

Weekly Approvals Report with data as of 12/17 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>\$5,152,966,100</b>		<b>\$5,597,967,500</b>		<b>\$5,107,045,600</b>		<b>\$4,775,076,800</b>		<b>\$4,387,950,300</b>		<b>\$3,744,092,700</b>	
<b>All Minority</b>	<b>\$1,619,723,200</b>	<b>31%</b>	<b>\$1,687,506,400</b>	<b>30%</b>	<b>\$1,643,190,500</b>	<b>32%</b>	<b>\$1,478,348,500</b>	<b>31%</b>	<b>\$1,209,479,700</b>	<b>28%</b>	<b>\$1,069,989,500</b>	<b>29%</b>
Ethnicity - AMERICAN INDIAN	\$28,915,200	1%	\$41,357,600	1%	\$38,112,300	1%	\$27,030,000	1%	\$27,143,600	1%	\$32,732,100	1%
Ethnicity - ASIAN OR PACIFIC	\$1,173,691,900	23%	\$1,168,482,900	21%	\$1,106,386,500	22%	\$1,038,430,200	22%	\$774,660,100	18%	\$651,891,400	17%
Ethnicity - BLACK	\$117,187,300	2%	\$152,583,900	3%	\$161,226,000	3%	\$125,558,700	3%	\$117,786,100	3%	\$138,414,900	4%
Ethnicity - HISPANIC	\$299,928,800	6%	\$325,082,000	6%	\$337,465,700	7%	\$287,329,600	6%	\$289,889,900	7%	\$246,951,100	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$872,918,400	17%	\$1,099,823,900	20%	\$1,076,818,700	21%	\$1,122,128,700	23%	\$1,200,049,100	27%	\$995,013,500	27%
Ethnicity - WHITE	\$2,660,324,500	52%	\$2,810,637,200	50%	\$2,387,036,400	47%	\$2,174,599,600	46%	\$1,978,421,500	45%	\$1,679,089,700	45%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$757,412,600	15%	\$824,523,100	15%	\$709,587,400	14%	\$656,740,900	14%	\$599,061,700	14%	\$456,394,800	12%
Gender - Female Owned more than 50%	\$747,380,300	15%	\$769,290,000	14%	\$710,009,600	14%	\$674,312,100	14%	\$579,417,300	13%	\$535,169,600	14%
Gender - Male Owned	\$3,648,173,200	71%	\$4,004,154,400	72%	\$3,687,448,600	72%	\$3,444,023,800	72%	\$3,209,471,300	73%	\$2,752,528,300	74%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$2,427,612,500	48%	\$2,181,249,100	46%	\$2,192,342,500	50%	\$1,857,688,400	50%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$892,000	0%	\$447,900	0%	\$559,656,100	13%	\$517,335,200	14%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$858,346,900	17%	\$776,265,500	16%	\$640,123,700	15%	\$574,281,900	15%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$1,190,868,500	23%	\$1,246,604,600	26%	\$992,929,000	23%	\$793,076,200	21%
<b>Veteran</b>	<b>\$188,113,700</b>	<b>4%</b>	<b>\$210,043,800</b>	<b>4%</b>	<b>\$190,843,800</b>	<b>4%</b>	<b>\$165,215,700</b>	<b>3%</b>	<b>\$152,674,700</b>	<b>3%</b>	<b>\$159,452,900</b>	<b>4%</b>
