

Weekly Approvals Report with data as of 12/10 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) | \$4,731,287,000 | | \$4,949,426,000 | | \$4,387,216,900 | | \$4,266,685,100 | | \$3,656,948,700 | | \$3,122,590,100 | |
| All Minority | \$1,499,181,200 | 32% | \$1,463,461,600 | 30% | \$1,437,480,300 | 33% | \$1,318,792,000 | 31% | \$1,034,579,600 | 28% | \$913,250,800 | 29% |
| Ethnicity - AMERICAN INDIAN | \$28,088,700 | 1% | \$29,832,900 | 1% | \$36,028,800 | 1% | \$21,762,200 | 1% | \$21,538,700 | 1% | \$27,148,600 | 1% |
| Ethnicity - ASIAN OR PACIFIC | \$1,100,623,100 | 23% | \$1,017,056,700 | 21% | \$980,793,700 | 22% | \$929,716,800 | 22% | \$662,353,700 | 18% | \$538,992,600 | 17% |
| Ethnicity - BLACK | \$107,824,400 | 2% | \$136,534,900 | 3% | \$133,093,700 | 3% | \$115,441,200 | 3% | \$102,553,800 | 3% | \$127,217,500 | 4% |
| Ethnicity - HISPANIC | \$262,645,000 | 6% | \$280,037,100 | 6% | \$287,564,100 | 7% | \$251,871,800 | 6% | \$248,133,400 | 7% | \$219,892,100 | 7% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$801,161,900 | 17% | \$971,899,300 | 20% | \$887,719,900 | 20% | \$1,002,961,600 | 24% | \$982,720,500 | 27% | \$809,230,100 | 26% |
| Ethnicity - WHITE | \$2,430,943,900 | 51% | \$2,514,065,100 | 51% | \$2,062,016,700 | 47% | \$1,944,931,500 | 46% | \$1,639,648,600 | 45% | \$1,400,109,200 | 45% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$681,678,200 | 14% | \$714,676,800 | 14% | \$612,925,400 | 14% | \$592,515,000 | 14% | \$508,630,600 | 14% | \$391,086,000 | 13% |
| Gender - Female Owned more than 50% | \$692,614,200 | 15% | \$680,756,400 | 14% | \$604,193,600 | 14% | \$608,641,400 | 14% | \$485,356,800 | 13% | \$442,264,600 | 14% |
| Gender - Male Owned | \$3,356,994,600 | 71% | \$3,553,992,800 | 72% | \$3,170,097,900 | 72% | \$3,065,528,700 | 72% | \$2,662,961,300 | 73% | \$2,289,239,500 | 73% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$2,099,911,600 | 48% | \$1,936,970,300 | 45% | \$1,857,460,900 | 51% | \$1,553,159,200 | 50% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$892,000 | 0% | \$447,900 | 0% | \$459,789,800 | 13% | \$443,313,100 | 14% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$734,210,400 | 17% | \$691,784,000 | 16% | \$524,264,900 | 14% | \$476,271,200 | 15% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$995,804,200 | 23% | \$1,123,073,100 | 26% | \$812,534,100 | 22% | \$649,420,600 | 21% |
| Veteran | \$171,094,300 | 4% | \$177,359,500 | 4% | \$168,872,500 | 4% | \$146,862,600 | 3% | \$127,136,500 | 3% | \$135,010,100 | 4% |
| Rural | \$823,024,800 | 17% | \$730,524,300 | 15% | \$653,098,100 | 15% | \$720,189,200 | 17% | \$622,833,900 | 17% | \$613,018,100 | 20% |
| Urban | \$3,908,262,200 | 83% | \$4,218,901,700 | 85% | \$3,734,118,800 | 85% | \$3,546,495,900 | 83% | \$3,034,114,800 | 83% | \$2,509,572,000 | 80% |
| Export | \$390,226,400 | 8% | \$208,249,200 | 4% | \$215,627,600 | 5% | \$137,723,700 | 3% | \$135,391,000 | 4% | \$59,607,200 | 2% |
