

Weekly Approvals Report with data as of 03/18 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>\$10,704,930,000</b>		<b>\$11,505,182,900</b>		<b>\$10,532,139,700</b>		<b>\$9,606,452,200</b>		<b>\$9,576,024,300</b>		<b>\$9,592,671,600</b>	
<b>All Minority</b>	<b>\$3,242,707,500</b>	<b>30%</b>	<b>\$3,490,502,000</b>	<b>30%</b>	<b>\$3,276,995,200</b>	<b>31%</b>	<b>\$2,922,939,700</b>	<b>30%</b>	<b>\$2,682,587,600</b>	<b>28%</b>	<b>\$2,931,333,500</b>	<b>31%</b>
Ethnicity - AMERICAN INDIAN	\$57,288,200	1%	\$87,560,900	1%	\$78,387,600	1%	\$59,927,100	1%	\$66,436,500	1%	\$87,514,200	1%
Ethnicity - ASIAN OR PACIFIC	\$2,321,185,500	22%	\$2,423,156,600	21%	\$2,182,653,400	21%	\$2,050,758,900	21%	\$1,777,973,300	19%	\$1,819,440,500	19%
Ethnicity - BLACK	\$243,363,800	2%	\$313,550,000	3%	\$333,068,300	3%	\$242,645,300	3%	\$256,055,100	3%	\$378,482,700	4%
Ethnicity - HISPANIC	\$620,870,000	6%	\$666,234,500	6%	\$682,885,900	6%	\$569,608,400	6%	\$582,122,700	6%	\$645,896,100	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$1,934,352,100	18%	\$2,262,075,800	20%	\$2,261,092,000	21%	\$2,159,166,300	22%	\$2,721,716,400	28%	\$2,466,100,500	26%
Ethnicity - WHITE	\$5,527,870,400	52%	\$5,752,605,100	50%	\$4,994,052,500	47%	\$4,524,346,200	47%	\$4,171,720,300	44%	\$4,195,237,600	44%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$1,627,001,900	15%	\$1,678,870,100	15%	\$1,496,499,600	14%	\$1,328,503,700	14%	\$1,192,969,400	12%	\$1,262,211,000	13%
Gender - Female Owned more than 50%	\$1,523,666,300	14%	\$1,591,077,400	14%	\$1,417,751,500	13%	\$1,308,040,300	14%	\$1,298,406,200	14%	\$1,405,060,600	15%
Gender - Male Owned	\$7,554,261,800	71%	\$8,235,235,400	72%	\$7,617,888,600	72%	\$6,969,908,200	73%	\$7,084,648,700	74%	\$6,925,400,000	72%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$4,930,481,700	47%	\$4,369,916,000	45%	\$4,696,756,400	49%	\$4,445,332,300	46%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$4,664,000	0%	\$4,380,900	0%	\$1,277,443,100	13%	\$1,411,531,900	15%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$1,858,971,900	18%	\$1,503,311,400	16%	\$1,377,673,300	14%	\$1,497,553,400	16%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$2,451,930,600	23%	\$2,592,355,200	27%	\$2,220,862,300	23%	\$2,234,926,000	23%
<b>Veteran</b>	<b>\$404,478,300</b>	<b>4%</b>	<b>\$434,115,300</b>	<b>4%</b>	<b>\$411,677,000</b>	<b>4%</b>	<b>\$337,187,700</b>	<b>4%</b>	<b>\$314,786,100</b>	<b>3%</b>	<b>\$331,776,900</b>	<b>3%</b>