<b>Rural</b>	<b>\$891,993,400</b>	<b>17%</b>	<b>\$837,994,400</b>	<b>15%</b>	<b>\$756,383,800</b>	<b>15%</b>	<b>\$809,580,000</b>	<b>17%</b>	<b>\$755,688,400</b>	<b>17%</b>	<b>\$740,352,800</b>	<b>20%</b>
<b>Urban</b>	<b>\$4,260,972,700</b>	<b>83%</b>	<b>\$4,759,973,100</b>	<b>85%</b>	<b>\$4,350,661,800</b>	<b>85%</b>	<b>\$3,965,496,800</b>	<b>83%</b>	<b>\$3,632,261,900</b>	<b>83%</b>	<b>\$3,003,739,900</b>	<b>80%</b>
<b>Export</b>	<b>\$498,963,800</b>	<b>10%</b>	<b>\$237,742,100</b>	<b>4%</b>	<b>\$238,169,400</b>	<b>5%</b>	<b>\$149,395,600</b>	<b>3%</b>	<b>\$163,925,300</b>	<b>4%</b>	<b>\$70,450,400</b>	<b>2%</b>
<b>CAPLine</b>	<b>\$42,051,300</b>	<b>1%</b>	<b>\$63,489,900</b>	<b>1%</b>	<b>\$62,567,300</b>	<b>1%</b>	<b>\$56,085,500</b>	<b>1%</b>	<b>\$39,105,500</b>	<b>1%</b>	<b>\$37,476,400</b>	<b>1%</b>
<b>PLP</b>	<b>\$3,470,376,000</b>	<b>67%</b>	<b>\$4,155,694,500</b>	<b>74%</b>	<b>\$3,907,032,800</b>	<b>77%</b>	<b>\$3,653,603,100</b>	<b>77%</b>	<b>\$3,234,625,100</b>	<b>74%</b>	<b>\$2,430,788,000</b>	<b>65%</b>
<b>Express</b>	<b>\$396,079,500</b>	<b>8%</b>	<b>\$435,487,800</b>	<b>8%</b>	<b>\$344,746,700</b>	<b>7%</b>	<b>\$358,775,700</b>	<b>8%</b>	<b>\$319,815,400</b>	<b>7%</b>	<b>\$320,791,800</b>	<b>9%</b>
<b>Community Advantage</b>	<b>\$27,567,100</b>	<b>1%</b>	<b>\$27,190,100</b>	<b>0%</b>	<b>\$25,811,700</b>	<b>1%</b>	<b>\$22,109,800</b>	<b>0%</b>	<b>\$17,051,500</b>	<b>0%</b>	<b>\$20,341,800</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>\$417,296,700</b>	<b>8%</b>	<b>\$453,501,300</b>	<b>8%</b>	<b>\$354,504,600</b>	<b>7%</b>	<b>\$333,685,900</b>	<b>7%</b>	<b>\$208,630,500</b>	<b>5%</b>	<b>\$239,448,300</b>	<b>6%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$545,691,900</b>	<b>11%</b>	<b>\$569,486,700</b>	<b>10%</b>	<b>\$561,935,400</b>	<b>11%</b>	<b>\$558,406,000</b>	<b>12%</b>	<b>\$410,580,800</b>	<b>9%</b>	<b>\$427,089,100</b>	<b>11%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$2,336,642,000</b>	<b>45%</b>	<b>\$2,433,654,000</b>	<b>43%</b>	<b>\$2,298,105,200</b>	<b>45%</b>	<b>\$2,111,338,000</b>	<b>44%</b>	<b>\$2,086,000,700</b>	<b>48%</b>	<b>\$1,561,523,800</b>	<b>42%</b>
<b>&gt;\$2M</b>	<b>\$1,853,335,500</b>	<b>36%</b>	<b>\$2,141,325,500</b>	<b>38%</b>	<b>\$1,892,500,400</b>	<b>37%</b>	<b>\$1,771,646,900</b>	<b>37%</b>	<b>\$1,682,738,300</b>	<b>38%</b>	<b>\$1,516,031,500</b>	<b>40%</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>12,111</b>		<b>13,054</b>		<b>10,852</b>		<b>10,298</b>		<b>7,578</b>		<b>7,700</b>	