| CAPLine | \$40,058,800 | 1% | \$55,537,900 | 1% | \$48,340,300 | 1% | \$50,435,500 | 1% | \$33,455,500 | 1% | \$33,226,400 | 1% |
| PLP | \$3,201,488,900 | 68% | \$3,647,205,500 | 74% | \$3,333,069,500 | 76% | \$3,264,872,800 | 77% | \$2,655,383,200 | 73% | \$1,992,082,600 | 64% |
| Express | \$361,019,600 | 8% | \$394,995,800 | 8% | \$301,840,600 | 7% | \$320,858,200 | 8% | \$274,881,500 | 8% | \$278,806,900 | 9% |
| Community Advantage | \$25,581,900 | 1% | \$24,550,300 | 0% | \$23,914,700 | 1% | \$20,330,200 | 0% | \$14,791,300 | 0% | \$18,668,400 | 1% |
| \$150K and Under | \$380,375,100 | 8% | \$410,268,100 | 8% | \$307,444,800 | 7% | \$301,453,400 | 7% | \$182,988,400 | 5% | \$213,628,400 | 7% |
| >\$150K - \$350K | \$496,255,900 | 10% | \$510,115,600 | 10% | \$493,479,400 | 11% | \$497,709,000 | 12% | \$357,553,500 | 10% | \$374,535,100 | 12% |
| >\$350K - \$2M | \$2,148,619,300 | 45% | \$2,169,667,700 | 44% | \$2,002,844,800 | 46% | \$1,871,588,800 | 44% | \$1,743,770,000 | 48% | \$1,313,609,600 | 42% |
| >\$2M | \$1,706,036,700 | 36% | \$1,859,374,600 | 38% | \$1,583,447,900 | 36% | \$1,595,933,900 | 37% | \$1,372,636,800 | 38% | \$1,220,817,000 | 39% |

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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) | 11,080 | | 11,747 | | 9,512 | | 9,244 | | 6,555 | | 6,740 | |
| All Minority | 2,931 | 26% | 3,055 | 26% | 2,572 | 27% | 2,563 | 28% | 1,789 | 27% | 1,900 | 28% |
| Ethnicity - AMERICAN INDIAN | 72 | 1% | 83 | 1% | 64 | 1% | 69 | 1% | 50 | 1% | 53 | 1% |
| Ethnicity - ASIAN OR PACIFIC | 1,531 | 14% | 1,449 | 12% | 1,253 | 13% | 1,187 | 13% | 810 | 12% | 700 | 10% |
| Ethnicity - BLACK | 426 | 4% | 547 | 5% | 434 | 5% | 420 | 5% | 346 | 5% | 499 | 7% |
| Ethnicity - HISPANIC | 902 | 8% | 976 | 8% | 821 | 9% | 887 | 10% | 583 | 9% | 648 | 10% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 1,649 | 15% | 1,917 | 16% | 1,730 | 18% | 1,730 | 19% | 1,327 | 20% | 1,303 | 19% |
| Ethnicity - WHITE | 6,500 | 59% | 6,775 | 58% | 5,210 | 55% | 4,951 | 54% | 3,439 | 52% | 3,537 | 52% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 1,501 | 14% | 1,534 | 13% | 1,284 | 13% | 1,150 | 12% | 853 | 13% | 808 | 12% |
| Gender - Female Owned more than 50% | 2,027 | 18% | 2,095 | 18% | 1,646 | 17% | 1,718 | 19% | 1,147 | 17% | 1,304 | 19% |
| Gender - Male Owned | 7,552 | 68% | 8,118 | 69% | 6,582 | 69% | 6,376 | 69% | 4,555 | 69% | 4,628 | 69% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | 4,972 | 52% | 4,886 | 53% | 3,523 | 54% | 3,403 | 50% |
| Business Age - New Business or 2 years or less | - | 0% | - | 0% | 3 | 0% | 1 | 0% | 1,086 | 17% | 1,466 | 22% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | 1,548 | 16% | 1,515 | 16% | 1,092 | 17% | 1,205 | 18% |
| Business Age - Change of Ownership | - | 0% | - | 0% | 1,153 | 12% | 1,167 | 13% | 850 | 13% | 663 | 10% |
| Veteran | 564 | 5% | 558 | 5% | 453 | 5% | 443 | 5% | 298 | 5% | 363 | 5% |
| Rural | 1,879 | 17% | 1,895 | 16% | 1,504 | 16% | 1,627 | 18% | 1,288 | 20% | 1,429 | 21% |
