

# Weekly Approvals Report with data as of 09/16 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>\$23,917,557,000</b> |            | <b>\$23,930,249,100</b> |            | <b>\$21,831,951,300</b> |            | <b>\$20,731,294,900</b> |            | <b>\$32,396,148,500</b> |            | <b>\$24,101,763,300</b> |            |
| <b>All Minority</b>                                   | <b>\$7,280,483,700</b>  | <b>30%</b> | <b>\$7,455,459,300</b>  | <b>31%</b> | <b>\$6,733,063,900</b>  | <b>31%</b> | <b>\$5,645,129,300</b>  | <b>27%</b> | <b>\$9,735,998,900</b>  | <b>30%</b> | <b>\$7,783,129,700</b>  | <b>32%</b> |
| Ethnicity - AMERICAN INDIAN                           | \$125,240,400           | 1%         | \$180,415,500           | 1%         | \$146,768,400           | 1%         | \$114,297,400           | 1%         | \$216,602,800           | 1%         | \$184,003,500           | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | \$5,227,286,800         | 22%        | \$5,165,047,900         | 22%        | \$4,523,721,600         | 21%        | \$3,752,100,400         | 18%        | \$6,736,723,200         | 21%        | \$4,951,996,000         | 21%        |
| Ethnicity - BLACK                                     | \$580,759,000           | 2%         | \$713,295,400           | 3%         | \$680,169,000           | 3%         | \$482,036,100           | 2%         | \$847,245,400           | 3%         | \$919,502,800           | 4%         |
| Ethnicity - HISPANIC                                  | \$1,343,619,500         | 6%         | \$1,396,700,500         | 6%         | \$1,381,751,900         | 6%         | \$1,114,759,000         | 5%         | \$1,935,301,500         | 6%         | \$1,723,847,900         | 7%         |
| Ethnicity - MULTI-GROUP                               | \$3,578,000             | 0%         | \$0                     | 0%         | \$653,000               | 0%         | \$181,936,400           | 1%         | \$126,000               | 0%         | \$3,779,500             | 0%         |
| Ethnicity - UNDETERMINED                              | \$4,522,035,400         | 19%        | \$4,828,439,500         | 20%        | \$4,819,074,000         | 22%        | \$6,402,174,100         | 31%        | \$9,491,442,800         | 29%        | \$6,086,698,200         | 25%        |
| Ethnicity - WHITE                                     | \$12,115,037,900        | 51%        | \$11,646,350,300        | 49%        | \$10,279,813,400        | 47%        | \$8,683,991,500         | 42%        | \$13,168,706,800        | 41%        | \$10,231,654,900        | 42%        |
| Gender - Not Reported                                 | \$0                     | 0%         | \$0                     | 0%         | \$0                     | 0%         | \$0                     | 0%         | \$0                     | 0%         | \$280,500               | 0%         |
| Gender - Female Owned 50% or less                     | \$3,684,450,500         | 15%        | \$3,587,548,100         | 15%        | \$3,013,572,600         | 14%        | \$2,692,542,100         | 13%        | \$4,130,750,100         | 13%        | \$3,282,772,300         | 14%        |
