

Weekly Approvals Report with data as of 11/12 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 %
<b>All 7(A)</b>	<b>\$2,323,326,000</b>		<b>\$2,509,688,400</b>		<b>\$2,333,466,200</b>		<b>\$2,327,166,400</b>		<b>\$1,822,921,600</b>		<b>\$1,361,125,400</b>	
<b>All Minority</b>	<b>\$720,767,400</b>	<b>31%</b>	<b>\$739,611,800</b>	<b>29%</b>	<b>\$791,737,100</b>	<b>34%</b>	<b>\$689,910,900</b>	<b>30%</b>	<b>\$507,040,500</b>	<b>28%</b>	<b>\$424,873,200</b>	<b>31%</b>
Ethnicity - AMERICAN INDIAN	\$7,628,600	0%	\$17,566,100	1%	\$20,642,500	1%	\$12,450,000	1%	\$9,833,800	1%	\$7,373,900	1%
Ethnicity - ASIAN OR PACIFIC	\$512,992,400	22%	\$513,033,100	20%	\$538,408,900	23%	\$480,359,200	21%	\$321,093,300	18%	\$246,865,100	18%
Ethnicity - BLACK	\$58,328,600	3%	\$69,253,500	3%	\$82,173,400	4%	\$68,004,000	3%	\$50,576,200	3%	\$60,590,500	4%
Ethnicity - HISPANIC	\$141,817,800	6%	\$139,759,100	6%	\$150,512,300	6%	\$129,097,700	6%	\$125,537,200	7%	\$110,043,700	8%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$412,472,200	18%	\$474,228,300	19%	\$458,912,900	20%	\$589,310,900	25%	\$491,063,300	27%	\$288,221,100	21%
Ethnicity - WHITE	\$1,190,086,400	51%	\$1,295,848,300	52%	\$1,082,816,200	46%	\$1,047,944,600	45%	\$824,817,800	45%	\$648,031,100	48%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$313,355,300	13%	\$351,830,300	14%	\$360,540,900	15%	\$317,248,400	14%	\$226,009,400	12%	\$160,326,000	12%
Gender - Female Owned more than 50%	\$354,779,900	15%	\$363,906,600	15%	\$313,360,000	13%	\$330,970,300	14%	\$239,424,600	13%	\$207,927,800	15%
Gender - Male Owned	\$1,655,190,800	71%	\$1,793,951,500	71%	\$1,659,565,300	71%	\$1,678,947,700	72%	\$1,357,487,600	74%	\$992,871,600	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$1,090,523,100	47%	\$1,073,387,300	46%	\$916,220,300	50%	\$695,528,700	51%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$382,000	0%	\$447,900	0%	\$232,325,000	13%	\$194,269,800	14%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$391,467,600	17%	\$407,572,900	18%	\$268,347,400	15%	\$203,855,600	15%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$559,124,100	24%	\$611,272,600	26%	\$405,998,900	22%	\$267,295,300	20%
<b>Veteran</b>	<b>\$87,247,200</b>	<b>4%</b>	<b>\$86,003,900</b>	<b>3%</b>	<b>\$95,884,500</b>	<b>4%</b>	<b>\$68,154,300</b>	<b>3%</b>	<b>\$53,295,500</b>	<b>3%</b>	<b>\$54,482,800</b>	<b>4%</b>