<b>Rural</b>	<b>\$1,825,471,000</b>	<b>17%</b>	<b>\$1,892,212,400</b>	<b>16%</b>	<b>\$1,557,202,800</b>	<b>15%</b>	<b>\$1,581,530,600</b>	<b>16%</b>	<b>\$1,707,843,700</b>	<b>18%</b>	<b>\$1,851,900,400</b>	<b>19%</b>
<b>Urban</b>	<b>\$8,879,459,000</b>	<b>83%</b>	<b>\$9,612,970,500</b>	<b>84%</b>	<b>\$8,974,936,900</b>	<b>85%</b>	<b>\$8,024,921,600</b>	<b>84%</b>	<b>\$7,868,180,600</b>	<b>82%</b>	<b>\$7,740,771,200</b>	<b>81%</b>
<b>Export</b>	<b>\$1,177,871,400</b>	<b>11%</b>	<b>\$461,515,200</b>	<b>4%</b>	<b>\$426,627,700</b>	<b>4%</b>	<b>\$352,042,100</b>	<b>4%</b>	<b>\$301,532,000</b>	<b>3%</b>	<b>\$215,429,900</b>	<b>2%</b>
<b>CAPLine</b>	<b>\$106,833,400</b>	<b>1%</b>	<b>\$153,754,600</b>	<b>1%</b>	<b>\$132,578,900</b>	<b>1%</b>	<b>\$108,476,500</b>	<b>1%</b>	<b>\$95,275,500</b>	<b>1%</b>	<b>\$80,898,700</b>	<b>1%</b>
<b>PLP</b>	<b>\$7,395,287,900</b>	<b>69%</b>	<b>\$8,562,187,200</b>	<b>74%</b>	<b>\$8,115,869,100</b>	<b>77%</b>	<b>\$7,141,339,900</b>	<b>74%</b>	<b>\$7,227,816,700</b>	<b>75%</b>	<b>\$6,825,955,100</b>	<b>71%</b>
<b>Express</b>	<b>\$851,213,200</b>	<b>8%</b>	<b>\$891,626,000</b>	<b>8%</b>	<b>\$728,401,700</b>	<b>7%</b>	<b>\$739,188,700</b>	<b>8%</b>	<b>\$690,227,800</b>	<b>7%</b>	<b>\$760,450,200</b>	<b>8%</b>
<b>Community Advantage</b>	<b>\$59,664,100</b>	<b>1%</b>	<b>\$59,970,500</b>	<b>1%</b>	<b>\$57,994,300</b>	<b>1%</b>	<b>\$46,820,800</b>	<b>0%</b>	<b>\$31,649,800</b>	<b>0%</b>	<b>\$41,997,800</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$913,088,700</b>	<b>9%</b>	<b>\$955,030,900</b>	<b>8%</b>	<b>\$789,380,300</b>	<b>7%</b>	<b>\$670,680,400</b>	<b>7%</b>	<b>\$429,203,900</b>	<b>4%</b>	<b>\$542,320,800</b>	<b>6%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$1,181,990,300</b>	<b>11%</b>	<b>\$1,216,654,000</b>	<b>11%</b>	<b>\$1,212,360,100</b>	<b>12%</b>	<b>\$1,129,775,200</b>	<b>12%</b>	<b>\$860,450,800</b>	<b>9%</b>	<b>\$1,037,190,500</b>	<b>11%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$4,889,492,800</b>	<b>46%</b>	<b>\$5,107,412,400</b>	<b>44%</b>	<b>\$4,636,423,200</b>	<b>44%</b>	<b>\$4,216,952,400</b>	<b>44%</b>	<b>\$4,531,217,800</b>	<b>47%</b>	<b>\$4,044,532,700</b>	<b>42%</b>
<b>&gt;\$2M</b>	<b>\$3,720,358,200</b>	<b>35%</b>	<b>\$4,226,085,600</b>	<b>37%</b>	<b>\$3,893,976,100</b>	<b>37%</b>	<b>\$3,589,044,200</b>	<b>37%</b>	<b>\$3,755,151,800</b>	<b>39%</b>	<b>\$3,968,627,600</b>	<b>41%</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>25,748</b>		<b>26,985</b>		<b>22,969</b>		<b>20,836</b>		<b>16,019</b>		<b>18,297</b>	