| Gender - Female Owned more than 50%                   | \$3,355,103,700         | 14%        | \$3,231,235,400         | 14%        | \$3,057,245,500         | 14%        | \$2,491,011,400         | 12%        | \$4,509,047,600         | 14%        | \$3,557,310,300         | 15%        |
| Gender - Male Owned                                   | \$16,878,002,800        | 71%        | \$17,111,465,600        | 72%        | \$15,761,133,200        | 72%        | \$15,547,741,400        | 75%        | \$23,756,350,800        | 73%        | \$17,261,119,700        | 72%        |
| Business Age - Existing or more than 2 years old      | \$0                     | 0%         | \$0                     | 0%         | \$10,216,928,400        | 47%        | \$9,989,908,600         | 48%        | \$16,073,438,700        | 50%        | \$10,722,184,400        | 44%        |
| Business Age - New Business or 2 years or less        | \$0                     | 0%         | \$0                     | 0%         | \$15,019,300            | 0%         | \$1,376,516,800         | 7%         | \$4,974,098,400         | 15%        | \$4,073,519,700         | 17%        |
| Business Age - Startup, Loan Funds will Open Business | \$0                     | 0%         | \$0                     | 0%         | \$3,807,567,000         | 17%        | \$2,904,953,000         | 14%        | \$4,631,199,600         | 14%        | \$3,938,332,500         | 16%        |
| Business Age - Change of Ownership                    | \$0                     | 0%         | \$0                     | 0%         | \$5,207,284,800         | 24%        | \$5,256,135,700         | 25%        | \$6,694,216,600         | 21%        | \$5,358,697,800         | 22%        |
| <b>Veteran</b>  | <b>\$908,857,300</b>    | <b>4%</b>  | <b>\$884,497,800</b>    | <b>4%</b>  | <b>\$841,562,200</b>    | <b>4%</b>  | <b>\$635,739,500</b>    | <b>3%</b>  | <b>\$1,044,369,800</b>  | <b>3%</b>  | <b>\$865,886,200</b>    | <b>4%</b>  |
| <b>Rural</b>  | <b>\$3,984,036,300</b>  | <b>17%</b> | <b>\$3,940,624,500</b>  | <b>16%</b> | <b>\$3,324,766,400</b>  | <b>15%</b> | <b>\$3,378,883,800</b>  | <b>16%</b> | <b>\$5,636,535,400</b>  | <b>17%</b> | <b>\$4,311,190,600</b>  | <b>18%</b> |
| <b>Urban</b>  | <b>\$19,933,520,700</b> | <b>83%</b> | <b>\$19,989,624,600</b> | <b>84%</b> | <b>\$18,507,184,900</b> | <b>85%</b> | <b>\$17,352,411,100</b> | <b>84%</b> | <b>\$26,759,613,100</b> | <b>83%</b> | <b>\$19,790,292,200</b> | <b>82%</b> |
| <b>Export</b>   | <b>\$1,632,709,700</b>  | <b>7%</b>  | <b>\$1,026,062,900</b>  | <b>4%</b>  | <b>\$895,591,300</b>    | <b>4%</b>  | <b>\$772,180,600</b>    | <b>4%</b>  | <b>\$633,168,600</b>    | <b>2%</b>  | <b>\$534,511,500</b>    | <b>2%</b>  |
| <b>CAPLine</b>  | <b>\$264,212,800</b>    | <b>1%</b>  | <b>\$320,947,500</b>    | <b>1%</b>  | <b>\$265,917,000</b>    | <b>1%</b>  | <b>\$228,977,200</b>    | <b>1%</b>  | <b>\$390,420,100</b>    | <b>1%</b>  | <b>\$216,241,300</b>    | <b>1%</b>  |
| <b>PLP</b>  | <b>\$17,077,773,300</b> | <b>71%</b> | <b>\$17,672,492,200</b> | <b>74%</b> | <b>\$16,501,544,400</b> | <b>76%</b> | <b>\$15,682,802,100</b> | <b>76%</b> | <b>\$25,944,353,300</b> | <b>80%</b> | <b>\$18,191,941,200</b> | <b>75%</b> |
| <b>Express</b>  | <b>\$2,001,747,200</b>  | <b>8%</b>  | <b>\$1,863,444,100</b>  | <b>8%</b>  | <b>\$1,639,662,500</b>  | <b>8%</b>  | <b>\$1,532,704,400</b>  | <b>7%</b>  | <b>\$2,092,240,700</b>  | <b>6%</b>  | <b>\$1,858,408,200</b>  | <b>8%</b>  |