<b>Rural</b>	<b>\$393,877,700</b>	<b>17%</b>	<b>\$359,638,800</b>	<b>14%</b>	<b>\$372,624,300</b>	<b>16%</b>	<b>\$401,111,300</b>	<b>17%</b>	<b>\$310,707,300</b>	<b>17%</b>	<b>\$293,949,200</b>	<b>22%</b>
<b>Urban</b>	<b>\$1,929,448,300</b>	<b>83%</b>	<b>\$2,150,049,600</b>	<b>86%</b>	<b>\$1,960,841,900</b>	<b>84%</b>	<b>\$1,926,055,100</b>	<b>83%</b>	<b>\$1,512,214,300</b>	<b>83%</b>	<b>\$1,067,176,200</b>	<b>78%</b>
<b>Export</b>	<b>\$108,739,100</b>	<b>5%</b>	<b>\$102,888,700</b>	<b>4%</b>	<b>\$125,021,600</b>	<b>5%</b>	<b>\$72,283,200</b>	<b>3%</b>	<b>\$89,079,100</b>	<b>5%</b>	<b>\$27,214,400</b>	<b>2%</b>
<b>CAPLine</b>	<b>\$17,426,800</b>	<b>1%</b>	<b>\$15,312,900</b>	<b>1%</b>	<b>\$24,825,000</b>	<b>1%</b>	<b>\$29,859,500</b>	<b>1%</b>	<b>\$19,873,000</b>	<b>1%</b>	<b>\$13,537,000</b>	<b>1%</b>
<b>PLP</b>	<b>\$1,435,822,400</b>	<b>62%</b>	<b>\$1,775,084,500</b>	<b>71%</b>	<b>\$1,694,380,000</b>	<b>73%</b>	<b>\$1,746,393,200</b>	<b>75%</b>	<b>\$1,247,306,500</b>	<b>68%</b>	<b>\$682,913,300</b>	<b>50%</b>
<b>Express</b>	<b>\$201,000,200</b>	<b>9%</b>	<b>\$232,200,200</b>	<b>9%</b>	<b>\$173,142,500</b>	<b>7%</b>	<b>\$187,987,000</b>	<b>8%</b>	<b>\$154,102,700</b>	<b>8%</b>	<b>\$154,969,400</b>	<b>11%</b>
<b>Community Advantage</b>	<b>\$14,751,300</b>	<b>1%</b>	<b>\$14,323,400</b>	<b>1%</b>	<b>\$14,447,500</b>	<b>1%</b>	<b>\$10,658,900</b>	<b>0%</b>	<b>\$8,821,200</b>	<b>0%</b>	<b>\$10,846,100</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>\$214,442,600</b>	<b>9%</b>	<b>\$235,592,700</b>	<b>9%</b>	<b>\$168,218,300</b>	<b>7%</b>	<b>\$175,928,300</b>	<b>8%</b>	<b>\$105,288,500</b>	<b>6%</b>	<b>\$119,146,000</b>	<b>9%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$257,587,300</b>	<b>11%</b>	<b>\$291,261,500</b>	<b>12%</b>	<b>\$277,499,400</b>	<b>12%</b>	<b>\$295,692,700</b>	<b>13%</b>	<b>\$193,385,400</b>	<b>11%</b>	<b>\$194,449,500</b>	<b>14%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$1,069,028,200</b>	<b>46%</b>	<b>\$1,125,486,700</b>	<b>45%</b>	<b>\$1,049,658,800</b>	<b>45%</b>	<b>\$1,043,316,000</b>	<b>45%</b>	<b>\$874,226,400</b>	<b>48%</b>	<b>\$552,645,300</b>	<b>41%</b>
<b>&gt;\$2M</b>	<b>\$782,267,900</b>	<b>34%</b>	<b>\$857,347,500</b>	<b>34%</b>	<b>\$838,089,700</b>	<b>36%</b>	<b>\$812,229,400</b>	<b>35%</b>	<b>\$650,021,300</b>	<b>36%</b>	<b>\$494,884,600</b>	<b>36%</b>

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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 %
<b>All 7(A)</b>	<b>6,055</b>		<b>6,700</b>		<b>5,241</b>		<b>5,385</b>		<b>3,608</b>		<b>3,472</b>	
