

Weekly Approvals Report with data as of 06/24 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>\$18,072,862,900</b> |            | <b>\$18,161,762,800</b> |            | <b>\$16,550,761,000</b> |            | <b>\$14,728,290,000</b> |            | <b>\$18,954,715,700</b> |            | <b>\$17,455,968,200</b> |            |
| <b>All Minority</b>                                   | <b>\$5,407,704,600</b>  | <b>30%</b> | <b>\$5,532,249,700</b>  | <b>30%</b> | <b>\$5,085,512,300</b>  | <b>31%</b> | <b>\$4,222,103,100</b>  | <b>29%</b> | <b>\$5,517,060,100</b>  | <b>29%</b> | <b>\$5,535,815,400</b>  | <b>32%</b> |
| Ethnicity - AMERICAN INDIAN                           | \$90,882,000            | 1%         | \$139,996,100           | 1%         | \$125,952,700           | 1%         | \$88,449,400            | 1%         | \$130,005,600           | 1%         | \$138,427,700           | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | \$3,882,301,100         | 21%        | \$3,852,613,400         | 21%        | \$3,424,349,700         | 21%        | \$2,854,354,000         | 19%        | \$3,738,721,900         | 20%        | \$3,573,448,000         | 20%        |
| Ethnicity - BLACK                                     | \$425,950,300           | 2%         | \$503,078,600           | 3%         | \$510,994,100           | 3%         | \$375,828,900           | 3%         | \$510,232,500           | 3%         | \$635,863,600           | 4%         |
| Ethnicity - HISPANIC                                  | \$1,004,993,200         | 6%         | \$1,036,561,600         | 6%         | \$1,024,215,800         | 6%         | \$859,733,700           | 6%         | \$1,137,974,100         | 6%         | \$1,184,577,100         | 7%         |
| Ethnicity - MULTI-GROUP                               | \$3,578,000             | 0%         | \$0                     | 0%         | \$0                     | 0%         | \$43,737,100            | 0%         | \$126,000               | 0%         | \$3,499,000             | 0%         |
| Ethnicity - UNDETERMINED                              | \$3,351,921,400         | 19%        | \$3,607,389,600         | 20%        | \$3,590,667,600         | 22%        | \$3,701,858,400         | 25%        | \$5,310,042,500         | 28%        | \$4,416,135,900         | 25%        |
| Ethnicity - WHITE                                     | \$9,313,236,900         | 52%        | \$9,022,123,500         | 50%        | \$7,874,581,100         | 48%        | \$6,804,328,500         | 46%        | \$8,127,613,100         | 43%        | \$7,504,016,900         | 43%        |
| Gender - Not Reported                                 | \$0                     | 0%         | \$0                     | 0%         | \$0                     | 0%         | \$0                     | 0%         | \$0                     | 0%         | \$0                     | 0%         |
| Gender - Female Owned 50% or less                     | \$2,751,208,200         | 15%        | \$2,708,778,900         | 15%        | \$2,334,556,900         | 14%        | \$2,002,300,200         | 14%        | \$2,438,084,700         | 13%        | \$2,345,030,600         | 13%        |
| Gender - Female Owned more than 50%                   | \$2,552,016,800         | 14%        | \$2,452,261,400         | 14%        | \$2,285,948,800         | 14%        | \$1,974,116,700         | 13%        | \$2,575,135,100         | 14%        | \$2,581,712,400         | 15%        |
| Gender - Male Owned                                   | \$12,769,637,900        | 71%        | \$13,000,722,500        | 72%        | \$11,930,255,300        | 72%        | \$10,751,873,100        | 73%        | \$13,941,495,900        | 74%        | \$12,529,225,200        | 72%        |
| Business Age - Existing or more than 2 years old      | \$0                     | 0%         | \$0                     | 0%         | \$7,757,784,400         | 47%        | \$7,006,123,900         | 48%        | \$9,474,136,900         | 50%        | \$7,782,887,000         | 45%        |
| Business Age - New Business or 2 years or less        | \$0                     | 0%         | \$0                     | 0%         | \$12,615,600            | 0%         | \$632,401,200           | 4%         | \$2,750,618,800         | 15%        | \$2,926,018,900         | 17%        |
| Business Age - Startup, Loan Funds will Open Business | \$0                     | 0%         | \$0                     | 0%         | \$2,825,342,500         | 17%        | \$2,227,069,300         | 15%        | \$2,614,938,400         | 14%        | \$2,782,564,000         | 16%        |