<b>All Minority</b>	<b>6,484</b>	<b>25%</b>	<b>6,848</b>	<b>25%</b>	<b>6,040</b>	<b>26%</b>	<b>5,642</b>	<b>27%</b>	<b>4,162</b>	<b>26%</b>	<b>5,123</b>	<b>28%</b>
Ethnicity - AMERICAN INDIAN	180	1%	197	1%	162	1%	166	1%	126	1%	155	1%
Ethnicity - ASIAN OR PACIFIC	3,263	13%	3,320	12%	2,901	13%	2,609	13%	1,896	12%	2,009	11%
Ethnicity - BLACK	966	4%	1,127	4%	990	4%	929	4%	798	5%	1,271	7%
Ethnicity - HISPANIC	2,075	8%	2,204	8%	1,987	9%	1,938	9%	1,342	8%	1,688	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	3,908	15%	4,460	17%	4,514	20%	3,688	18%	3,539	22%	3,558	19%
Ethnicity - WHITE	15,356	60%	15,677	58%	12,415	54%	11,506	55%	8,318	52%	9,616	53%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	3,488	14%	3,539	13%	3,011	13%	2,625	13%	2,075	13%	2,262	12%
Gender - Female Owned more than 50%	4,685	18%	4,749	18%	3,859	17%	3,856	19%	2,782	17%	3,557	19%
Gender - Male Owned	17,575	68%	18,697	69%	16,099	70%	14,355	69%	11,162	70%	12,478	68%
Business Age - Existing or more than 2 years old	-	0%	-	0%	12,133	53%	11,046	53%	8,372	52%	9,046	49%
Business Age - New Business or 2 years or less	-	0%	-	0%	8	0%	5	0%	2,758	17%	3,910	21%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	3,866	17%	3,266	16%	2,729	17%	3,313	18%
Business Age - Change of Ownership	-	0%	-	0%	2,762	12%	2,731	13%	2,154	13%	2,016	11%
<b>Veteran</b>	<b>1,379</b>	<b>5%</b>	<b>1,322</b>	<b>5%</b>	<b>1,115</b>	<b>5%</b>	<b>1,027</b>	<b>5%</b>	<b>702</b>	<b>4%</b>	<b>933</b>	<b>5%</b>
<b>Rural</b>	<b>4,470</b>	<b>17%</b>	<b>4,545</b>	<b>17%</b>	<b>3,625</b>	<b>16%</b>	<b>3,680</b>	<b>18%</b>	<b>3,301</b>	<b>21%</b>	<b>3,788</b>	<b>21%</b>
<b>Urban</b>	<b>21,278</b>	<b>83%</b>	<b>22,440</b>	<b>83%</b>	<b>19,344</b>	<b>84%</b>	<b>17,156</b>	<b>82%</b>	<b>12,718</b>	<b>79%</b>	<b>14,509</b>	<b>79%</b>
<b>Export</b>	<b>1,447</b>	<b>6%</b>	<b>371</b>	<b>1%</b>	<b>376</b>	<b>2%</b>	<b>279</b>	<b>1%</b>	<b>229</b>	<b>1%</b>	<b>138</b>	<b>1%</b>
<b>CAPLine</b>	<b>171</b>	<b>1%</b>	<b>147</b>	<b>1%</b>	<b>145</b>	<b>1%</b>	<b>121</b>	<b>1%</b>	<b>114</b>	<b>1%</b>	<b>93</b>	<b>1%</b>
<b>PLP</b>	<b>9,463</b>	<b>37%</b>	<b>11,794</b>	<b>44%</b>	<b>11,165</b>	<b>49%</b>	<b>9,072</b>	<b>44%</b>	<b>8,278</b>	<b>52%</b>	<b>8,332</b>	<b>46%</b>
<b>Express</b>	<b>11,857</b>	<b>46%</b>	<b>12,570</b>	<b>47%</b>	<b>9,500</b>	<b>41%</b>	<b>9,487</b>	<b>46%</b>	<b>5,901</b>	<b>37%</b>	<b>7,855</b>	<b>43%</b>