<b>All Minority</b>	<b>1,583</b>	<b>26%</b>	<b>1,754</b>	<b>26%</b>	<b>1,431</b>	<b>27%</b>	<b>1,458</b>	<b>27%</b>	<b>998</b>	<b>28%</b>	<b>971</b>	<b>28%</b>
Ethnicity - AMERICAN INDIAN	40	1%	49	1%	41	1%	42	1%	28	1%	22	1%
Ethnicity - ASIAN OR PACIFIC	794	13%	827	12%	704	13%	667	12%	431	12%	348	10%
Ethnicity - BLACK	243	4%	315	5%	238	5%	243	5%	202	6%	273	8%
Ethnicity - HISPANIC	506	8%	563	8%	448	9%	506	9%	337	9%	328	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	878	15%	1,050	16%	888	17%	1,016	19%	683	19%	647	19%
Ethnicity - WHITE	3,594	59%	3,896	58%	2,922	56%	2,911	54%	1,927	53%	1,854	53%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	795	13%	850	13%	752	14%	644	12%	473	13%	384	11%
Gender - Female Owned more than 50%	1,121	19%	1,217	18%	907	17%	1,006	19%	620	17%	680	20%
Gender - Male Owned	4,139	68%	4,633	69%	3,582	68%	3,735	69%	2,515	70%	2,408	69%
Business Age - Existing or more than 2 years old	-	0%	-	0%	2,676	51%	2,866	53%	1,907	53%	1,795	52%
Business Age - New Business or 2 years or less	-	0%	-	0%	2	0%	1	0%	653	18%	758	22%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	860	16%	875	16%	608	17%	601	17%
Business Age - Change of Ownership	-	0%	-	0%	669	13%	674	13%	439	12%	316	9%
<b>Veteran</b>	<b>297</b>	<b>5%</b>	<b>329</b>	<b>5%</b>	<b>251</b>	<b>5%</b>	<b>235</b>	<b>4%</b>	<b>165</b>	<b>5%</b>	<b>189</b>	<b>5%</b>
<b>Rural</b>	<b>1,075</b>	<b>18%</b>	<b>1,109</b>	<b>17%</b>	<b>819</b>	<b>16%</b>	<b>928</b>	<b>17%</b>	<b>714</b>	<b>20%</b>	<b>752</b>	<b>22%</b>
<b>Urban</b>	<b>4,980</b>	<b>82%</b>	<b>5,591</b>	<b>83%</b>	<b>4,422</b>	<b>84%</b>	<b>4,457</b>	<b>83%</b>	<b>2,894</b>	<b>80%</b>	<b>2,720</b>	<b>78%</b>
<b>Export</b>	<b>118</b>	<b>2%</b>	<b>74</b>	<b>1%</b>	<b>99</b>	<b>2%</b>	<b>68</b>	<b>1%</b>	<b>66</b>	<b>2%</b>	<b>24</b>	<b>1%</b>
<b>CAPLine</b>	<b>38</b>	<b>1%</b>	<b>22</b>	<b>0%</b>	<b>30</b>	<b>1%</b>	<b>34</b>	<b>1%</b>	<b>21</b>	<b>1%</b>	<b>18</b>	<b>1%</b>
<b>PLP</b>	<b>1,588</b>	<b>26%</b>	<b>2,653</b>	<b>40%</b>	<b>2,341</b>	<b>45%</b>	<b>2,342</b>	<b>43%</b>	<b>1,609</b>	<b>45%</b>	<b>1,193</b>	<b>34%</b>
<b>Express</b>	<b>3,012</b>	<b>50%</b>	<b>3,418</b>	<b>51%</b>	<b>2,262</b>	<b>43%</b>	<b>2,481</b>	<b>46%</b>	<b>1,534</b>	<b>43%</b>	<b>1,761</b>	<b>51%</b>