| Business Age - Change of Ownership                    | \$0                     | 0%         | \$0                     | 0%         | \$3,928,528,900         | 24%        | \$3,659,131,300         | 25%        | \$4,109,878,600         | 22%        | \$3,955,983,900         | 23%        |
| <b>Veteran</b>  | <b>\$707,651,400</b>    | <b>4%</b>  | <b>\$668,744,100</b>    | <b>4%</b>  | <b>\$663,801,300</b>    | <b>4%</b>  | <b>\$497,567,600</b>    | <b>3%</b>  | <b>\$611,849,500</b>    | <b>3%</b>  | <b>\$612,887,700</b>    | <b>4%</b>  |
| <b>Rural</b>  | <b>\$2,995,776,100</b>  | <b>17%</b> | <b>\$2,934,694,800</b>  | <b>16%</b> | <b>\$2,506,617,600</b>  | <b>15%</b> | <b>\$2,385,414,800</b>  | <b>16%</b> | <b>\$3,328,891,600</b>  | <b>18%</b> | <b>\$3,223,903,600</b>  | <b>18%</b> |
| <b>Urban</b>  | <b>\$15,077,086,800</b> | <b>83%</b> | <b>\$15,227,068,000</b> | <b>84%</b> | <b>\$14,044,143,400</b> | <b>85%</b> | <b>\$12,342,875,200</b> | <b>84%</b> | <b>\$15,625,824,100</b> | <b>82%</b> | <b>\$14,232,064,600</b> | <b>82%</b> |
| <b>Export</b>   | <b>\$1,449,368,900</b>  | <b>8%</b>  | <b>\$749,102,000</b>    | <b>4%</b>  | <b>\$667,609,200</b>    | <b>4%</b>  | <b>\$527,872,700</b>    | <b>4%</b>  | <b>\$473,604,800</b>    | <b>2%</b>  | <b>\$363,586,200</b>    | <b>2%</b>  |
| <b>CAPLine</b>  | <b>\$203,209,000</b>    | <b>1%</b>  | <b>\$237,744,700</b>    | <b>1%</b>  | <b>\$201,346,500</b>    | <b>1%</b>  | <b>\$180,791,800</b>    | <b>1%</b>  | <b>\$238,114,100</b>    | <b>1%</b>  | <b>\$138,421,300</b>    | <b>1%</b>  |
| <b>PLP</b>  | <b>\$12,776,616,000</b> | <b>71%</b> | <b>\$13,441,762,600</b> | <b>74%</b> | <b>\$12,517,439,900</b> | <b>76%</b> | <b>\$11,048,493,600</b> | <b>75%</b> | <b>\$14,587,726,000</b> | <b>77%</b> | <b>\$13,044,684,000</b> | <b>75%</b> |
| <b>Express</b>  | <b>\$1,498,183,700</b>  | <b>8%</b>  | <b>\$1,448,965,300</b>  | <b>8%</b>  | <b>\$1,244,754,700</b>  | <b>8%</b>  | <b>\$1,109,698,600</b>  | <b>8%</b>  | <b>\$1,368,702,400</b>  | <b>7%</b>  | <b>\$1,368,779,800</b>  | <b>8%</b>  |
| <b>Community Advantage</b>                            | <b>\$98,136,000</b>     | <b>1%</b>  | <b>\$102,713,600</b>    | <b>1%</b>  | <b>\$98,270,000</b>     | <b>1%</b>  | <b>\$65,459,400</b>     | <b>0%</b>  | <b>\$56,581,600</b>     | <b>0%</b>  | <b>\$72,474,600</b>     | <b>0%</b>  |
| <b>\$150K and Under</b>                               | <b>\$1,616,388,300</b>  | <b>9%</b>  | <b>\$1,553,644,000</b>  | <b>9%</b>  | <b>\$1,295,084,600</b>  | <b>8%</b>  | <b>\$966,536,700</b>    | <b>7%</b>  | <b>\$793,800,000</b>    | <b>4%</b>  | <b>\$968,158,000</b>    | <b>6%</b>  |
| <b>&gt;\$150K - \$350K</b>                            | <b>\$1,969,654,800</b>  | <b>11%</b> | <b>\$1,984,597,400</b>  | <b>11%</b> | <b>\$1,996,015,000</b>  | <b>12%</b> | <b>\$1,585,269,500</b>  | <b>11%</b> | <b>\$1,601,458,400</b>  | <b>8%</b>  | <b>\$1,825,538,300</b>  | <b>10%</b> |
| <b>&gt;\$350K - \$2M</b>                              | <b>\$8,265,714,400</b>  | <b>46%</b> | <b>\$7,993,385,800</b>  | <b>44%</b> | <b>\$7,235,146,000</b>  | <b>44%</b> | <b>\$6,484,282,000</b>  | <b>44%</b> | <b>\$8,856,867,200</b>  | <b>47%</b> | <b>\$7,446,461,300</b>  | <b>43%</b> |
| <b>&gt;\$2M</b>                                       | <b>\$6,221,105,400</b>  | <b>34%</b> | <b>\$6,630,135,600</b>  | <b>37%</b> | <b>\$6,024,515,400</b>  | <b>36%</b> | <b>\$5,692,201,800</b>  | <b>39%</b> | <b>\$7,702,590,100</b>  | <b>41%</b> | <b>\$7,215,810,600</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>44,125</b> |            | <b>43,408</b> |            | <b>37,508</b> |            | <b>30,410</b> |            | <b>30,413</b> |            | <b>32,713</b> |            |
| <b>All Minority</b>                                   | <b>11,081</b> | <b>25%</b> | <b>11,081</b> | <b>26%</b> | <b>9,876</b>  | <b>26%</b> | <b>7,733</b>  | <b>25%</b> | <b>7,970</b>  | <b>26%</b> | <b>9,426</b>  | <b>29%</b> |
| Ethnicity - AMERICAN INDIAN                           | 308           | 1%         | 312           | 1%         | 285           | 1%         | 228           | 1%         | 236           | 1%         | 260           | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | 5,496         | 12%        | 5,332         | 12%        | 4,643         | 12%        | 3,517         | 12%        | 3,723         | 12%        | 3,768         | 12%        |
| Ethnicity - BLACK                                     | 1,717         | 4%         | 1,843         | 4%         | 1,633         | 4%         | 1,300         | 4%         | 1,465         | 5%         | 2,268         | 7%         |
| Ethnicity - HISPANIC                                  | 3,558         | 8%         | 3,594         | 8%         | 3,315         | 9%         | 2,621         | 9%         | 2,545         | 8%         | 3,129         | 10%        |