<b>All Minority</b>	<b>3,175</b>	<b>26%</b>	<b>3,420</b>	<b>26%</b>	<b>2,919</b>	<b>27%</b>	<b>2,861</b>	<b>28%</b>	<b>2,033</b>	<b>27%</b>	<b>2,166</b>	<b>28%</b>
Ethnicity - AMERICAN INDIAN	78	1%	95	1%	70	1%	82	1%	58	1%	62	1%
Ethnicity - ASIAN OR PACIFIC	1,650	14%	1,638	13%	1,401	13%	1,321	13%	925	12%	823	11%
Ethnicity - BLACK	464	4%	600	5%	499	5%	459	4%	384	5%	549	7%
Ethnicity - HISPANIC	983	8%	1,087	8%	949	9%	999	10%	666	9%	732	10%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	1,818	15%	2,128	16%	1,999	18%	1,897	18%	1,579	21%	1,517	20%
Ethnicity - WHITE	7,118	59%	7,506	57%	5,934	55%	5,540	54%	3,966	52%	4,017	52%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	1,645	14%	1,719	13%	1,473	14%	1,279	12%	984	13%	927	12%
Gender - Female Owned more than 50%	2,194	18%	2,339	18%	1,858	17%	1,934	19%	1,303	17%	1,498	19%
Gender - Male Owned	8,272	68%	8,996	69%	7,521	69%	7,085	69%	5,291	70%	5,275	69%
Business Age - Existing or more than 2 years old	-	0%	-	0%	5,652	52%	5,432	53%	4,030	53%	3,865	50%
Business Age - New Business or 2 years or less	-	0%	-	0%	3	0%	1	0%	1,239	16%	1,643	21%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	1,801	17%	1,682	16%	1,300	17%	1,401	18%
Business Age - Change of Ownership	-	0%	-	0%	1,332	12%	1,320	13%	1,005	13%	787	10%
<b>Veteran</b>	<b>613</b>	<b>5%</b>	<b>624</b>	<b>5%</b>	<b>523</b>	<b>5%</b>	<b>489</b>	<b>5%</b>	<b>343</b>	<b>5%</b>	<b>423</b>	<b>5%</b>
<b>Rural</b>	<b>2,067</b>	<b>17%</b>	<b>2,113</b>	<b>16%</b>	<b>1,718</b>	<b>16%</b>	<b>1,824</b>	<b>18%</b>	<b>1,489</b>	<b>20%</b>	<b>1,633</b>	<b>21%</b>
<b>Urban</b>	<b>10,044</b>	<b>83%</b>	<b>10,941</b>	<b>84%</b>	<b>9,134</b>	<b>84%</b>	<b>8,474</b>	<b>82%</b>	<b>6,089</b>	<b>80%</b>	<b>6,067</b>	<b>79%</b>
<b>Export</b>	<b>571</b>	<b>5%</b>	<b>176</b>	<b>1%</b>	<b>200</b>	<b>2%</b>	<b>125</b>	<b>1%</b>	<b>131</b>	<b>2%</b>	<b>61</b>	<b>1%</b>
<b>CAPLine</b>	<b>79</b>	<b>1%</b>	<b>60</b>	<b>0%</b>	<b>68</b>	<b>1%</b>	<b>62</b>	<b>1%</b>	<b>43</b>	<b>1%</b>	<b>37</b>	<b>0%</b>
<b>PLP</b>	<b>3,695</b>	<b>31%</b>	<b>5,616</b>	<b>43%</b>	<b>5,166</b>	<b>48%</b>	<b>4,626</b>	<b>45%</b>	<b>3,852</b>	<b>51%</b>	<b>3,194</b>	<b>41%</b>
<b>Express</b>	<b>5,613</b>	<b>46%</b>	<b>6,244</b>	<b>48%</b>	<b>4,529</b>	<b>42%</b>	<b>4,625</b>	<b>45%</b>	<b>2,809</b>	<b>37%</b>	<b>3,478</b>	<b>45%</b>