<b>Community Advantage</b>	<b>114</b>	<b>2%</b>	<b>106</b>	<b>2%</b>	<b>105</b>	<b>2%</b>	<b>80</b>	<b>1%</b>	<b>55</b>	<b>2%</b>	<b>77</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>3,573</b>	<b>59%</b>	<b>3,998</b>	<b>60%</b>	<b>2,637</b>	<b>50%</b>	<b>2,795</b>	<b>52%</b>	<b>1,665</b>	<b>46%</b>	<b>1,930</b>	<b>56%</b>
<b>&gt;\$150K - \$350K</b>	<b>972</b>	<b>16%</b>	<b>1,113</b>	<b>17%</b>	<b>1,075</b>	<b>21%</b>	<b>1,127</b>	<b>21%</b>	<b>736</b>	<b>20%</b>	<b>739</b>	<b>21%</b>
<b>&gt;\$350K - \$2M</b>	<b>1,262</b>	<b>21%</b>	<b>1,316</b>	<b>20%</b>	<b>1,258</b>	<b>24%</b>	<b>1,221</b>	<b>23%</b>	<b>1,002</b>	<b>28%</b>	<b>645</b>	<b>19%</b>
<b>&gt;\$2M</b>	<b>248</b>	<b>4%</b>	<b>273</b>	<b>4%</b>	<b>271</b>	<b>5%</b>	<b>242</b>	<b>4%</b>	<b>205</b>	<b>6%</b>	<b>158</b>	<b>5%</b>

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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 %
<b>All 504</b>	<b>\$520,431,000</b>		<b>\$545,594,000</b>		<b>\$624,846,000</b>		<b>\$797,948,000</b>		<b>\$720,672,540</b>		<b>\$1,741,721,000</b>	
<b>All Minority</b>	<b>\$149,896,000</b>	<b>29%</b>	<b>\$130,399,000</b>	<b>24%</b>	<b>\$133,339,000</b>	<b>21%</b>	<b>\$192,053,000</b>	<b>24%</b>	<b>\$181,063,000</b>	<b>25%</b>	<b>\$436,402,000</b>	<b>25%</b>
Ethnicity - AMERICAN INDIAN	\$129,000	0%	\$255,000	0%	\$0	0%	\$0	0%	\$906,000	0%	\$5,775,000	0%
Ethnicity - ASIAN OR PACIFIC	\$104,334,000	20%	\$90,869,000	17%	\$78,172,000	13%	\$116,643,000	15%	\$94,841,000	13%	\$291,312,000	17%
Ethnicity - BLACK	\$14,219,000	3%	\$2,548,000	0%	\$14,945,000	2%	\$9,392,000	1%	\$9,653,000	1%	\$27,675,000	2%
Ethnicity - HISPANIC	\$31,214,000	6%	\$36,727,000	7%	\$40,222,000	6%	\$66,018,000	8%	\$75,663,000	10%	\$111,640,000	6%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$93,520,000	18%	\$137,033,000	25%	\$198,526,000	32%	\$276,566,000	35%	\$166,261,000	23%	\$354,969,000	20%
Ethnicity - WHITE	\$277,015,000	53%	\$278,162,000	51%	\$292,981,000	47%	\$329,329,000	41%	\$373,348,540	52%	\$950,350,000	55%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$43,465,000	8%	\$125,737,000	23%	\$115,450,000	18%	\$168,142,000	21%	\$146,659,000	20%	\$306,871,000	18%
Gender - Female Owned more than 50%	\$52,383,000	10%	\$45,363,000	8%	\$61,680,000	10%	\$70,873,000	9%	\$57,843,000	8%	\$160,089,000	9%
Gender - Male Owned	\$424,583,000	82%	\$374,494,000	69%	\$447,716,000	72%	\$558,933,000	70%	\$516,170,540	72%	\$1,274,761,000	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$467,390,000	75%	\$588,508,000	74%	\$620,369,000	86%	\$1,450,535,000	83%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$1,164,000	0%	\$1,693,000	0%	\$14,436,540	2%	\$22,539,000	1%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$103,869,000	17%	\$172,784,000	22%	\$70,517,000	10%	\$221,977,000	13%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$254,000	0%	\$11,501,000	1%	\$15,350,000	2%	\$46,670,000	3%