| Urban | 9,201 | 83% | 9,852 | 84% | 8,008 | 84% | 7,617 | 82% | 5,267 | 80% | 5,311 | 79% |
| Export | 444 | 4% | 151 | 1% | 182 | 2% | 111 | 1% | 111 | 2% | 51 | 1% |
| CAPLine | 74 | 1% | 52 | 0% | 57 | 1% | 53 | 1% | 37 | 1% | 33 | 0% |
| PLP | 3,401 | 31% | 5,004 | 43% | 4,479 | 47% | 4,144 | 45% | 3,249 | 50% | 2,730 | 41% |
| Express | 5,130 | 46% | 5,668 | 48% | 3,995 | 42% | 4,160 | 45% | 2,499 | 38% | 3,099 | 46% |
| Community Advantage | 197 | 2% | 181 | 2% | 174 | 2% | 147 | 2% | 97 | 1% | 127 | 2% |
| \$150K and Under | 6,129 | 55% | 6,713 | 57% | 4,752 | 50% | 4,726 | 51% | 2,771 | 42% | 3,417 | 51% |
| >\$150K - \$350K | 1,874 | 17% | 1,951 | 17% | 1,897 | 20% | 1,887 | 20% | 1,359 | 21% | 1,433 | 21% |
| >\$350K - \$2M | 2,533 | 23% | 2,508 | 21% | 2,359 | 25% | 2,148 | 23% | 1,990 | 30% | 1,509 | 22% |
| >\$2M | 544 | 5% | 575 | 5% | 504 | 5% | 483 | 5% | 435 | 7% | 381 | 6% |

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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 | \$878,262,000 | | \$912,211,000 | | \$1,026,998,000 | | \$1,313,683,000 | | \$1,340,678,540 | | \$2,488,351,000 | |
| All Minority | \$246,255,000 | 28% | \$219,471,000 | 24% | \$254,374,000 | 25% | \$331,852,000 | 25% | \$329,307,000 | 25% | \$663,848,000 | 27% |
| Ethnicity - AMERICAN INDIAN | \$129,000 | 0% | \$886,000 | 0% | \$208,000 | 0% | \$632,000 | 0% | \$906,000 | 0% | \$8,149,000 | 0% |
| Ethnicity - ASIAN OR PACIFIC | \$173,867,000 | 20% | \$157,779,000 | 17% | \$157,786,000 | 15% | \$212,125,000 | 16% | \$177,006,000 | 13% | \$446,507,000 | 18% |
| Ethnicity - BLACK | \$22,535,000 | 3% | \$8,750,000 | 1% | \$18,060,000 | 2% | \$18,931,000 | 1% | \$19,433,000 | 1% | \$38,217,000 | 2% |
| Ethnicity - HISPANIC | \$49,724,000 | 6% | \$52,056,000 | 6% | \$78,320,000 | 8% | \$100,164,000 | 8% | \$131,962,000 | 10% | \$170,975,000 | 7% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity - UNDETERMINED | \$163,629,000 | 19% | \$246,413,000 | 27% | \$317,927,000 | 31% | \$446,094,000 | 34% | \$359,513,000 | 27% | \$500,360,000 | 20% |
| Ethnicity - WHITE | \$468,378,000 | 53% | \$446,327,000 | 49% | \$454,697,000 | 44% | \$535,737,000 | 41% | \$651,858,540 | 49% | \$1,324,143,000 | 53% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$64,200,000 | 7% | \$189,133,000 | 21% | \$179,514,000 | 17% | \$274,021,000 | 21% | \$273,985,000 | 20% | \$456,285,000 | 18% |
| Gender - Female Owned more than 50% | \$115,500,000 | 13% | \$80,257,000 | 9% | \$112,723,000 | 11% | \$120,725,000 | 9% | \$101,234,000 | 8% | \$222,093,000 | 9% |
| Gender - Male Owned | \$698,562,000 | 80% | \$642,821,000 | 70% | \$734,761,000 | 72% | \$918,937,000 | 70% | \$965,459,540 | 72% | \$1,809,973,000 | 73% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$748,634,000 | 73% | \$971,735,000 | 74% | \$1,154,738,000 | 86% | \$2,091,464,000 | 84% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$1,164,000 | 0% | \$2,345,000 | 0% | \$23,299,540 | 2% | \$39,585,000 | 2% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$173,522,000 | 17% | \$276,290,000 | 21% | \$127,016,000 | 9% | \$304,351,000 | 12% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$6,900,000 | 1% | \$29,256,000 | 2% | \$35,625,000 | 3% | \$52,951,000 | 2% |