| <b>Community Advantage</b>                            | <b>\$129,686,300</b>    | <b>1%</b>  | <b>\$146,331,500</b>    | <b>1%</b>  | <b>\$127,669,500</b>    | <b>1%</b>  | <b>\$74,260,200</b>     | <b>0%</b>  | <b>\$77,147,200</b>     | <b>0%</b>  | <b>\$108,263,300</b>    | <b>0%</b>  |
| <b>\$150K and Under</b>                               | <b>\$2,186,645,200</b>  | <b>9%</b>  | <b>\$2,036,566,300</b>  | <b>9%</b>  | <b>\$1,669,999,000</b>  | <b>8%</b>  | <b>\$1,220,607,200</b>  | <b>6%</b>  | <b>\$1,150,326,700</b>  | <b>4%</b>  | <b>\$1,357,138,400</b>  | <b>6%</b>  |
| <b>&gt;\$150K - \$350K</b>                            | <b>\$2,603,612,600</b>  | <b>11%</b> | <b>\$2,621,428,700</b>  | <b>11%</b> | <b>\$2,614,802,100</b>  | <b>12%</b> | <b>\$2,052,971,500</b>  | <b>10%</b> | <b>\$2,402,490,100</b>  | <b>7%</b>  | <b>\$2,505,148,100</b>  | <b>10%</b> |
| <b>&gt;\$350K - \$2M</b>                              | <b>\$10,976,181,500</b> | <b>46%</b> | <b>\$10,545,933,900</b> | <b>44%</b> | <b>\$9,485,141,700</b>  | <b>43%</b> | <b>\$9,249,155,200</b>  | <b>45%</b> | <b>\$14,725,045,900</b> | <b>45%</b> | <b>\$10,276,665,400</b> | <b>43%</b> |
| <b>&gt;\$2M</b>                                       | <b>\$8,151,117,700</b>  | <b>34%</b> | <b>\$8,726,320,200</b>  | <b>36%</b> | <b>\$8,062,008,500</b>  | <b>37%</b> | <b>\$8,208,561,000</b>  | <b>40%</b> | <b>\$14,118,285,800</b> | <b>44%</b> | <b>\$9,962,530,900</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>59,060</b> |            | <b>56,693</b> |            | <b>49,128</b> |            | <b>39,705</b> |            | <b>47,307</b> |            | <b>45,140</b> |            |
| <b>All Minority</b>                                   | <b>15,157</b> | <b>26%</b> | <b>14,720</b> | <b>26%</b> | <b>13,169</b> | <b>27%</b> | <b>9,566</b>  | <b>24%</b> | <b>12,770</b> | <b>27%</b> | <b>13,427</b> | <b>30%</b> |
| Ethnicity - AMERICAN INDIAN                           | 412           | 1%         | 409           | 1%         | 360           | 1%         | 270           | 1%         | 358           | 1%         | 356           | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | 7,476         | 13%        | 7,035         | 12%        | 6,107         | 12%        | 4,368         | 11%        | 6,140         | 13%        | 5,292         | 12%        |
| Ethnicity - BLACK                                     | 2,326         | 4%         | 2,488         | 4%         | 2,263         | 5%         | 1,524         | 4%         | 2,324         | 5%         | 3,241         | 7%         |
| Ethnicity - HISPANIC                                  | 4,941         | 8%         | 4,788         | 8%         | 4,438         | 9%         | 3,123         | 8%         | 3,947         | 8%         | 4,536         | 10%        |
| Ethnicity - MULTI-GROUP                               | 2             | 0%         | -             | 0%         | 1             | 0%         | 281           | 1%         | 1             | 0%         | 2             | 0%         |
| Ethnicity - UNDETERMINED                              | 9,307         | 16%        | 9,760         | 17%        | 9,598         | 20%        | 9,811         | 25%        | 10,960        | 23%        | 8,656         | 19%        |