<b>Community Advantage</b>	<b>454</b>	<b>2%</b>	<b>440</b>	<b>2%</b>	<b>412</b>	<b>2%</b>	<b>325</b>	<b>2%</b>	<b>223</b>	<b>1%</b>	<b>287</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>14,325</b>	<b>56%</b>	<b>15,109</b>	<b>56%</b>	<b>11,628</b>	<b>51%</b>	<b>10,615</b>	<b>51%</b>	<b>6,368</b>	<b>40%</b>	<b>8,524</b>	<b>47%</b>
<b>&gt;\$150K - \$350K</b>	<b>4,475</b>	<b>17%</b>	<b>4,642</b>	<b>17%</b>	<b>4,631</b>	<b>20%</b>	<b>4,276</b>	<b>21%</b>	<b>3,274</b>	<b>20%</b>	<b>3,945</b>	<b>22%</b>
<b>&gt;\$350K - \$2M</b>	<b>5,759</b>	<b>22%</b>	<b>5,912</b>	<b>22%</b>	<b>5,482</b>	<b>24%</b>	<b>4,848</b>	<b>23%</b>	<b>5,209</b>	<b>33%</b>	<b>4,610</b>	<b>25%</b>
<b>&gt;\$2M</b>	<b>1,189</b>	<b>5%</b>	<b>1,322</b>	<b>5%</b>	<b>1,228</b>	<b>5%</b>	<b>1,097</b>	<b>5%</b>	<b>1,168</b>	<b>7%</b>	<b>1,218</b>	<b>7%</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>\$2,262,978,000</b>		<b>\$1,978,818,000</b>		<b>\$2,112,914,000</b>		<b>\$2,773,179,000</b>		<b>\$3,345,940,540</b>		<b>\$5,004,613,290</b>	
<b>All Minority</b>	<b>\$603,159,000</b>	<b>27%</b>	<b>\$485,278,000</b>	<b>25%</b>	<b>\$500,570,000</b>	<b>24%</b>	<b>\$674,567,000</b>	<b>24%</b>	<b>\$770,680,000</b>	<b>23%</b>	<b>\$1,300,939,290</b>	<b>26%</b>
Ethnicity - AMERICAN INDIAN	\$2,927,000	0%	\$1,484,000	0%	\$658,000	0%	\$1,895,000	0%	\$1,756,000	0%	\$19,320,000	0%
Ethnicity - ASIAN OR PACIFIC	\$415,378,000	18%	\$346,725,000	18%	\$316,605,000	15%	\$435,151,000	16%	\$442,525,000	13%	\$837,346,290	17%
Ethnicity - BLACK	\$48,386,000	2%	\$26,647,000	1%	\$32,316,000	2%	\$36,898,000	1%	\$43,638,000	1%	\$73,563,000	1%
Ethnicity - HISPANIC	\$136,468,000	6%	\$110,422,000	6%	\$150,991,000	7%	\$200,623,000	7%	\$282,761,000	8%	\$370,710,000	7%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$488,318,000	22%	\$544,776,000	28%	\$616,392,000	29%	\$953,388,000	34%	\$785,524,000	23%	\$947,054,000	19%
Ethnicity - WHITE	\$1,171,501,000	52%	\$948,764,000	48%	\$995,952,000	47%	\$1,145,224,000	41%	\$1,789,736,540	53%	\$2,756,620,000	55%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$199,381,000	9%	\$398,073,000	20%	\$404,925,000	19%	\$566,233,000	20%	\$692,590,000	21%	\$974,542,000	19%
Gender - Female Owned more than 50%	\$242,050,000	11%	\$173,894,000	9%	\$229,914,000	11%	\$287,443,000	10%	\$285,941,000	9%	\$459,734,000	9%