<b>Community Advantage</b>	<b>213</b>	<b>2%</b>	<b>203</b>	<b>2%</b>	<b>190</b>	<b>2%</b>	<b>160</b>	<b>2%</b>	<b>111</b>	<b>1%</b>	<b>136</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>6,709</b>	<b>55%</b>	<b>7,397</b>	<b>57%</b>	<b>5,404</b>	<b>50%</b>	<b>5,235</b>	<b>51%</b>	<b>3,109</b>	<b>41%</b>	<b>3,804</b>	<b>49%</b>
<b>&gt;\$150K - \$350K</b>	<b>2,065</b>	<b>17%</b>	<b>2,172</b>	<b>17%</b>	<b>2,161</b>	<b>20%</b>	<b>2,114</b>	<b>21%</b>	<b>1,561</b>	<b>21%</b>	<b>1,633</b>	<b>21%</b>
<b>&gt;\$350K - \$2M</b>	<b>2,746</b>	<b>23%</b>	<b>2,821</b>	<b>22%</b>	<b>2,690</b>	<b>25%</b>	<b>2,411</b>	<b>23%</b>	<b>2,377</b>	<b>31%</b>	<b>1,790</b>	<b>23%</b>
<b>&gt;\$2M</b>	<b>591</b>	<b>5%</b>	<b>664</b>	<b>5%</b>	<b>597</b>	<b>6%</b>	<b>538</b>	<b>5%</b>	<b>531</b>	<b>7%</b>	<b>473</b>	<b>6%</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>\$1,016,011,000</b>		<b>\$996,915,000</b>		<b>\$1,148,390,000</b>		<b>\$1,491,999,000</b>		<b>\$1,521,493,540</b>		<b>\$2,671,958,000</b>	
<b>All Minority</b>	<b>\$272,987,000</b>	<b>27%</b>	<b>\$242,858,000</b>	<b>24%</b>	<b>\$285,798,000</b>	<b>25%</b>	<b>\$396,005,000</b>	<b>27%</b>	<b>\$365,174,000</b>	<b>24%</b>	<b>\$705,504,000</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	\$129,000	0%	\$886,000	0%	\$208,000	0%	\$632,000	0%	\$1,503,000	0%	\$8,149,000	0%
Ethnicity - ASIAN OR PACIFIC	\$192,766,000	19%	\$175,730,000	18%	\$177,791,000	15%	\$260,616,000	17%	\$204,884,000	13%	\$472,893,000	18%
Ethnicity - BLACK	\$23,539,000	2%	\$9,728,000	1%	\$18,165,000	2%	\$21,703,000	1%	\$20,141,000	1%	\$39,373,000	1%
Ethnicity - HISPANIC	\$56,553,000	6%	\$56,514,000	6%	\$89,634,000	8%	\$113,054,000	8%	\$138,646,000	9%	\$185,089,000	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$195,511,000	19%	\$268,829,000	27%	\$350,975,000	31%	\$500,327,000	34%	\$399,604,000	26%	\$554,038,000	21%
Ethnicity - WHITE	\$547,513,000	54%	\$485,228,000	49%	\$511,617,000	45%	\$595,667,000	40%	\$756,715,540	50%	\$1,412,416,000	53%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$70,229,000	7%	\$206,775,000	21%	\$200,071,000	17%	\$297,229,000	20%	\$318,959,000	21%	\$485,174,000	18%
Gender - Female Owned more than 50%	\$127,058,000	13%	\$95,519,000	10%	\$123,433,000	11%	\$144,834,000	10%	\$124,202,000	8%	\$238,350,000	9%