| Ethnicity - WHITE                                     | 34,596        | 59%        | 32,213        | 57%        | 26,361        | 54%        | 20,328        | 51%        | 23,577        | 50%        | 23,056        | 51%        |
| Gender - Not Reported                                 | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | 1             | 0%         |
| Gender - Female Owned 50% or less                     | 7,951         | 13%        | 7,536         | 13%        | 6,332         | 13%        | 4,860         | 12%        | 6,281         | 13%        | 5,582         | 12%        |
| Gender - Female Owned more than 50%                   | 10,681        | 18%        | 10,045        | 18%        | 8,804         | 18%        | 6,536         | 16%        | 8,341         | 18%        | 8,980         | 20%        |
| Gender - Male Owned                                   | 40,428        | 68%        | 39,112        | 69%        | 33,992        | 69%        | 28,309        | 71%        | 32,685        | 69%        | 30,576        | 68%        |
| Business Age - Existing or more than 2 years old      | -             | 0%         | -             | 0%         | 26,030        | 53%        | 21,529        | 54%        | 24,420        | 52%        | 22,873        | 51%        |
| Business Age - New Business or 2 years or less        | -             | 0%         | -             | 0%         | 15            | 0%         | 2,797         | 7%         | 8,712         | 18%        | 9,622         | 21%        |
| Business Age - Startup, Loan Funds will Open Business | -             | 0%         | -             | 0%         | 8,078         | 16%        | 6,079         | 15%        | 8,146         | 17%        | 7,932         | 18%        |
| Business Age - Change of Ownership                    | -             | 0%         | -             | 0%         | 5,809         | 12%        | 5,196         | 13%        | 6,002         | 13%        | 4,687         | 10%        |
| <b>Veteran</b>  | <b>3,078</b>  | <b>5%</b>  | <b>2,852</b>  | <b>5%</b>  | <b>2,362</b>  | <b>5%</b>  | <b>1,830</b>  | <b>5%</b>  | <b>1,976</b>  | <b>4%</b>  | <b>2,126</b>  | <b>5%</b>  |
| <b>Rural</b>  | <b>9,896</b>  | <b>17%</b> | <b>9,546</b>  | <b>17%</b> | <b>8,052</b>  | <b>16%</b> | <b>7,445</b>  | <b>19%</b> | <b>9,727</b>  | <b>21%</b> | <b>8,739</b>  | <b>19%</b> |
| <b>Urban</b>  | <b>49,164</b> | <b>83%</b> | <b>47,147</b> | <b>83%</b> | <b>41,076</b> | <b>84%</b> | <b>32,260</b> | <b>81%</b> | <b>37,580</b> | <b>79%</b> | <b>36,400</b> | <b>81%</b> |
| <b>Export</b>   | <b>1,904</b>  | <b>3%</b>  | <b>874</b>    | <b>2%</b>  | <b>783</b>    | <b>2%</b>  | <b>581</b>    | <b>1%</b>  | <b>429</b>    | <b>1%</b>  | <b>367</b>    | <b>1%</b>  |
| <b>CAPLine</b>  | <b>366</b>    | <b>1%</b>  | <b>351</b>    | <b>1%</b>  | <b>306</b>    | <b>1%</b>  | <b>241</b>    | <b>1%</b>  | <b>330</b>    | <b>1%</b>  | <b>210</b>    | <b>0%</b>  |
| <b>PLP</b>  | <b>23,366</b> | <b>40%</b> | <b>24,845</b> | <b>44%</b> | <b>22,523</b> | <b>46%</b> | <b>18,245</b> | <b>46%</b> | <b>26,013</b> | <b>55%</b> | <b>21,496</b> | <b>48%</b> |
| <b>Express</b>  | <b>28,075</b> | <b>48%</b> | <b>26,070</b> | <b>46%</b> | <b>21,581</b> | <b>44%</b> | <b>17,197</b> | <b>43%</b> | <b>16,735</b> | <b>35%</b> | <b>19,170</b> | <b>42%</b> |