| Ethnicity - MULTI-GROUP                               | 2             | 0%         | -             | 0%         | -             | 0%         | 67            | 0%         | 1             | 0%         | 1             | 0%         |
| Ethnicity - UNDETERMINED                              | 6,828         | 15%        | 7,205         | 17%        | 7,346         | 20%        | 6,017         | 20%        | 6,706         | 22%        | 6,271         | 19%        |
| Ethnicity - WHITE                                     | 26,216        | 59%        | 25,122        | 58%        | 20,286        | 54%        | 16,660        | 55%        | 15,737        | 52%        | 17,016        | 52%        |
| Gender - Not Reported                                 | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         |
| Gender - Female Owned 50% or less                     | 5,960         | 14%        | 5,702         | 13%        | 4,886         | 13%        | 3,830         | 13%        | 4,047         | 13%        | 4,083         | 12%        |
| Gender - Female Owned more than 50%                   | 7,955         | 18%        | 7,629         | 18%        | 6,531         | 17%        | 5,462         | 18%        | 5,302         | 17%        | 6,441         | 20%        |
| Gender - Male Owned                                   | 30,210        | 68%        | 30,077        | 69%        | 26,091        | 70%        | 21,118        | 69%        | 21,064        | 69%        | 22,189        | 68%        |
| Business Age - Existing or more than 2 years old      | -             | 0%         | -             | 0%         | 20,058        | 53%        | 16,480        | 54%        | 15,920        | 52%        | 16,314        | 50%        |
| Business Age - New Business or 2 years or less        | -             | 0%         | -             | 0%         | 14            | 0%         | 1,357         | 4%         | 5,414         | 18%        | 7,055         | 22%        |
| Business Age - Startup, Loan Funds will Open Business | -             | 0%         | -             | 0%         | 6,100         | 16%        | 4,708         | 15%        | 5,188         | 17%        | 5,836         | 18%        |
| Business Age - Change of Ownership                    | -             | 0%         | -             | 0%         | 4,421         | 12%        | 3,764         | 12%        | 3,879         | 13%        | 3,486         | 11%        |
| <b>Veteran</b>  | <b>2,347</b>  | <b>5%</b>  | <b>2,149</b>  | <b>5%</b>  | <b>1,846</b>  | <b>5%</b>  | <b>1,487</b>  | <b>5%</b>  | <b>1,303</b>  | <b>4%</b>  | <b>1,575</b>  | <b>5%</b>  |
| <b>Rural</b>  | <b>7,502</b>  | <b>17%</b> | <b>7,316</b>  | <b>17%</b> | <b>6,032</b>  | <b>16%</b> | <b>5,484</b>  | <b>18%</b> | <b>6,402</b>  | <b>21%</b> | <b>6,553</b>  | <b>20%</b> |
| <b>Urban</b>  | <b>36,623</b> | <b>83%</b> | <b>36,092</b> | <b>83%</b> | <b>31,476</b> | <b>84%</b> | <b>24,926</b> | <b>82%</b> | <b>24,011</b> | <b>79%</b> | <b>26,160</b> | <b>80%</b> |
| <b>Export</b>   | <b>1,727</b>  | <b>4%</b>  | <b>637</b>    | <b>1%</b>  | <b>598</b>    | <b>2%</b>  | <b>419</b>    | <b>1%</b>  | <b>331</b>    | <b>1%</b>  | <b>250</b>    | <b>1%</b>  |
| <b>CAPLine</b>  | <b>289</b>    | <b>1%</b>  | <b>257</b>    | <b>1%</b>  | <b>228</b>    | <b>1%</b>  | <b>192</b>    | <b>1%</b>  | <b>221</b>    | <b>1%</b>  | <b>150</b>    | <b>0%</b>  |
| <b>PLP</b>  | <b>17,141</b> | <b>39%</b> | <b>18,778</b> | <b>43%</b> | <b>17,355</b> | <b>46%</b> | <b>13,390</b> | <b>44%</b> | <b>15,932</b> | <b>52%</b> | <b>15,325</b> | <b>47%</b> |
| <b>Express</b>  | <b>20,800</b> | <b>47%</b> | <b>20,344</b> | <b>47%</b> | <b>16,305</b> | <b>43%</b> | <b>13,803</b> | <b>45%</b> | <b>11,209</b> | <b>37%</b> | <b>14,040</b> | <b>43%</b> |
| <b>Community Advantage</b>                            | <b>742</b>    | <b>2%</b>  | <b>745</b>    | <b>2%</b>  | <b>703</b>    | <b>2%</b>  | <b>458</b>    | <b>2%</b>  | <b>388</b>    | <b>1%</b>  | <b>482</b>    | <b>1%</b>  |
| <b>\$150K and Under</b>                               | <b>25,077</b> | <b>57%</b> | <b>24,487</b> | <b>56%</b> | <b>19,522</b> | <b>52%</b> | <b>15,286</b> | <b>50%</b> | <b>11,729</b> | <b>39%</b> | <b>15,176</b> | <b>46%</b> |
| <b>&gt;\$150K - \$350K</b>                            | <b>7,465</b>  | <b>17%</b> | <b>7,565</b>  | <b>17%</b> | <b>7,593</b>  | <b>20%</b> | <b>5,980</b>  | <b>20%</b> | <b>6,118</b>  | <b>20%</b> | <b>6,895</b>  | <b>21%</b> |
| <b>&gt;\$350K - \$2M</b>                              | <b>9,612</b>  | <b>22%</b> | <b>9,263</b>  | <b>21%</b> | <b>8,504</b>  | <b>23%</b> | <b>7,411</b>  | <b>24%</b> | <b>10,173</b> | <b>33%</b> | <b>8,434</b>  | <b>26%</b> |