Gender - Male Owned	\$818,724,000	81%	\$694,621,000	70%	\$824,886,000	72%	\$1,049,936,000	70%	\$1,078,332,540	71%	\$1,948,434,000	73%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$843,098,000	73%	\$1,116,075,000	75%	\$1,311,640,000	86%	\$2,234,111,000	84%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$1,391,000	0%	\$2,345,000	0%	\$26,239,540	2%	\$44,053,000	2%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$189,650,000	17%	\$297,238,000	20%	\$145,253,000	10%	\$335,058,000	13%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$6,900,000	1%	\$30,812,000	2%	\$38,361,000	3%	\$58,736,000	2%
<b>Veteran</b>	<b>\$16,556,000</b>	<b>2%</b>	<b>\$13,983,000</b>	<b>1%</b>	<b>\$13,318,000</b>	<b>1%</b>	<b>\$43,425,000</b>	<b>3%</b>	<b>\$26,275,000</b>	<b>2%</b>	<b>\$67,623,000</b>	<b>3%</b>
<b>Rural</b>	<b>\$118,081,000</b>	<b>12%</b>	<b>\$136,426,000</b>	<b>14%</b>	<b>\$137,541,000</b>	<b>12%</b>	<b>\$200,782,000</b>	<b>13%</b>	<b>\$193,504,540</b>	<b>13%</b>	<b>\$395,059,000</b>	<b>15%</b>
<b>Urban</b>	<b>\$897,930,000</b>	<b>88%</b>	<b>\$860,489,000</b>	<b>86%</b>	<b>\$1,010,849,000</b>	<b>88%</b>	<b>\$1,291,217,000</b>	<b>87%</b>	<b>\$1,327,989,000</b>	<b>87%</b>	<b>\$2,276,899,000</b>	<b>85%</b>
<b>Export</b>	<b>\$23,702,000</b>	<b>2%</b>	<b>\$11,646,000</b>	<b>1%</b>	<b>\$8,623,000</b>	<b>1%</b>	<b>\$26,523,000</b>	<b>2%</b>	<b>\$16,129,000</b>	<b>1%</b>	<b>\$51,128,000</b>	<b>2%</b>
<b>504 Refinance</b>	<b>\$55,930,000</b>	<b>6%</b>	<b>\$32,952,000</b>	<b>3%</b>	<b>\$38,093,000</b>	<b>3%</b>	<b>\$50,448,000</b>	<b>3%</b>	<b>\$105,289,000</b>	<b>7%</b>	<b>\$260,061,000</b>	<b>10%</b>
<b>\$150K and Under</b>	<b>\$14,407,000</b>	<b>1%</b>	<b>\$11,242,000</b>	<b>1%</b>	<b>\$12,389,000</b>	<b>1%</b>	<b>\$13,101,000</b>	<b>1%</b>	<b>\$15,201,540</b>	<b>1%</b>	<b>\$12,645,000</b>	<b>0%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$85,367,000</b>	<b>8%</b>	<b>\$83,596,000</b>	<b>8%</b>	<b>\$80,439,000</b>	<b>7%</b>	<b>\$101,069,000</b>	<b>7%</b>	<b>\$125,717,000</b>	<b>8%</b>	<b>\$154,285,000</b>	<b>6%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$579,185,000</b>	<b>57%</b>	<b>\$555,340,000</b>	<b>56%</b>	<b>\$636,140,000</b>	<b>55%</b>	<b>\$856,771,000</b>	<b>57%</b>	<b>\$885,469,000</b>	<b>58%</b>	<b>\$1,424,804,000</b>	<b>53%</b>
<b>&gt;\$2M</b>	<b>\$337,052,000</b>	<b>33%</b>	<b>\$346,737,000</b>	<b>35%</b>	<b>\$419,422,000</b>	<b>37%</b>	<b>\$521,058,000</b>	<b>35%</b>	<b>\$495,106,000</b>	<b>33%</b>	<b>\$1,080,224,000</b>	<b>40%</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>1,271</b>		<b>1,206</b>		<b>1,319</b>		<b>1,692</b>		<b>1,848</b>		<b>2,704</b>	