| <b>Community Advantage</b>                            | <b>982</b>    | <b>2%</b>  | <b>1,041</b>  | <b>2%</b>  | <b>903</b>    | <b>2%</b>  | <b>523</b>    | <b>1%</b>  | <b>526</b>    | <b>1%</b>  | <b>685</b>    | <b>2%</b>  |
| <b>\$150K and Under</b>                               | <b>33,891</b> | <b>57%</b> | <b>31,785</b> | <b>56%</b> | <b>25,580</b> | <b>52%</b> | <b>18,905</b> | <b>48%</b> | <b>17,110</b> | <b>36%</b> | <b>21,072</b> | <b>47%</b> |
| <b>&gt;\$150K - \$350K</b>                            | <b>9,856</b>  | <b>17%</b> | <b>9,987</b>  | <b>18%</b> | <b>9,948</b>  | <b>20%</b> | <b>7,767</b>  | <b>20%</b> | <b>9,154</b>  | <b>19%</b> | <b>9,421</b>  | <b>21%</b> |
| <b>&gt;\$350K - \$2M</b>                              | <b>12,734</b> | <b>22%</b> | <b>12,182</b> | <b>21%</b> | <b>11,087</b> | <b>23%</b> | <b>10,523</b> | <b>27%</b> | <b>16,687</b> | <b>35%</b> | <b>11,596</b> | <b>26%</b> |
| <b>&gt;\$2M</b>                                       | <b>2,579</b>  | <b>4%</b>  | <b>2,739</b>  | <b>5%</b>  | <b>2,513</b>  | <b>5%</b>  | <b>2,510</b>  | <b>6%</b>  | <b>4,356</b>  | <b>9%</b>  | <b>3,050</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>\$4,829,524,000</b> |            | <b>\$4,556,988,000</b> |            | <b>\$4,717,282,000</b> |            | <b>\$5,561,636,000</b> |            | <b>\$8,160,578,540</b> |            | <b>\$8,895,858,290</b> |            |
| <b>All Minority</b>                                   | <b>\$1,163,606,000</b> | <b>24%</b> | <b>\$1,107,135,000</b> | <b>24%</b> | <b>\$1,133,896,000</b> | <b>24%</b> | <b>\$1,155,242,000</b> | <b>21%</b> | <b>\$1,853,697,000</b> | <b>23%</b> | <b>\$2,384,126,290</b> | <b>27%</b> |
| Ethnicity - AMERICAN INDIAN                           | \$10,010,000           | 0%         | \$5,803,000            | 0%         | \$14,588,000           | 0%         | \$7,939,000            | 0%         | \$27,699,000           | 0%         | \$45,204,000           | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | \$813,903,000          | 17%        | \$745,753,000          | 16%        | \$694,701,000          | 15%        | \$669,779,000          | 12%        | \$1,093,216,000        | 13%        | \$1,464,180,290        | 16%        |
| Ethnicity - BLACK                                     | \$88,704,000           | 2%         | \$59,951,000           | 1%         | \$70,363,000           | 1%         | \$64,725,000           | 1%         | \$102,364,000          | 1%         | \$157,233,000          | 2%         |
| Ethnicity - HISPANIC                                  | \$250,989,000          | 5%         | \$295,628,000          | 6%         | \$354,244,000          | 8%         | \$381,213,000          | 7%         | \$630,418,000          | 8%         | \$717,509,000          | 8%         |
| Ethnicity - MULTI-GROUP                               | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$31,586,000           | 1%         | \$0                    | 0%         | \$0                    | 0%         |
| Ethnicity - UNDETERMINED                              | \$1,157,963,000        | 24%        | \$1,305,577,000        | 29%        | \$1,463,158,000        | 31%        | \$2,337,719,000        | 42%        | \$1,724,529,000        | 21%        | \$1,654,510,000        | 19%        |