| Veteran | \$14,886,000 | 2% | \$12,352,000 | 1% | \$13,318,000 | 1% | \$40,038,000 | 3% | \$24,990,000 | 2% | \$65,404,000 | 3% |
| Rural | \$110,316,000 | 13% | \$129,281,000 | 14% | \$119,006,000 | 12% | \$178,915,000 | 14% | \$166,549,540 | 12% | \$362,738,000 | 15% |
| Urban | \$767,946,000 | 87% | \$782,930,000 | 86% | \$907,992,000 | 88% | \$1,134,768,000 | 86% | \$1,174,129,000 | 88% | \$2,125,613,000 | 85% |
| Export | \$21,589,000 | 2% | \$11,646,000 | 1% | \$4,569,000 | 0% | \$23,943,000 | 2% | \$16,129,000 | 1% | \$45,809,000 | 2% |
| 504 Refinance | \$51,405,000 | 6% | \$29,061,000 | 3% | \$36,378,000 | 4% | \$45,945,000 | 3% | \$93,955,000 | 7% | \$236,489,000 | 10% |
| \$150K and Under | \$12,946,000 | 1% | \$10,542,000 | 1% | \$10,490,000 | 1% | \$11,707,000 | 1% | \$12,721,540 | 1% | \$11,400,000 | 0% |
| >\$150K - \$350K | \$76,957,000 | 9% | \$76,825,000 | 8% | \$71,905,000 | 7% | \$89,279,000 | 7% | \$111,943,000 | 8% | \$144,088,000 | 6% |
| >\$350K - \$2M | \$518,926,000 | 59% | \$515,108,000 | 56% | \$569,973,000 | 55% | \$765,032,000 | 58% | \$784,158,000 | 58% | \$1,323,515,000 | 53% |
| >\$2M | \$269,433,000 | 31% | \$309,736,000 | 34% | \$374,630,000 | 36% | \$447,665,000 | 34% | \$431,856,000 | 32% | \$1,009,348,000 | 41% |

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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 | 1,134 | | 1,102 | | 1,177 | | 1,511 | | 1,636 | | 2,510 | |
| All Minority | 264 | 23% | 239 | 22% | 270 | 23% | 317 | 21% | 360 | 22% | 605 | 24% |
| Ethnicity - AMERICAN INDIAN | 1 | 0% | 3 | 0% | 1 | 0% | 2 | 0% | 2 | 0% | 18 | 1% |
| Ethnicity - ASIAN OR PACIFIC | 148 | 13% | 129 | 12% | 126 | 11% | 146 | 10% | 161 | 10% | 320 | 13% |
| Ethnicity - BLACK | 31 | 3% | 21 | 2% | 25 | 2% | 34 | 2% | 44 | 3% | 53 | 2% |
| Ethnicity - HISPANIC | 84 | 7% | 86 | 8% | 118 | 10% | 135 | 9% | 153 | 9% | 214 | 9% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity - UNDETERMINED | 154 | 14% | 228 | 21% | 268 | 23% | 457 | 30% | 384 | 23% | 374 | 15% |
| Ethnicity - WHITE | 716 | 63% | 635 | 58% | 639 | 54% | 737 | 49% | 892 | 55% | 1,531 | 61% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 105 | 9% | 259 | 24% | 275 | 23% | 370 | 24% | 379 | 23% | 567 | 23% |
| Gender - Female Owned more than 50% | 185 | 16% | 126 | 11% | 140 | 12% | 191 | 13% | 183 | 11% | 311 | 12% |
| Gender - Male Owned | 844 | 74% | 717 | 65% | 762 | 65% | 950 | 63% | 1,074 | 66% | 1,632 | 65% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | 943 | 80% | 1,221 | 81% | 1,419 | 87% | 2,154 | 86% |
| Business Age - New Business or 2 years or less | - | 0% | - | 0% | 1 | 0% | 3 | 0% | 29 | 2% | 40 | 2% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | 148 | 13% | 228 | 15% | 154 | 9% | 278 | 11% |