<b>All Minority</b>	<b>289</b>	<b>23%</b>	<b>261</b>	<b>22%</b>	<b>298</b>	<b>23%</b>	<b>363</b>	<b>21%</b>	<b>400</b>	<b>22%</b>	<b>644</b>	<b>24%</b>
Ethnicity - AMERICAN INDIAN	1	0%	3	0%	1	0%	2	0%	3	0%	18	1%
Ethnicity - ASIAN OR PACIFIC	160	13%	142	12%	141	11%	170	10%	181	10%	340	13%
Ethnicity - BLACK	34	3%	23	2%	26	2%	38	2%	47	3%	55	2%
Ethnicity - HISPANIC	94	7%	93	8%	130	10%	153	9%	169	9%	231	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	176	14%	244	20%	291	22%	500	30%	427	23%	415	15%
Ethnicity - WHITE	806	63%	701	58%	730	55%	829	49%	1,021	55%	1,645	61%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	110	9%	283	23%	302	23%	407	24%	431	23%	609	23%
Gender - Female Owned more than 50%	202	16%	141	12%	158	12%	220	13%	215	12%	335	12%
Gender - Male Owned	959	75%	782	65%	859	65%	1,065	63%	1,202	65%	1,760	65%
Business Age - Existing or more than 2 years old	-	0%	-	0%	1,054	80%	1,365	81%	1,602	87%	2,316	86%
Business Age - New Business or 2 years or less	-	0%	-	0%	2	0%	3	0%	32	2%	45	2%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	164	12%	256	15%	177	10%	302	11%
Business Age - Change of Ownership	-	0%	-	0%	3	0%	32	2%	37	2%	41	2%
<b>Veteran</b>	<b>39</b>	<b>3%</b>	<b>34</b>	<b>3%</b>	<b>21</b>	<b>2%</b>	<b>57</b>	<b>3%</b>	<b>45</b>	<b>2%</b>	<b>73</b>	<b>3%</b>
<b>Rural</b>	<b>191</b>	<b>15%</b>	<b>208</b>	<b>17%</b>	<b>230</b>	<b>17%</b>	<b>296</b>	<b>17%</b>	<b>317</b>	<b>17%</b>	<b>474</b>	<b>18%</b>
<b>Urban</b>	<b>1,080</b>	<b>85%</b>	<b>998</b>	<b>83%</b>	<b>1,089</b>	<b>83%</b>	<b>1,396</b>	<b>83%</b>	<b>1,531</b>	<b>83%</b>	<b>2,230</b>	<b>82%</b>
<b>Export</b>	<b>20</b>	<b>2%</b>	<b>11</b>	<b>1%</b>	<b>8</b>	<b>1%</b>	<b>18</b>	<b>1%</b>	<b>16</b>	<b>1%</b>	<b>36</b>	<b>1%</b>
<b>504 Refinance</b>	<b>55</b>	<b>4%</b>	<b>49</b>	<b>4%</b>	<b>31</b>	<b>2%</b>	<b>60</b>	<b>4%</b>	<b>114</b>	<b>6%</b>	<b>211</b>	<b>8%</b>
<b>\$150K and Under</b>	<b>129</b>	<b>10%</b>	<b>96</b>	<b>8%</b>	<b>107</b>	<b>8%</b>	<b>116</b>	<b>7%</b>	<b>134</b>	<b>7%</b>	<b>108</b>	<b>4%</b>
<b>&gt;\$150K - \$350K</b>	<b>340</b>	<b>27%</b>	<b>335</b>	<b>28%</b>	<b>320</b>	<b>24%</b>	<b>412</b>	<b>24%</b>	<b>501</b>	<b>27%</b>	<b>619</b>	<b>23%</b>
<b>&gt;\$350K - \$2M</b>	<b>695</b>	<b>55%</b>	<b>670</b>	<b>56%</b>	<b>760</b>	<b>58%</b>	<b>1,002</b>	<b>59%</b>	<b>1,053</b>	<b>57%</b>	<b>1,633</b>	<b>60%</b>
<b>&gt;\$2M</b>	<b>107</b>	<b>8%</b>	<b>105</b>	<b>9%</b>	<b>132</b>	<b>10%</b>	<b>162</b>	<b>10%</b>	<b>160</b>	<b>9%</b>	<b>344</b>	<b>13%</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>\$27,567,100</b>		<b>\$27,190,100</b>		<b>\$25,811,700</b>		<b>\$22,109,800</b>		<b>\$17,051,500</b>		<b>\$20,341,800</b>	
