31% | 18 | 26% |
| Business Age - New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | 7 | 13% | 9 | 13% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | 32 | 39% | 25 | 34% | 22 | 42% | 34 | 49% |
| Business Age - Change of Ownership | - | 0% | - | 0% | 9 | 11% | 7 | 10% | 7 | 13% | 8 | 12% |
| Veteran | 5 | 0% | 14 | 15% | 8 | 10% | 5 | 7% | 1 | 2% | 4 | 6% |
| Rural | 14 | 14% | 15 | 16% | 7 | 8% | 8 | 11% | 11 | 21% | 9 | 13% |
| Urban | 87 | 86% | 80 | 84% | 76 | 92% | 65 | 89% | 41 | 79% | 60 | 87% |
| \$150K and Under | 81 | 80% | 67 | 71% | 57 | 69% | 51 | 70% | 28 | 54% | 44 | 64% |
| >\$150K - \$350K | 20 | 20% | 28 | 29% | 26 | 31% | 22 | 30% | 24 | 46% | 25 | 36% |

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