| <b>&gt;\$2M</b>                                       | <b>1,971</b>  | <b>4%</b>  | <b>2,093</b>  | <b>5%</b>  | <b>1,889</b>  | <b>5%</b>  | <b>1,733</b>  | <b>6%</b>  | <b>2,393</b>  | <b>8%</b>  | <b>2,208</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>\$3,761,697,000</b> |            | <b>\$3,319,514,000</b> |            | <b>\$3,491,471,000</b> |            | <b>\$4,090,451,000</b> |            | <b>\$5,517,131,540</b> |            | <b>\$7,109,238,290</b> |            |
| <b>All Minority</b>                                   | <b>\$935,452,000</b>   | <b>25%</b> | <b>\$805,681,000</b>   | <b>24%</b> | <b>\$816,912,000</b>   | <b>23%</b> | <b>\$970,689,000</b>   | <b>24%</b> | <b>\$1,259,830,000</b> | <b>23%</b> | <b>\$1,884,287,290</b> | <b>27%</b> |
| Ethnicity - AMERICAN INDIAN                           | \$6,736,000            | 0%         | \$3,742,000            | 0%         | \$7,256,000            | 0%         | \$4,704,000            | 0%         | \$7,601,000            | 0%         | \$32,156,000           | 0%         |
| Ethnicity - ASIAN OR PACIFIC                          | \$662,904,000          | 18%        | \$559,017,000          | 17%        | \$511,416,000          | 15%        | \$588,637,000          | 14%        | \$730,798,000          | 13%        | \$1,169,973,290        | 16%        |
| Ethnicity - BLACK                                     | \$68,548,000           | 2%         | \$42,767,000           | 1%         | \$49,546,000           | 1%         | \$56,676,000           | 1%         | \$71,668,000           | 1%         | \$116,850,000          | 2%         |
| Ethnicity - HISPANIC                                  | \$197,264,000          | 5%         | \$200,155,000          | 6%         | \$248,694,000          | 7%         | \$310,871,000          | 8%         | \$449,763,000          | 8%         | \$565,308,000          | 8%         |
| Ethnicity - MULTI-GROUP                               | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$9,801,000            | 0%         | \$0                    | 0%         | \$0                    | 0%         |
| Ethnicity - UNDETERMINED                              | \$865,856,000          | 23%        | \$962,736,000          | 29%        | \$1,038,847,000        | 30%        | \$1,450,003,000        | 35%        | \$1,179,628,000        | 21%        | \$1,329,898,000        | 19%        |
| Ethnicity - WHITE                                     | \$1,960,389,000        | 52%        | \$1,551,097,000        | 47%        | \$1,635,712,000        | 47%        | \$1,669,759,000        | 41%        | \$3,077,673,540        | 56%        | \$3,895,053,000        | 55%        |
| Gender - Not Reported                                 | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         |
| Gender - Female Owned 50% or less                     | \$378,126,000          | 10%        | \$702,298,000          | 21%        | \$707,524,000          | 20%        | \$807,043,000          | 20%        | \$1,129,355,000        | 20%        | \$1,407,250,000        | 20%        |
| Gender - Female Owned more than 50%                   | \$391,581,000          | 10%        | \$303,529,000          | 9%         | \$379,826,000          | 11%        | \$405,757,000          | 10%        | \$469,164,000          | 9%         | \$657,104,000          | 9%         |
| Gender - Male Owned                                   | \$2,991,990,000        | 80%        | \$2,313,687,000        | 70%        | \$2,404,121,000        | 69%        | \$2,877,651,000        | 70%        | \$3,918,612,540        | 71%        | \$5,044,884,290        | 71%        |
| Business Age - Existing or more than 2 years old      | \$0                    | 0%         | \$0                    | 0%         | \$2,575,919,000        | 74%        | \$3,215,492,000        | 79%        | \$4,807,189,000        | 87%        | \$5,968,979,000        | 84%        |
| Business Age - New Business or 2 years or less        | \$0                    | 0%         | \$0                    | 0%         | \$19,833,000           | 1%         | \$30,419,000           | 1%         | \$81,294,540           | 1%         | \$99,633,000           | 1%         |
| Business Age - Startup, Loan Funds will Open Business | \$0                    | 0%         | \$0                    | 0%         | \$572,607,000          | 16%        | \$670,655,000          | 16%        | \$523,302,000          | 9%         | \$868,349,290          | 12%        |
| Business Age - Change of Ownership                    | \$0                    | 0%         | \$0                    | 0%         | \$19,425,000           | 1%         | \$97,661,000           | 2%         | \$105,346,000          | 2%         | \$172,277,000          | 2%         |