<b>Veteran</b>	<b>\$8,124,000</b>	<b>2%</b>	<b>\$8,013,000</b>	<b>1%</b>	<b>\$11,633,000</b>	<b>2%</b>	<b>\$29,366,000</b>	<b>4%</b>	<b>\$13,570,000</b>	<b>2%</b>	<b>\$44,704,000</b>	<b>3%</b>
<b>Rural</b>	<b>\$65,796,000</b>	<b>13%</b>	<b>\$79,178,000</b>	<b>15%</b>	<b>\$76,351,000</b>	<b>12%</b>	<b>\$118,680,000</b>	<b>15%</b>	<b>\$94,199,540</b>	<b>13%</b>	<b>\$261,089,000</b>	<b>15%</b>
<b>Urban</b>	<b>\$454,635,000</b>	<b>87%</b>	<b>\$466,416,000</b>	<b>85%</b>	<b>\$548,495,000</b>	<b>88%</b>	<b>\$679,268,000</b>	<b>85%</b>	<b>\$626,473,000</b>	<b>87%</b>	<b>\$1,480,632,000</b>	<b>85%</b>
<b>Export</b>	<b>\$14,936,000</b>	<b>3%</b>	<b>\$3,793,000</b>	<b>1%</b>	<b>\$3,380,000</b>	<b>1%</b>	<b>\$17,435,000</b>	<b>2%</b>	<b>\$12,125,000</b>	<b>2%</b>	<b>\$34,702,000</b>	<b>2%</b>
<b>504 Refinance</b>	<b>\$27,509,000</b>	<b>5%</b>	<b>\$17,266,000</b>	<b>3%</b>	<b>\$20,766,000</b>	<b>3%</b>	<b>\$21,034,000</b>	<b>3%</b>	<b>\$44,747,000</b>	<b>6%</b>	<b>\$134,677,000</b>	<b>8%</b>
<b>\$150K and Under</b>	<b>\$8,022,000</b>	<b>2%</b>	<b>\$5,867,000</b>	<b>1%</b>	<b>\$6,950,000</b>	<b>1%</b>	<b>\$7,009,000</b>	<b>1%</b>	<b>\$7,214,540</b>	<b>1%</b>	<b>\$8,352,000</b>	<b>0%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$41,148,000</b>	<b>8%</b>	<b>\$47,840,000</b>	<b>9%</b>	<b>\$44,191,000</b>	<b>7%</b>	<b>\$56,398,000</b>	<b>7%</b>	<b>\$63,437,000</b>	<b>9%</b>	<b>\$106,243,000</b>	<b>6%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$318,058,000</b>	<b>61%</b>	<b>\$318,498,000</b>	<b>58%</b>	<b>\$363,873,000</b>	<b>58%</b>	<b>\$450,112,000</b>	<b>56%</b>	<b>\$434,866,000</b>	<b>60%</b>	<b>\$960,705,000</b>	<b>55%</b>
<b>&gt;\$2M</b>	<b>\$153,203,000</b>	<b>29%</b>	<b>\$173,389,000</b>	<b>32%</b>	<b>\$209,832,000</b>	<b>34%</b>	<b>\$284,429,000</b>	<b>36%</b>	<b>\$215,155,000</b>	<b>30%</b>	<b>\$666,421,000</b>	<b>38%</b>

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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 %
<b>All 504</b>	<b>662</b>		<b>668</b>		<b>744</b>		<b>906</b>		<b>903</b>		<b>1,816</b>	
<b>All Minority</b>	<b>159</b>	<b>24%</b>	<b>142</b>	<b>21%</b>	<b>155</b>	<b>21%</b>	<b>177</b>	<b>20%</b>	<b>196</b>	<b>22%</b>	<b>424</b>	<b>23%</b>