| Business Age - Change of Ownership | - | 0% | - | 0% | 3 | 0% | 30 | 2% | 34 | 2% | 38 | 2% |
| Veteran | 38 | 3% | 29 | 3% | 21 | 2% | 50 | 3% | 41 | 3% | 69 | 3% |
| Rural | 177 | 16% | 189 | 17% | 199 | 17% | 270 | 18% | 279 | 17% | 440 | 18% |
| Urban | 957 | 84% | 913 | 83% | 978 | 83% | 1,241 | 82% | 1,357 | 83% | 2,070 | 82% |
| Export | 18 | 2% | 11 | 1% | 6 | 1% | 16 | 1% | 16 | 1% | 32 | 1% |
| 504 Refinance | 52 | 5% | 43 | 4% | 29 | 2% | 53 | 4% | 102 | 6% | 190 | 8% |
| \$150K and Under | 116 | 10% | 90 | 8% | 92 | 8% | 104 | 7% | 113 | 7% | 97 | 4% |
| >\$150K - \$350K | 307 | 27% | 306 | 28% | 283 | 24% | 364 | 24% | 445 | 27% | 580 | 23% |
| >\$350K - \$2M | 624 | 55% | 613 | 56% | 684 | 58% | 903 | 60% | 937 | 57% | 1,513 | 60% |
| >\$2M | 87 | 8% | 93 | 8% | 118 | 10% | 140 | 9% | 141 | 9% | 320 | 13% |

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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 | \$25,581,900 | | \$24,550,300 | | \$23,914,700 | | \$20,330,200 | | \$14,791,300 | | \$18,668,400 | |
| All Minority | \$9,952,000 | 39% | \$9,569,900 | 39% | \$7,898,600 | 33% | \$8,729,800 | 43% | \$4,685,000 | 32% | \$7,158,200 | 38% |
| Ethnicity - AMERICAN INDIAN | \$300,000 | 1% | \$572,500 | 2% | \$625,000 | 3% | \$479,000 | 2% | \$261,500 | 2% | \$0 | 0% |
| Ethnicity - ASIAN OR PACIFIC | \$3,292,500 | 13% | \$2,382,500 | 10% | \$1,293,000 | 5% | \$3,051,700 | 15% | \$1,100,100 | 7% | \$1,747,900 | 9% |
| Ethnicity – BLACK | \$2,675,800 | 10% | \$2,988,400 | 12% | \$2,921,500 | 12% | \$3,346,000 | 16% | \$2,138,700 | 14% | \$3,585,600 | 19% |
| Ethnicity – HISPANIC | \$3,683,700 | 14% | \$3,626,500 | 15% | \$3,059,100 | 13% | \$1,853,100 | 9% | \$1,184,700 | 8% | \$1,824,700 | 10% |
| Ethnicity - MULTI-GROUP | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Ethnicity – UNDETERMINED | \$1,267,800 | 5% | \$2,713,800 | 11% | \$2,204,700 | 9% | \$2,507,800 | 12% | \$1,448,900 | 10% | \$2,380,600 | 13% |
| Ethnicity – WHITE | \$14,362,100 | 56% | \$12,266,600 | 50% | \$13,811,400 | 58% | \$9,092,600 | 45% | \$8,657,400 | 59% | \$9,129,600 | 49% |
| Gender - Not Reported | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% |
| Gender - Female Owned 50% or less | \$5,254,500 | 21% | \$3,573,600 | 15% | \$4,094,700 | 17% | \$2,789,900 | 14% | \$1,833,300 | 12% | \$2,616,000 | 14% |
| Gender - Female Owned more than 50% | \$6,280,900 | 25% | \$7,534,200 | 31% | \$6,980,400 | 29% | \$5,423,900 | 27% | \$3,434,200 | 23% | \$5,802,900 | 31% |
| Gender - Male Owned | \$14,046,500 | 55% | \$13,442,500 | 55% | \$12,839,600 | 54% | \$12,116,400 | 60% | \$9,523,800 | 64% | \$10,249,500 | 55% |
| Business Age - Existing or more than 2 years old | \$0 | 0% | \$0 | 0% | \$8,676,800 | 36% | \$8,127,000 | 40% | \$4,850,400 | 33% | \$4,725,300 | 25% |