| <b>Veteran</b>  | <b>\$88,437,000</b>    | <b>2%</b>  | <b>\$53,697,000</b>    | <b>2%</b>  | <b>\$47,108,000</b>    | <b>1%</b>  | <b>\$122,669,000</b>   | <b>3%</b>  | <b>\$112,737,000</b>   | <b>2%</b>  | <b>\$158,698,000</b>   | <b>2%</b>  |
| <b>Rural</b>  | <b>\$455,237,000</b>   | <b>12%</b> | <b>\$436,338,000</b>   | <b>13%</b> | <b>\$445,980,000</b>   | <b>13%</b> | <b>\$571,319,000</b>   | <b>14%</b> | <b>\$754,522,540</b>   | <b>14%</b> | <b>\$1,075,072,000</b> | <b>15%</b> |
| <b>Urban</b>  | <b>\$3,306,460,000</b> | <b>88%</b> | <b>\$2,883,176,000</b> | <b>87%</b> | <b>\$3,045,491,000</b> | <b>87%</b> | <b>\$3,519,132,000</b> | <b>86%</b> | <b>\$4,762,609,000</b> | <b>86%</b> | <b>\$6,034,166,290</b> | <b>85%</b> |
| <b>Export</b>   | <b>\$56,313,000</b>    | <b>1%</b>  | <b>\$53,046,000</b>    | <b>2%</b>  | <b>\$46,229,000</b>    | <b>1%</b>  | <b>\$82,494,000</b>    | <b>2%</b>  | <b>\$88,786,000</b>    | <b>2%</b>  | <b>\$117,459,000</b>   | <b>2%</b>  |
| <b>504 Refinance</b>                                  | <b>\$226,186,000</b>   | <b>6%</b>  | <b>\$103,265,000</b>   | <b>3%</b>  | <b>\$95,592,000</b>    | <b>3%</b>  | <b>\$205,242,000</b>   | <b>5%</b>  | <b>\$412,506,000</b>   | <b>7%</b>  | <b>\$794,856,000</b>   | <b>11%</b> |
| <b>\$150K and Under</b>                               | <b>\$47,871,000</b>    | <b>1%</b>  | <b>\$39,627,000</b>    | <b>1%</b>  | <b>\$37,689,000</b>    | <b>1%</b>  | <b>\$42,265,000</b>    | <b>1%</b>  | <b>\$54,762,540</b>    | <b>1%</b>  | <b>\$32,684,000</b>    | <b>0%</b>  |
| <b>&gt;\$150K - \$350K</b>                            | <b>\$307,789,000</b>   | <b>8%</b>  | <b>\$285,690,000</b>   | <b>9%</b>  | <b>\$290,032,000</b>   | <b>8%</b>  | <b>\$310,988,000</b>   | <b>8%</b>  | <b>\$435,229,000</b>   | <b>8%</b>  | <b>\$387,114,000</b>   | <b>5%</b>  |
| <b>&gt;\$350K - \$2M</b>                              | <b>\$2,101,752,000</b> | <b>56%</b> | <b>\$1,832,644,000</b> | <b>55%</b> | <b>\$2,059,917,000</b> | <b>59%</b> | <b>\$2,426,417,000</b> | <b>59%</b> | <b>\$3,237,432,000</b> | <b>59%</b> | <b>\$3,950,166,290</b> | <b>56%</b> |
| <b>&gt;\$2M</b>                                       | <b>\$1,304,285,000</b> | <b>35%</b> | <b>\$1,161,553,000</b> | <b>35%</b> | <b>\$1,103,833,000</b> | <b>32%</b> | <b>\$1,310,781,000</b> | <b>32%</b> | <b>\$1,789,708,000</b> | <b>32%</b> | <b>\$2,739,274,000</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>4,622</b> |            | <b>4,100</b> |            | <b>4,320</b> |            | <b>4,918</b> |            | <b>6,663</b> |            | <b>7,160</b> |            |
| <b>All Minority</b>                                   | <b>973</b>   | <b>21%</b> | <b>863</b>   | <b>21%</b> | <b>934</b>   | <b>22%</b> | <b>1,000</b> | <b>20%</b> | <b>1,434</b> | <b>22%</b> | <b>1,720</b> | <b>24%</b> |
| Ethnicity - AMERICAN INDIAN                           | 11           | 0%         | 12           | 0%         | 8            | 0%         | 14           | 0%         | 17           | 0%         | 48           | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | 542          | 12%        | 456          | 11%        | 458          | 11%        | 449          | 9%         | 675          | 10%        | 837          | 12%        |
| Ethnicity - BLACK                                     | 96           | 2%         | 73           | 2%         | 82           | 2%         | 87           | 2%         | 140          | 2%         | 154          | 2%         |
| Ethnicity - HISPANIC                                  | 324          | 7%         | 322          | 8%         | 386          | 9%         | 433          | 9%         | 602          | 9%         | 681          | 10%        |
| Ethnicity - MULTI-GROUP                               | -            | 0%         | -            | 0%         | -            | 0%         | 17           | 0%         | -            | 0%         | -            | 0%         |
| Ethnicity - UNDETERMINED                              | 798          | 17%        | 912          | 22%        | 1,017        | 24%        | 1,541        | 31%        | 1,157        | 17%        | 1,089        | 15%        |
| Ethnicity - WHITE                                     | 2,851        | 62%        | 2,325        | 57%        | 2,369        | 55%        | 2,377        | 48%        | 4,072        | 61%        | 4,351        | 61%        |
| Gender - Not Reported                                 | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| Gender - Female Owned 50% or less                     | 512          | 11%        | 1,014        | 25%        | 1,072        | 25%        | 1,147        | 23%        | 1,575        | 24%        | 1,724        | 24%        |