Gender - Male Owned	\$1,821,547,000	80%	\$1,406,851,000	71%	\$1,478,075,000	70%	\$1,919,503,000	69%	\$2,367,409,540	71%	\$3,570,337,290	71%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$1,546,306,000	73%	\$2,153,105,000	78%	\$2,888,084,000	86%	\$4,196,172,000	84%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$4,044,000	0%	\$5,242,000	0%	\$49,488,540	1%	\$64,359,000	1%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$349,980,000	17%	\$477,205,000	17%	\$337,224,000	10%	\$622,011,290	12%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$8,852,000	0%	\$66,621,000	2%	\$71,144,000	2%	\$122,071,000	2%
<b>Veteran</b>	<b>\$43,579,000</b>	<b>2%</b>	<b>\$29,511,000</b>	<b>1%</b>	<b>\$25,795,000</b>	<b>1%</b>	<b>\$82,117,000</b>	<b>3%</b>	<b>\$65,366,000</b>	<b>2%</b>	<b>\$107,514,000</b>	<b>2%</b>
<b>Rural</b>	<b>\$269,080,000</b>	<b>12%</b>	<b>\$271,290,000</b>	<b>14%</b>	<b>\$268,383,000</b>	<b>13%</b>	<b>\$373,472,000</b>	<b>13%</b>	<b>\$455,914,540</b>	<b>14%</b>	<b>\$718,827,000</b>	<b>14%</b>
<b>Urban</b>	<b>\$1,993,898,000</b>	<b>88%</b>	<b>\$1,707,528,000</b>	<b>86%</b>	<b>\$1,844,531,000</b>	<b>87%</b>	<b>\$2,399,707,000</b>	<b>87%</b>	<b>\$2,890,026,000</b>	<b>86%</b>	<b>\$4,285,786,290</b>	<b>86%</b>
<b>Export</b>	<b>\$43,811,000</b>	<b>2%</b>	<b>\$23,243,000</b>	<b>1%</b>	<b>\$21,067,000</b>	<b>1%</b>	<b>\$51,456,000</b>	<b>2%</b>	<b>\$46,107,000</b>	<b>1%</b>	<b>\$79,999,000</b>	<b>2%</b>
<b>504 Refinance</b>	<b>\$144,182,000</b>	<b>6%</b>	<b>\$63,304,000</b>	<b>3%</b>	<b>\$64,607,000</b>	<b>3%</b>	<b>\$110,720,000</b>	<b>4%</b>	<b>\$224,678,000</b>	<b>7%</b>	<b>\$521,955,000</b>	<b>10%</b>
<b>\$150K and Under</b>	<b>\$29,689,000</b>	<b>1%</b>	<b>\$22,987,000</b>	<b>1%</b>	<b>\$23,318,000</b>	<b>1%</b>	<b>\$27,621,000</b>	<b>1%</b>	<b>\$35,573,540</b>	<b>1%</b>	<b>\$24,051,000</b>	<b>0%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$191,928,000</b>	<b>8%</b>	<b>\$180,000,000</b>	<b>9%</b>	<b>\$174,681,000</b>	<b>8%</b>	<b>\$200,588,000</b>	<b>7%</b>	<b>\$275,467,000</b>	<b>8%</b>	<b>\$275,227,000</b>	<b>5%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$1,287,218,000</b>	<b>57%</b>	<b>\$1,109,732,000</b>	<b>56%</b>	<b>\$1,219,077,000</b>	<b>58%</b>	<b>\$1,614,670,000</b>	<b>58%</b>	<b>\$1,966,885,000</b>	<b>59%</b>	<b>\$2,737,150,290</b>	<b>55%</b>
<b>&gt;\$2M</b>	<b>\$754,143,000</b>	<b>33%</b>	<b>\$666,099,000</b>	<b>34%</b>	<b>\$695,838,000</b>	<b>33%</b>	<b>\$930,300,000</b>	<b>34%</b>	<b>\$1,068,015,000</b>	<b>32%</b>	<b>\$1,968,185,000</b>	<b>39%</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>2,828</b>		<b>2,473</b>		<b>2,574</b>		<b>3,253</b>		<b>4,120</b>		<b>5,037</b>	