<b>All Minority</b>	<b>\$10,264,000</b>	<b>37%</b>	<b>\$10,823,200</b>	<b>40%</b>	<b>\$8,874,600</b>	<b>34%</b>	<b>\$9,810,400</b>	<b>44%</b>	<b>\$5,096,200</b>	<b>30%</b>	<b>\$8,246,400</b>	<b>41%</b>
Ethnicity - AMERICAN INDIAN	\$300,000	1%	\$772,500	3%	\$625,000	2%	\$579,000	3%	\$261,500	2%	\$0	0%
Ethnicity - ASIAN OR PACIFIC	\$3,364,500	12%	\$2,604,100	10%	\$1,708,000	7%	\$3,226,700	15%	\$1,200,100	7%	\$2,111,100	10%
Ethnicity - BLACK	\$2,735,800	10%	\$3,435,100	13%	\$3,255,500	13%	\$3,651,600	17%	\$2,374,900	14%	\$3,835,600	19%
Ethnicity - HISPANIC	\$3,863,700	14%	\$4,011,500	15%	\$3,286,100	13%	\$2,353,100	11%	\$1,259,700	7%	\$2,299,700	11%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$1,642,800	6%	\$3,106,300	11%	\$2,540,700	10%	\$2,907,800	13%	\$2,086,100	12%	\$2,380,600	12%
Ethnicity - WHITE	\$15,660,300	57%	\$13,260,600	49%	\$14,396,400	56%	\$9,391,600	42%	\$9,869,200	58%	\$9,714,800	48%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$5,254,500	19%	\$3,923,600	14%	\$4,620,700	18%	\$2,789,900	13%	\$2,176,300	13%	\$3,063,000	15%
Gender - Female Owned more than 50%	\$6,911,100	25%	\$8,690,000	32%	\$7,615,400	30%	\$6,117,900	28%	\$4,090,000	24%	\$6,358,100	31%
Gender - Male Owned	\$15,401,500	56%	\$14,576,500	54%	\$13,575,600	53%	\$13,202,000	60%	\$10,785,200	63%	\$10,920,700	54%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$9,781,800	38%	\$8,637,000	39%	\$5,800,600	34%	\$4,725,300	23%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$1,892,400	11%	\$1,822,900	9%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$10,533,800	41%	\$8,530,300	39%	\$7,284,800	43%	\$10,772,000	53%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$2,892,800	11%	\$2,357,500	11%	\$2,073,700	12%	\$2,771,600	14%
<b>Veteran</b>	<b>\$1,979,400</b>	<b>7%</b>	<b>\$3,094,000</b>	<b>11%</b>	<b>\$2,296,500</b>	<b>9%</b>	<b>\$2,634,300</b>	<b>12%</b>	<b>\$879,200</b>	<b>5%</b>	<b>\$1,003,300</b>	<b>5%</b>
<b>Rural</b>	<b>\$3,450,100</b>	<b>13%</b>	<b>\$3,767,900</b>	<b>14%</b>	<b>\$2,814,200</b>	<b>11%</b>	<b>\$3,702,900</b>	<b>17%</b>	<b>\$2,317,700</b>	<b>14%</b>	<b>\$3,179,000</b>	<b>16%</b>
<b>Urban</b>	<b>\$24,117,000</b>	<b>87%</b>	<b>\$23,422,200</b>	<b>86%</b>	<b>\$22,997,500</b>	<b>89%</b>	<b>\$18,406,900</b>	<b>83%</b>	<b>\$14,733,800</b>	<b>86%</b>	<b>\$17,162,800</b>	<b>84%</b>