| Gender - Female Owned more than 50%                   | 661          | 14%        | 486          | 12%        | 555          | 13%        | 584          | 12%        | 807          | 12%        | 861          | 12%        |
| Gender - Male Owned                                   | 3,449        | 75%        | 2,600        | 63%        | 2,693        | 62%        | 3,187        | 65%        | 4,281        | 64%        | 4,575        | 64%        |
| Business Age - Existing or more than 2 years old      | -            | 0%         | -            | 0%         | 3,367        | 78%        | 4,019        | 82%        | 5,776        | 87%        | 6,116        | 85%        |
| Business Age - New Business or 2 years or less        | -            | 0%         | -            | 0%         | 16           | 0%         | 38           | 1%         | 91           | 1%         | 107          | 1%         |
| Business Age - Startup, Loan Funds will Open Business | -            | 0%         | -            | 0%         | 592          | 14%        | 687          | 14%        | 683          | 10%        | 788          | 11%        |
| Business Age - Change of Ownership                    | -            | 0%         | -            | 0%         | 22           | 1%         | 102          | 2%         | 113          | 2%         | 149          | 2%         |
| <b>Veteran</b>  | <b>147</b>   | <b>3%</b>  | <b>109</b>   | <b>3%</b>  | <b>78</b>    | <b>2%</b>  | <b>156</b>   | <b>3%</b>  | <b>167</b>   | <b>3%</b>  | <b>189</b>   | <b>3%</b>  |
| <b>Rural</b>  | <b>745</b>   | <b>16%</b> | <b>691</b>   | <b>17%</b> | <b>749</b>   | <b>17%</b> | <b>881</b>   | <b>18%</b> | <b>1,130</b> | <b>17%</b> | <b>1,283</b> | <b>18%</b> |
| <b>Urban</b>  | <b>3,877</b> | <b>84%</b> | <b>3,409</b> | <b>83%</b> | <b>3,571</b> | <b>83%</b> | <b>4,037</b> | <b>82%</b> | <b>5,533</b> | <b>83%</b> | <b>5,877</b> | <b>82%</b> |
| <b>Export</b>   | <b>43</b>    | <b>1%</b>  | <b>47</b>    | <b>1%</b>  | <b>41</b>    | <b>1%</b>  | <b>65</b>    | <b>1%</b>  | <b>81</b>    | <b>1%</b>  | <b>82</b>    | <b>1%</b>  |
| <b>504 Refinance</b>                                  | <b>198</b>   | <b>4%</b>  | <b>133</b>   | <b>3%</b>  | <b>112</b>   | <b>3%</b>  | <b>200</b>   | <b>4%</b>  | <b>401</b>   | <b>6%</b>  | <b>673</b>   | <b>9%</b>  |
| <b>\$150K and Under</b>                               | <b>421</b>   | <b>9%</b>  | <b>347</b>   | <b>8%</b>  | <b>329</b>   | <b>8%</b>  | <b>370</b>   | <b>8%</b>  | <b>482</b>   | <b>7%</b>  | <b>279</b>   | <b>4%</b>  |
| <b>&gt;\$150K - \$350K</b>                            | <b>1,248</b> | <b>27%</b> | <b>1,153</b> | <b>28%</b> | <b>1,153</b> | <b>27%</b> | <b>1,261</b> | <b>26%</b> | <b>1,727</b> | <b>26%</b> | <b>1,537</b> | <b>21%</b> |
| <b>&gt;\$350K - \$2M</b>                              | <b>2,539</b> | <b>55%</b> | <b>2,233</b> | <b>54%</b> | <b>2,480</b> | <b>57%</b> | <b>2,875</b> | <b>58%</b> | <b>3,878</b> | <b>58%</b> | <b>4,466</b> | <b>62%</b> |
| <b>&gt;\$2M</b>                                       | <b>414</b>   | <b>9%</b>  | <b>367</b>   | <b>9%</b>  | <b>358</b>   | <b>8%</b>  | <b>412</b>   | <b>8%</b>  | <b>576</b>   | <b>9%</b>  | <b>878</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>\$98,136,000</b> |            | <b>\$102,713,600</b> |            | <b>\$98,270,000</b> |            | <b>\$65,459,400</b> |            | <b>\$56,581,600</b> |            | <b>\$72,474,600</b> |            |
| <b>All Minority</b>                                   | <b>\$32,562,700</b> | <b>33%</b> | <b>\$38,133,000</b>  | <b>37%</b> | <b>\$36,715,800</b> | <b>37%</b> | <b>\$24,860,000</b> | <b>38%</b> | <b>\$22,282,500</b> | <b>39%</b> | <b>\$31,493,600</b> | <b>43%</b> |
| Ethnicity - AMERICAN INDIAN                           | \$495,000           | 1%         | \$1,278,400          | 1%         | \$1,175,000         | 1%         | \$940,500           | 1%         | \$331,500           | 1%         | \$100,000           | 0%         |
| Ethnicity - ASIAN OR PACIFIC                          | \$9,048,300         | 9%         | \$9,486,600          | 9%         | \$7,640,400         | 8%         | \$6,965,900         | 11%        | \$5,935,800         | 10%        | \$7,051,900         | 10%        |
| Ethnicity – BLACK                                     | \$12,251,400        | 12%        | \$11,070,600         | 11%        | \$11,628,600        | 12%        | \$8,882,000         | 14%        | \$7,965,100         | 14%        | \$14,927,000        | 21%        |