<b>All Minority</b>	<b>626</b>	<b>22%</b>	<b>527</b>	<b>21%</b>	<b>555</b>	<b>22%</b>	<b>678</b>	<b>21%</b>	<b>896</b>	<b>22%</b>	<b>1,193</b>	<b>24%</b>
Ethnicity - AMERICAN INDIAN	5	0%	5	0%	2	0%	5	0%	5	0%	31	1%
Ethnicity - ASIAN OR PACIFIC	346	12%	288	12%	271	11%	323	10%	409	10%	595	12%
Ethnicity - BLACK	63	2%	47	2%	52	2%	62	2%	94	2%	108	2%
Ethnicity - HISPANIC	212	7%	187	8%	230	9%	288	9%	388	9%	459	9%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	457	16%	546	22%	586	23%	964	30%	819	20%	768	15%
Ethnicity - WHITE	1,745	62%	1,400	57%	1,433	56%	1,611	50%	2,405	58%	3,076	61%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	271	10%	595	24%	621	24%	789	24%	979	24%	1,193	24%
Gender - Female Owned more than 50%	411	15%	288	12%	322	13%	424	13%	494	12%	607	12%
Gender - Male Owned	2,146	76%	1,590	64%	1,631	63%	2,040	63%	2,647	64%	3,237	64%
Business Age - Existing or more than 2 years old	-	0%	-	0%	2,021	79%	2,642	81%	3,557	86%	4,311	86%
Business Age - New Business or 2 years or less	-	0%	-	0%	5	0%	6	0%	59	1%	71	1%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	341	13%	475	15%	431	10%	554	11%
Business Age - Change of Ownership	-	0%	-	0%	7	0%	64	2%	73	2%	101	2%
<b>Veteran</b>	<b>90</b>	<b>3%</b>	<b>61</b>	<b>2%</b>	<b>45</b>	<b>2%</b>	<b>101</b>	<b>3%</b>	<b>104</b>	<b>3%</b>	<b>122</b>	<b>2%</b>
<b>Rural</b>	<b>453</b>	<b>16%</b>	<b>426</b>	<b>17%</b>	<b>453</b>	<b>18%</b>	<b>572</b>	<b>18%</b>	<b>693</b>	<b>17%</b>	<b>886</b>	<b>18%</b>
<b>Urban</b>	<b>2,375</b>	<b>84%</b>	<b>2,047</b>	<b>83%</b>	<b>2,121</b>	<b>82%</b>	<b>2,681</b>	<b>82%</b>	<b>3,427</b>	<b>83%</b>	<b>4,151</b>	<b>82%</b>
<b>Export</b>	<b>35</b>	<b>1%</b>	<b>22</b>	<b>1%</b>	<b>20</b>	<b>1%</b>	<b>36</b>	<b>1%</b>	<b>46</b>	<b>1%</b>	<b>57</b>	<b>1%</b>
<b>504 Refinance</b>	<b>131</b>	<b>5%</b>	<b>89</b>	<b>4%</b>	<b>70</b>	<b>3%</b>	<b>113</b>	<b>3%</b>	<b>230</b>	<b>6%</b>	<b>432</b>	<b>9%</b>
<b>\$150K and Under</b>	<b>263</b>	<b>9%</b>	<b>202</b>	<b>8%</b>	<b>201</b>	<b>8%</b>	<b>239</b>	<b>7%</b>	<b>314</b>	<b>8%</b>	<b>207</b>	<b>4%</b>
<b>&gt;\$150K - \$350K</b>	<b>772</b>	<b>27%</b>	<b>719</b>	<b>29%</b>	<b>695</b>	<b>27%</b>	<b>817</b>	<b>25%</b>	<b>1,088</b>	<b>26%</b>	<b>1,096</b>	<b>22%</b>
<b>&gt;\$350K - \$2M</b>	<b>1,554</b>	<b>55%</b>	<b>1,345</b>	<b>54%</b>	<b>1,459</b>	<b>57%</b>	<b>1,907</b>	<b>59%</b>	<b>2,379</b>	<b>58%</b>	<b>3,109</b>	<b>62%</b>
<b>&gt;\$2M</b>	<b>239</b>	<b>8%</b>	<b>207</b>	<b>8%</b>	<b>219</b>	<b>9%</b>	<b>290</b>	<b>9%</b>	<b>339</b>	<b>8%</b>	<b>625</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>\$59,664,100</b>		<b>\$59,970,500</b>		<b>\$57,994,300</b>		<b>\$46,820,800</b>		<b>\$31,649,800</b>		<b>\$41,997,800</b>	