Ethnicity - AMERICAN INDIAN	1	0%	1	0%	-	0%	-	0%	2	0%	12	1%
Ethnicity - ASIAN OR PACIFIC	89	13%	74	11%	68	9%	71	8%	86	10%	222	12%
Ethnicity - BLACK	18	3%	8	1%	18	2%	19	2%	24	3%	39	2%
Ethnicity - HISPANIC	51	8%	59	9%	69	9%	87	10%	84	9%	151	8%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	86	13%	135	20%	177	24%	274	30%	186	21%	281	15%
Ethnicity - WHITE	417	63%	391	59%	412	55%	455	50%	521	58%	1,111	61%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	68	10%	164	25%	180	24%	221	24%	195	22%	400	22%
Gender - Female Owned more than 50%	91	14%	81	12%	86	12%	112	12%	109	12%	225	12%
Gender - Male Owned	503	76%	423	63%	478	64%	573	63%	599	66%	1,191	66%
Business Age - Existing or more than 2 years old	-	0%	-	0%	602	81%	726	80%	778	86%	1,541	85%
Business Age - New Business or 2 years or less	-	0%	-	0%	1	0%	1	0%	17	2%	30	2%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	95	13%	146	16%	90	10%	213	12%
Business Age - Change of Ownership	-	0%	-	0%	1	0%	14	2%	18	2%	32	2%
<b>Veteran</b>	<b>20</b>	<b>3%</b>	<b>18</b>	<b>3%</b>	<b>15</b>	<b>2%</b>	<b>35</b>	<b>4%</b>	<b>21</b>	<b>2%</b>	<b>46</b>	<b>3%</b>
<b>Rural</b>	<b>101</b>	<b>15%</b>	<b>120</b>	<b>18%</b>	<b>127</b>	<b>17%</b>	<b>165</b>	<b>18%</b>	<b>156</b>	<b>17%</b>	<b>322</b>	<b>18%</b>
<b>Urban</b>	<b>561</b>	<b>85%</b>	<b>548</b>	<b>82%</b>	<b>617</b>	<b>83%</b>	<b>741</b>	<b>82%</b>	<b>747</b>	<b>83%</b>	<b>1,494</b>	<b>82%</b>
<b>Export</b>	<b>11</b>	<b>2%</b>	<b>5</b>	<b>1%</b>	<b>5</b>	<b>1%</b>	<b>10</b>	<b>1%</b>	<b>11</b>	<b>1%</b>	<b>26</b>	<b>1%</b>
<b>504 Refinance</b>	<b>33</b>	<b>5%</b>	<b>30</b>	<b>4%</b>	<b>14</b>	<b>2%</b>	<b>29</b>	<b>3%</b>	<b>49</b>	<b>5%</b>	<b>115</b>	<b>6%</b>
<b>\$150K and Under</b>	<b>71</b>	<b>11%</b>	<b>49</b>	<b>7%</b>	<b>60</b>	<b>8%</b>	<b>61</b>	<b>7%</b>	<b>64</b>	<b>7%</b>	<b>71</b>	<b>4%</b>
<b>&gt;\$150K - \$350K</b>	<b>166</b>	<b>25%</b>	<b>189</b>	<b>28%</b>	<b>176</b>	<b>24%</b>	<b>227</b>	<b>25%</b>	<b>253</b>	<b>28%</b>	<b>428</b>	<b>24%</b>
<b>&gt;\$350K - \$2M</b>	<b>375</b>	<b>57%</b>	<b>376</b>	<b>56%</b>	<b>438</b>	<b>59%</b>	<b>529</b>	<b>58%</b>	<b>515</b>	<b>57%</b>	<b>1,106</b>	<b>61%</b>
<b>&gt;\$2M</b>	<b>50</b>	<b>8%</b>	<b>54</b>	<b>8%</b>	<b>70</b>	<b>9%</b>	<b>89</b>	<b>10%</b>	<b>71</b>	<b>8%</b>	<b>211</b>	<b>12%</b>

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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 %