| Business Age - New Business or 2 years or less | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$0 | 0% | \$1,656,600 | 11% | \$1,610,200 | 9% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0% | \$0 | 0% | \$9,741,800 | 41% | \$8,316,300 | 41% | \$6,511,600 | 44% | \$9,507,500 | 51% |
| Business Age - Change of Ownership | \$0 | 0% | \$0 | 0% | \$2,892,800 | 12% | \$2,107,500 | 10% | \$1,772,700 | 12% | \$2,575,400 | 14% |
| Veteran | \$1,584,400 | 6% | \$2,894,000 | 12% | \$2,161,500 | 9% | \$2,459,300 | 12% | \$879,200 | 6% | \$753,300 | 4% |
| Rural | \$3,070,100 | 12% | \$3,725,400 | 15% | \$2,789,200 | 12% | \$3,452,900 | 17% | \$2,317,700 | 16% | \$3,054,000 | 16% |
| Urban | \$22,511,800 | 88% | \$20,824,900 | 85% | \$21,125,500 | 88% | \$16,877,300 | 83% | \$12,473,600 | 84% | \$15,614,400 | 84% |
| \$150K and Under | \$14,998,300 | 59% | \$11,560,600 | 47% | \$11,868,900 | 50% | \$8,867,000 | 44% | \$5,892,700 | 40% | \$7,976,200 | 43% |
| >\$150K - \$350K | \$10,583,600 | 41% | \$12,989,700 | 53% | \$12,045,800 | 50% | \$11,463,200 | 56% | \$8,898,600 | 60% | \$10,692,200 | 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 | 197 | | 181 | | 174 | | 147 | | 97 | | 127 | |
| All Minority | 74 | 38% | 69 | 38% | 60 | 34% | 60 | 41% | 35 | 36% | 49 | 39% |
| Ethnicity - AMERICAN INDIAN | 2 | 1% | 4 | 2% | 3 | 2% | 6 | 4% | 3 | 3% | - | 0% |
| Ethnicity - ASIAN OR PACIFIC | 22 | 11% | 15 | 8% | 11 | 6% | 19 | 13% | 8 | 8% | 10 | 8% |
| Ethnicity – BLACK | 23 | 12% | 25 | 14% | 20 | 11% | 22 | 15% | 16 | 16% | 26 | 20% |
| Ethnicity – HISPANIC | 27 | 14% | 25 | 14% | 26 | 15% | 13 | 9% | 8 | 8% | 13 | 10% |
| Ethnicity - MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Ethnicity – UNDETERMINED | 12 | 6% | 18 | 10% | 17 | 10% | 23 | 16% | 8 | 8% | 16 | 13% |
| Ethnicity – WHITE | 111 | 56% | 94 | 52% | 97 | 56% | 64 | 44% | 54 | 56% | 62 | 49% |
| Gender - Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Gender - Female Owned 50% or less | 38 | 19% | 29 | 16% | - | 0% | 20 | 14% | 10 | 10% | 14 | 11% |
| Gender - Female Owned more than 50% | 50 | 25% | 56 | 31% | - | 0% | 42 | 29% | 29 | 30% | 44 | 35% |
| Gender - Male Owned | 109 | 55% | 96 | 53% | - | 0% | 85 | 58% | 58 | 60% | 69 | 54% |
| Business Age - Existing or more than 2 years old | - | 0% | - | 0% | 67 | 39% | 63 | 43% | 32 | 33% | 32 | 25% |
| Business Age - New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | 13 | 13% | 10 | 8% |
| Business Age - Startup, Loan Funds will Open Business | - | 0% | - | 0% | 69 | 40% | 58 | 39% | 42 | 43% | 68 | 54% |
| Business Age - Change of Ownership | - | 0% | - | 0% | 17 | 10% | 13 | 9% | 10 | 10% | 16 | 13% |
| Veteran | 12 | 0% | 21 | 12% | 16 | 9% | 16 | 11% | 4 | 4% | 5 | 4% |
| Rural | 26 | 13% | 30 | 17% | 22 | 13% | 25 | 17% | 17 | 18% | 21 | 17% |
| Urban | 171 | 87% | 151 | 83% | 152 | 87% | 122 | 83% | 80 | 82% | 106 | 83% |
| \$150K and Under | 151 | 77% | 124 | 69% | 121 | 70% | 97 | 66% | 58 | 60% | 78 | 61% |
| >\$150K - \$350K | 46 | 23% | 57 | 31% | 53 | 30% | 50 | 34% | 39 | 40% | 49 | 39% |

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