<b>All Minority</b>	<b>\$21,448,400</b>	<b>36%</b>	<b>\$20,564,600</b>	<b>34%</b>	<b>\$20,829,800</b>	<b>36%</b>	<b>\$18,928,500</b>	<b>40%</b>	<b>\$11,121,500</b>	<b>35%</b>	<b>\$16,465,400</b>	<b>39%</b>
Ethnicity - AMERICAN INDIAN	\$450,000	1%	\$1,153,400	2%	\$925,000	2%	\$721,500	2%	\$331,500	1%	\$100,000	0%
Ethnicity - ASIAN OR PACIFIC	\$7,112,100	12%	\$5,470,000	9%	\$3,724,800	6%	\$5,816,300	12%	\$2,667,300	8%	\$3,676,400	9%
Ethnicity - BLACK	\$6,525,700	11%	\$6,338,500	11%	\$7,129,300	12%	\$6,382,600	14%	\$5,119,000	16%	\$8,244,000	20%
Ethnicity - HISPANIC	\$7,360,600	12%	\$7,602,700	13%	\$9,050,700	16%	\$6,008,100	13%	\$3,003,700	9%	\$4,445,000	11%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$3,287,800	6%	\$7,410,700	12%	\$7,479,600	13%	\$6,375,800	14%	\$3,590,100	11%	\$5,013,600	12%
Ethnicity - WHITE	\$34,927,900	59%	\$31,995,200	53%	\$29,684,900	51%	\$21,516,500	46%	\$16,938,200	54%	\$20,518,800	49%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$9,169,300	15%	\$9,490,000	16%	\$9,710,300	17%	\$7,430,900	16%	\$3,907,400	12%	\$6,898,100	16%
Gender - Female Owned more than 50%	\$17,796,900	30%	\$17,077,900	28%	\$16,055,500	28%	\$11,914,200	25%	\$8,924,100	28%	\$14,923,700	36%
Gender - Male Owned	\$32,697,900	55%	\$33,402,600	56%	\$32,228,500	56%	\$27,475,700	59%	\$18,818,300	59%	\$20,176,000	48%
Business Age - Existing or more than 2 years old	\$0	0%	\$0	0%	\$21,110,000	36%	\$17,725,900	38%	\$11,780,000	37%	\$12,238,300	29%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$2,933,400	9%	\$3,992,900	10%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$0	0%	\$25,303,900	44%	\$17,833,400	38%	\$13,492,600	43%	\$19,356,600	46%
Business Age - Change of Ownership	\$0	0%	\$0	0%	\$5,371,000	9%	\$5,542,400	12%	\$3,443,800	11%	\$5,941,000	14%
<b>Veteran</b>	<b>\$5,114,600</b>	<b>9%</b>	<b>\$6,476,300</b>	<b>11%</b>	<b>\$5,204,400</b>	<b>9%</b>	<b>\$4,651,500</b>	<b>10%</b>	<b>\$1,498,900</b>	<b>5%</b>	<b>\$2,709,100</b>	<b>6%</b>
<b>Rural</b>	<b>\$6,728,200</b>	<b>11%</b>	<b>\$8,569,100</b>	<b>14%</b>	<b>\$5,130,600</b>	<b>9%</b>	<b>\$6,512,400</b>	<b>14%</b>	<b>\$4,146,400</b>	<b>13%</b>	<b>\$6,070,200</b>	<b>14%</b>
<b>Urban</b>	<b>\$52,935,900</b>	<b>89%</b>	<b>\$51,401,400</b>	<b>86%</b>	<b>\$52,863,700</b>	<b>91%</b>	<b>\$40,308,400</b>	<b>86%</b>	<b>\$27,503,400</b>	<b>87%</b>	<b>\$35,927,600</b>	<b>86%</b>