<b>All Community Advantage</b>	<b>\$14,751,300</b>		<b>\$14,323,400</b>		<b>\$14,447,500</b>		<b>\$10,658,900</b>		<b>\$8,821,200</b>		<b>\$10,846,100</b>	
<b>All Minority</b>	<b>\$5,551,200</b>	<b>38%</b>	<b>\$5,817,600</b>	<b>41%</b>	<b>\$4,168,500</b>	<b>29%</b>	<b>\$4,974,400</b>	<b>47%</b>	<b>\$2,692,800</b>	<b>31%</b>	<b>\$3,674,200</b>	<b>34%</b>
Ethnicity - AMERICAN INDIAN	\$150,000	1%	\$0	0%	\$250,000	2%	\$169,000	2%	\$100,000	1%	\$0	0%
Ethnicity - ASIAN OR PACIFIC	\$1,852,500	13%	\$1,607,500	11%	\$765,000	5%	\$1,178,000	11%	\$700,100	8%	\$695,000	6%
Ethnicity - BLACK	\$1,362,300	9%	\$1,610,300	11%	\$1,268,400	9%	\$2,600,300	24%	\$1,007,000	11%	\$1,980,200	18%
Ethnicity - HISPANIC	\$2,186,400	15%	\$2,599,800	18%	\$1,885,100	13%	\$1,027,100	10%	\$885,700	10%	\$999,000	9%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$401,000	3%	\$1,366,300	10%	\$1,495,000	10%	\$1,407,800	13%	\$400,000	5%	\$1,495,500	14%
Ethnicity - WHITE	\$8,799,100	60%	\$7,139,500	50%	\$8,784,000	61%	\$4,276,700	40%	\$5,728,400	65%	\$5,676,400	52%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$3,773,000	26%	\$2,321,300	16%	\$2,691,700	19%	\$2,089,900	20%	\$1,019,900	12%	\$1,441,800	13%
Gender - Female Owned more than 50%	\$3,199,300	22%	\$4,410,500	31%	\$4,839,700	33%	\$2,762,500	26%	\$2,274,200	26%	\$3,579,500	33%
Gender - Male Owned	\$7,779,000	53%	\$7,591,600	53%	\$6,916,100	48%	\$5,806,500	54%	\$5,527,100	63%	\$5,824,800	54%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$4,717,000	33%	\$4,758,500	45%	\$2,675,500	30%	\$2,788,400	26%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,131,700	13%	\$1,610,200	15%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$5,892,400	41%	\$4,082,400	38%	\$3,858,300	44%	\$5,082,800	47%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$2,143,800	15%	\$957,500	9%	\$1,155,700	13%	\$1,364,700	13%
<b>Veteran</b>	<b>\$794,400</b>	<b>5%</b>	<b>\$2,111,000</b>	<b>15%</b>	<b>\$1,441,500</b>	<b>10%</b>	<b>\$1,058,300</b>	<b>10%</b>	<b>\$225,000</b>	<b>3%</b>	<b>\$630,800</b>	<b>6%</b>
<b>Rural</b>	<b>\$1,596,600</b>	<b>11%</b>	<b>\$2,377,400</b>	<b>17%</b>	<b>\$1,111,800</b>	<b>8%</b>	<b>\$1,229,200</b>	<b>12%</b>	<b>\$1,594,000</b>	<b>18%</b>	<b>\$1,611,300</b>	<b>15%</b>
<b>Urban</b>	<b>\$13,154,700</b>	<b>89%</b>	<b>\$11,946,000</b>	<b>83%</b>	<b>\$13,335,700</b>	<b>92%</b>	<b>\$9,429,700</b>	<b>88%</b>	<b>\$7,227,200</b>	<b>82%</b>	<b>\$9,234,800</b>	<b>85%</b>