| Ethnicity – HISPANIC                                  | \$10,768,000        | 11%        | \$16,297,400         | 16%        | \$16,271,800        | 17%        | \$7,951,600         | 12%        | \$8,050,100         | 14%        | \$9,414,700         | 13%        |
| Ethnicity - MULTI-GROUP                               | \$0                 | 0%         | \$0                  | 0%         | \$0                 | 0%         | \$120,000           | 0%         | \$0                 | 0%         | \$0                 | 0%         |
| Ethnicity – UNDETERMINED                              | \$7,475,900         | 8%         | \$12,942,500         | 13%        | \$12,861,600        | 13%        | \$10,095,400        | 15%        | \$5,033,000         | 9%         | \$7,417,900         | 10%        |
| Ethnicity – WHITE                                     | \$58,097,400        | 59%        | \$51,638,100         | 50%        | \$48,692,600        | 50%        | \$30,504,000        | 47%        | \$29,266,100        | 52%        | \$33,563,100        | 46%        |
| Gender - Not Reported                                 | \$0                 | 0%         | \$0                  | 0%         | \$0                 | 0%         | \$0                 | 0%         | \$0                 | 0%         | \$0                 | 0%         |
| Gender - Female Owned 50% or less                     | \$17,116,100        | 17%        | \$15,795,300         | 15%        | \$17,106,200        | 17%        | \$9,450,900         | 14%        | \$7,632,500         | 13%        | \$13,226,800        | 18%        |
| Gender - Female Owned more than 50%                   | \$28,112,400        | 29%        | \$30,409,700         | 30%        | \$29,834,900        | 30%        | \$16,372,200        | 25%        | \$16,565,800        | 29%        | \$24,839,000        | 34%        |
| Gender - Male Owned                                   | \$52,907,500        | 54%        | \$56,508,600         | 55%        | \$51,328,900        | 52%        | \$39,636,300        | 61%        | \$32,383,300        | 57%        | \$34,408,800        | 47%        |
| Business Age - Existing or more than 2 years old      | \$0                 | 0%         | \$0                  | 0%         | \$35,454,200        | 36%        | \$27,557,000        | 42%        | \$19,794,600        | 35%        | \$21,617,000        | 30%        |
| Business Age - New Business or 2 years or less        | \$0                 | 0%         | \$0                  | 0%         | \$0                 | 0%         | \$1,510,100         | 2%         | \$5,047,600         | 9%         | \$7,454,400         | 10%        |
| Business Age - Startup, Loan Funds will Open Business | \$0                 | 0%         | \$0                  | 0%         | \$42,336,100        | 43%        | \$22,034,200        | 34%        | \$24,972,700        | 44%        | \$33,555,500        | 46%        |
| Business Age - Change of Ownership                    | \$0                 | 0%         | \$0                  | 0%         | \$9,343,800         | 10%        | \$8,163,500         | 12%        | \$6,766,700         | 12%        | \$9,378,700         | 13%        |
| <b>Veteran</b>  | <b>\$8,932,600</b>  | <b>9%</b>  | <b>\$10,498,300</b>  | <b>10%</b> | <b>\$8,870,000</b>  | <b>9%</b>  | <b>\$6,439,900</b>  | <b>10%</b> | <b>\$3,314,500</b>  | <b>6%</b>  | <b>\$5,587,500</b>  | <b>8%</b>  |
| <b>Rural</b>  | <b>\$12,251,700</b> | <b>12%</b> | <b>\$11,115,700</b>  | <b>11%</b> | <b>\$10,029,900</b> | <b>10%</b> | <b>\$8,589,700</b>  | <b>13%</b> | <b>\$7,264,700</b>  | <b>13%</b> | <b>\$8,640,600</b>  | <b>12%</b> |
| <b>Urban</b>  | <b>\$85,884,300</b> | <b>88%</b> | <b>\$91,597,900</b>  | <b>89%</b> | <b>\$88,240,100</b> | <b>90%</b> | <b>\$56,869,700</b> | <b>87%</b> | <b>\$49,316,900</b> | <b>87%</b> | <b>\$63,834,000</b> | <b>88%</b> |
| <b>\$150K and Under</b>                               | <b>\$52,358,800</b> | <b>53%</b> | <b>\$50,488,100</b>  | <b>49%</b> | <b>\$42,900,800</b> | <b>44%</b> | <b>\$30,374,800</b> | <b>46%</b> | <b>\$24,268,200</b> | <b>43%</b> | <b>\$28,015,800</b> | <b>39%</b> |
| <b>&gt;\$150K - \$350K</b>                            | <b>\$45,777,200</b> | <b>47%</b> | <b>\$52,225,500</b>  | <b>51%</b> | <b>\$55,369,200</b> | <b>56%</b> | <b>\$35,084,600</b> | <b>54%</b> | <b>\$32,313,400</b> | <b>57%</b> | <b>\$44,458,800</b> | <b>61%</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>742</b> |            | <b>745</b> |            | <b>703</b> |            | <b>458</b> |            | <b>388</b> |            | <b>482</b> |            |
| <b>All Minority</b>                                   | <b>241</b> | <b>32%</b> | <b>277</b> | <b>37%</b> | <b>260</b> | <b>37%</b> | <b>174</b> | <b>38%</b> | <b>160</b> | <b>41%</b> | <b>212</b> | <b>44%</b> |