<b>\$150K and Under</b>	<b>\$16,275,300</b>	<b>59%</b>	<b>\$13,140,200</b>	<b>48%</b>	<b>\$12,730,900</b>	<b>49%</b>	<b>\$9,741,000</b>	<b>44%</b>	<b>\$6,436,900</b>	<b>38%</b>	<b>\$8,131,200</b>	<b>40%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$11,291,800</b>	<b>41%</b>	<b>\$14,049,900</b>	<b>52%</b>	<b>\$13,080,800</b>	<b>51%</b>	<b>\$12,368,800</b>	<b>56%</b>	<b>\$10,614,600</b>	<b>62%</b>	<b>\$12,210,600</b>	<b>60%</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>213</b>		<b>203</b>		<b>190</b>		<b>160</b>		<b>111</b>		<b>136</b>	
<b>All Minority</b>	<b>78</b>	<b>37%</b>	<b>79</b>	<b>39%</b>	<b>70</b>	<b>37%</b>	<b>67</b>	<b>42%</b>	<b>39</b>	<b>35%</b>	<b>54</b>	<b>40%</b>
Ethnicity - AMERICAN INDIAN	2	1%	5	2%	3	2%	7	4%	3	3%	-	0%
Ethnicity - ASIAN OR PACIFIC	23	11%	17	8%	15	8%	21	13%	9	8%	12	9%
Ethnicity – BLACK	24	11%	29	14%	24	13%	24	15%	18	16%	27	20%
Ethnicity – HISPANIC	29	14%	28	14%	28	15%	15	9%	9	8%	15	11%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	14	7%	21	10%	20	11%	25	16%	11	10%	16	12%
Ethnicity – WHITE	121	57%	103	51%	100	53%	68	43%	61	55%	66	49%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	38	18%	31	15%	-	0%	20	13%	12	11%	17	13%
Gender - Female Owned more than 50%	55	26%	66	33%	-	0%	48	30%	33	30%	47	35%
Gender - Male Owned	120	56%	106	52%	-	0%	92	58%	66	59%	72	53%
Business Age - Existing or more than 2 years old	-	0%	-	0%	77	41%	68	43%	37	33%	32	24%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	14	13%	11	8%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	75	39%	61	38%	48	43%	75	55%
Business Age - Change of Ownership	-	0%	-	0%	17	9%	14	9%	12	11%	17	13%
<b>Veteran</b>	<b>16</b>	<b>0%</b>	<b>22</b>	<b>11%</b>	<b>17</b>	<b>9%</b>	<b>18</b>	<b>11%</b>	<b>4</b>	<b>4%</b>	<b>6</b>	<b>4%</b>
<b>Rural</b>	<b>29</b>	<b>14%</b>	<b>31</b>	<b>15%</b>	<b>23</b>	<b>12%</b>	<b>26</b>	<b>16%</b>	<b>17</b>	<b>15%</b>	<b>22</b>	<b>16%</b>
<b>Urban</b>	<b>184</b>	<b>86%</b>	<b>172</b>	<b>85%</b>	<b>167</b>	<b>88%</b>	<b>134</b>	<b>84%</b>	<b>94</b>	<b>85%</b>	<b>114</b>	<b>84%</b>
<b>\$150K and Under</b>	<b>164</b>	<b>77%</b>	<b>141</b>	<b>69%</b>	<b>132</b>	<b>69%</b>	<b>106</b>	<b>66%</b>	<b>64</b>	<b>58%</b>	<b>80</b>	<b>59%</b>
<b>&gt;\$150K - \$350K</b>	<b>49</b>	<b>23%</b>	<b>62</b>	<b>31%</b>	<b>58</b>	<b>31%</b>	<b>54</b>	<b>34%</b>	<b>47</b>	<b>42%</b>	<b>56</b>	<b>41%</b>

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