<b>\$150K and Under</b>	<b>\$9,403,000</b>	<b>64%</b>	<b>\$7,327,400</b>	<b>51%</b>	<b>\$6,796,100</b>	<b>47%</b>	<b>\$4,962,600</b>	<b>47%</b>	<b>\$3,368,800</b>	<b>38%</b>	<b>\$4,509,900</b>	<b>42%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$5,348,300</b>	<b>36%</b>	<b>\$6,996,000</b>	<b>49%</b>	<b>\$7,651,400</b>	<b>53%</b>	<b>\$5,696,300</b>	<b>53%</b>	<b>\$5,452,400</b>	<b>62%</b>	<b>\$6,336,200</b>	<b>58%</b>

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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 %
<b>All Community Advantage</b>	<b>114</b>		<b>106</b>		<b>105</b>		<b>80</b>		<b>55</b>		<b>77</b>	
<b>All Minority</b>	<b>42</b>	<b>37%</b>	<b>42</b>	<b>40%</b>	<b>32</b>	<b>30%</b>	<b>35</b>	<b>44%</b>	<b>18</b>	<b>33%</b>	<b>28</b>	<b>36%</b>
Ethnicity - AMERICAN INDIAN	1	1%	-	0%	1	1%	3	4%	1	2%	-	0%
Ethnicity - ASIAN OR PACIFIC	13	11%	11	10%	6	6%	7	9%	6	11%	5	6%
Ethnicity – BLACK	11	10%	14	13%	9	9%	17	21%	6	11%	15	19%
Ethnicity – HISPANIC	17	15%	17	16%	16	15%	8	10%	5	9%	8	10%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	5	4%	9	8%	12	11%	15	19%	2	4%	10	13%
Ethnicity – WHITE	67	59%	55	52%	61	58%	30	38%	35	64%	39	51%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	27	24%	19	18%	-	0%	15	19%	5	9%	7	9%
Gender - Female Owned more than 50%	27	24%	33	31%	-	0%	22	28%	16	29%	30	39%
Gender - Male Owned	60	53%	54	51%	-	0%	43	54%	34	62%	40	52%
Business Age - Existing or more than 2 years old	-	0%	-	0%	35	33%	36	45%	17	31%	19	25%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	9	16%	10	13%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	44	42%	29	36%	22	40%	39	51%
Business Age - Change of Ownership	-	0%	-	0%	13	12%	7	9%	7	13%	9	12%
<b>Veteran</b>	<b>6</b>	<b>0%</b>	<b>16</b>	<b>15%</b>	<b>11</b>	<b>10%</b>	<b>7</b>	<b>9%</b>	<b>1</b>	<b>2%</b>	<b>4</b>	<b>5%</b>
<b>Rural</b>	<b>15</b>	<b>13%</b>	<b>17</b>	<b>16%</b>	<b>8</b>	<b>8%</b>	<b>9</b>	<b>11%</b>	<b>11</b>	<b>20%</b>	<b>11</b>	<b>14%</b>
<b>Urban</b>	<b>99</b>	<b>87%</b>	<b>89</b>	<b>84%</b>	<b>97</b>	<b>92%</b>	<b>71</b>	<b>89%</b>	<b>44</b>	<b>80%</b>	<b>66</b>	<b>86%</b>
<b>\$150K and Under</b>	<b>91</b>	<b>80%</b>	<b>75</b>	<b>71%</b>	<b>71</b>	<b>68%</b>	<b>55</b>	<b>69%</b>	<b>31</b>	<b>56%</b>	<b>48</b>	<b>62%</b>
<b>&gt;\$150K - \$350K</b>	<b>23</b>	<b>20%</b>	<b>31</b>	<b>29%</b>	<b>34</b>	<b>32%</b>	<b>25</b>	<b>31%</b>	<b>24</b>	<b>44%</b>	<b>29</b>	<b>38%</b>

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