<b>\$150K and Under</b>	<b>\$33,105,000</b>	<b>55%</b>	<b>\$30,173,900</b>	<b>50%</b>	<b>\$25,563,700</b>	<b>44%</b>	<b>\$19,226,900</b>	<b>41%</b>	<b>\$14,997,300</b>	<b>47%</b>	<b>\$17,698,700</b>	<b>42%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$26,559,100</b>	<b>45%</b>	<b>\$29,796,600</b>	<b>50%</b>	<b>\$32,430,600</b>	<b>56%</b>	<b>\$27,593,900</b>	<b>59%</b>	<b>\$16,652,500</b>	<b>53%</b>	<b>\$24,299,100</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>454</b>		<b>440</b>		<b>412</b>		<b>325</b>		<b>223</b>		<b>287</b>	
<b>All Minority</b>	<b>156</b>	<b>34%</b>	<b>152</b>	<b>35%</b>	<b>150</b>	<b>36%</b>	<b>134</b>	<b>41%</b>	<b>89</b>	<b>40%</b>	<b>118</b>	<b>41%</b>
Ethnicity - AMERICAN INDIAN	3	1%	8	2%	5	1%	9	3%	4	2%	1	0%
Ethnicity - ASIAN OR PACIFIC	43	9%	35	8%	27	7%	37	11%	19	9%	23	8%
Ethnicity – BLACK	55	12%	50	11%	53	13%	48	15%	44	20%	63	22%
Ethnicity – HISPANIC	55	12%	59	13%	65	16%	40	12%	22	10%	31	11%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	29	6%	50	11%	61	15%	45	14%	20	9%	34	12%
Ethnicity – WHITE	269	59%	238	54%	201	49%	146	45%	114	51%	135	47%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	76	17%	70	16%	-	0%	48	15%	27	12%	41	14%
Gender - Female Owned more than 50%	134	30%	136	31%	-	0%	92	28%	72	32%	111	39%
Gender - Male Owned	244	54%	234	53%	-	0%	185	57%	124	56%	135	47%
Business Age - Existing or more than 2 years old	-	0%	-	0%	156	38%	126	39%	79	35%	78	27%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	-	0%	25	11%	27	9%
Business Age - Startup, Loan Funds will Open Business	-	0%	-	0%	177	43%	126	39%	98	44%	146	51%
Business Age - Change of Ownership	-	0%	-	0%	33	8%	32	10%	21	9%	34	12%
<b>Veteran</b>	<b>39</b>	<b>0%</b>	<b>49</b>	<b>11%</b>	<b>38</b>	<b>9%</b>	<b>33</b>	<b>10%</b>	<b>9</b>	<b>4%</b>	<b>19</b>	<b>7%</b>
<b>Rural</b>	<b>55</b>	<b>12%</b>	<b>70</b>	<b>16%</b>	<b>38</b>	<b>9%</b>	<b>44</b>	<b>14%</b>	<b>31</b>	<b>14%</b>	<b>43</b>	<b>15%</b>
<b>Urban</b>	<b>399</b>	<b>88%</b>	<b>370</b>	<b>84%</b>	<b>374</b>	<b>91%</b>	<b>281</b>	<b>86%</b>	<b>192</b>	<b>86%</b>	<b>244</b>	<b>85%</b>
<b>\$150K and Under</b>	<b>337</b>	<b>74%</b>	<b>307</b>	<b>70%</b>	<b>266</b>	<b>65%</b>	<b>203</b>	<b>62%</b>	<b>149</b>	<b>67%</b>	<b>177</b>	<b>62%</b>
<b>&gt;\$150K - \$350K</b>	<b>117</b>	<b>26%</b>	<b>133</b>	<b>30%</b>	<b>146</b>	<b>35%</b>	<b>122</b>	<b>38%</b>	<b>74</b>	<b>33%</b>	<b>110</b>	<b>38%</b>

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