| Ethnicity - AMERICAN INDIAN                           | 4          | 1%         | 9          | 1%         | 6          | 1%         | 10         | 2%         | 4          | 1%         | 1          | 0%         |
| Ethnicity - ASIAN OR PACIFIC                          | 55         | 7%         | 63         | 8%         | 52         | 7%         | 46         | 10%        | 39         | 10%        | 42         | 9%         |
| Ethnicity – BLACK                                     | 98         | 13%        | 85         | 11%        | 86         | 12%        | 65         | 14%        | 62         | 16%        | 107        | 22%        |
| Ethnicity – HISPANIC                                  | 84         | 11%        | 120        | 16%        | 116        | 17%        | 52         | 11%        | 55         | 14%        | 62         | 13%        |
| Ethnicity - MULTI-GROUP                               | -          | 0%         | -          | 0%         | -          | 0%         | 1          | 0%         | -          | 0%         | -          | 0%         |
| Ethnicity – UNDETERMINED                              | 55         | 7%         | 85         | 11%        | 102        | 15%        | 72         | 16%        | 32         | 8%         | 50         | 10%        |
| Ethnicity – WHITE                                     | 446        | 60%        | 383        | 51%        | 341        | 49%        | 212        | 46%        | 196        | 51%        | 220        | 46%        |
| Gender - Not Reported                                 | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | -          | 0%         |
| Gender - Female Owned 50% or less                     | 131        | 18%        | 114        | 15%        | -          | 0%         | 63         | 14%        | 54         | 14%        | 74         | 15%        |
| Gender - Female Owned more than 50%                   | 214        | 29%        | 238        | 32%        | -          | 0%         | 127        | 28%        | 124        | 32%        | 184        | 38%        |
| Gender - Male Owned                                   | 397        | 54%        | 393        | 53%        | -          | 0%         | 268        | 59%        | 210        | 54%        | 224        | 46%        |
| Business Age - Existing or more than 2 years old      | -          | 0%         | -          | 0%         | 269        | 38%        | 199        | 43%        | 128        | 33%        | 130        | 27%        |
| Business Age - New Business or 2 years or less        | -          | 0%         | -          | 0%         | -          | 0%         | 10         | 2%         | 38         | 10%        | 55         | 11%        |
| Business Age - Startup, Loan Funds will Open Business | -          | 0%         | -          | 0%         | 299        | 43%        | 155        | 34%        | 182        | 47%        | 242        | 50%        |
| Business Age - Change of Ownership                    | -          | 0%         | -          | 0%         | 58         | 8%         | 48         | 10%        | 40         | 10%        | 53         | 11%        |
| <b>Veteran</b>  | <b>68</b>  | <b>0%</b>  | <b>77</b>  | <b>10%</b> | <b>68</b>  | <b>10%</b> | <b>45</b>  | <b>10%</b> | <b>20</b>  | <b>5%</b>  | <b>37</b>  | <b>8%</b>  |
| <b>Rural</b>  | <b>102</b> | <b>14%</b> | <b>91</b>  | <b>12%</b> | <b>76</b>  | <b>11%</b> | <b>59</b>  | <b>13%</b> | <b>52</b>  | <b>13%</b> | <b>61</b>  | <b>13%</b> |
| <b>Urban</b>  | <b>640</b> | <b>86%</b> | <b>654</b> | <b>88%</b> | <b>627</b> | <b>89%</b> | <b>399</b> | <b>87%</b> | <b>336</b> | <b>87%</b> | <b>421</b> | <b>87%</b> |
| <b>\$150K and Under</b>                               | <b>541</b> | <b>73%</b> | <b>512</b> | <b>69%</b> | <b>453</b> | <b>64%</b> | <b>301</b> | <b>66%</b> | <b>244</b> | <b>63%</b> | <b>285</b> | <b>59%</b> |
| <b>&gt;\$150K - \$350K</b>                            | <b>201</b> | <b>27%</b> | <b>233</b> | <b>31%</b> | <b>250</b> | <b>36%</b> | <b>157</b> | <b>34%</b> | <b>144</b> | <b>37%</b> | <b>197</b> | <b>41%</b> |

**DISCLAIMER: The information being provided above is derived solely from Agency records that are submitted by the Agency’s participant lenders engaged in making SBA loans. This information is collected by the lenders from SBA loan applicants who provide it on a voluntary basis. It is then forwarded by the lenders to SBA. Since the information is provided by the loan applicants on a voluntary basis, it is not necessarily inclusive of all SBA borrowers, nor can its accuracy be verified by the Agency. Accordingly, SBA cannot make any representation as to the completeness or accuracy of the information provided.**