| Ethnicity - WHITE                                     | \$2,507,955,000        | 52%        | \$2,144,276,000        | 47%        | \$2,120,228,000        | 45%        | \$2,068,675,000        | 37%        | \$4,582,352,540        | 56%        | \$4,857,222,000        | 55%        |
| Gender - Not Reported                                 | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         | \$0                    | 0%         |
| Gender - Female Owned 50% or less                     | \$589,743,000          | 12%        | \$962,340,000          | 21%        | \$935,799,000          | 20%        | \$1,021,860,000        | 18%        | \$1,654,408,000        | 20%        | \$1,754,207,000        | 20%        |
| Gender - Female Owned more than 50%                   | \$489,341,000          | 10%        | \$408,637,000          | 9%         | \$488,350,000          | 10%        | \$487,813,000          | 9%         | \$705,455,000          | 9%         | \$858,054,000          | 10%        |
| Gender - Male Owned                                   | \$3,750,440,000        | 78%        | \$3,186,011,000        | 70%        | \$3,293,133,000        | 70%        | \$4,051,963,000        | 73%        | \$5,800,715,540        | 71%        | \$6,283,597,290        | 71%        |
| Business Age - Existing or more than 2 years old      | \$0                    | 0%         | \$0                    | 0%         | \$3,510,602,000        | 74%        | \$4,472,194,000        | 80%        | \$7,085,751,000        | 87%        | \$7,464,937,000        | 84%        |
| Business Age - New Business or 2 years or less        | \$0                    | 0%         | \$0                    | 0%         | \$23,355,000           | 0%         | \$64,326,000           | 1%         | \$117,062,540          | 1%         | \$149,483,000          | 2%         |
| Business Age - Startup, Loan Funds will Open Business | \$0                    | 0%         | \$0                    | 0%         | \$772,481,000          | 16%        | \$817,489,000          | 15%        | \$806,025,000          | 10%        | \$1,072,106,290        | 12%        |
| Business Age - Change of Ownership                    | \$0                    | 0%         | \$0                    | 0%         | \$42,469,000           | 1%         | \$133,065,000          | 2%         | \$151,740,000          | 2%         | \$209,332,000          | 2%         |
| <b>Veteran</b>  | <b>\$116,777,000</b>   | <b>2%</b>  | <b>\$84,156,000</b>    | <b>2%</b>  | <b>\$74,381,000</b>    | <b>2%</b>  | <b>\$146,729,000</b>   | <b>3%</b>  | <b>\$171,056,000</b>   | <b>2%</b>  | <b>\$209,050,000</b>   | <b>2%</b>  |
| <b>Rural</b>  | <b>\$613,145,000</b>   | <b>13%</b> | <b>\$605,534,000</b>   | <b>13%</b> | <b>\$618,828,000</b>   | <b>13%</b> | <b>\$749,024,000</b>   | <b>13%</b> | <b>\$1,142,025,540</b> | <b>14%</b> | <b>\$1,335,773,000</b> | <b>15%</b> |
| <b>Urban</b>  | <b>\$4,216,379,000</b> | <b>87%</b> | <b>\$3,951,454,000</b> | <b>87%</b> | <b>\$4,098,454,000</b> | <b>87%</b> | <b>\$4,812,612,000</b> | <b>87%</b> | <b>\$7,018,553,000</b> | <b>86%</b> | <b>\$7,560,085,290</b> | <b>85%</b> |
| <b>Export</b>   | <b>\$74,013,000</b>    | <b>2%</b>  | <b>\$69,871,000</b>    | <b>2%</b>  | <b>\$64,734,000</b>    | <b>1%</b>  | <b>\$100,763,000</b>   | <b>2%</b>  | <b>\$150,763,000</b>   | <b>2%</b>  | <b>\$154,759,000</b>   | <b>2%</b>  |
| <b>504 Refinance</b>                                  | <b>\$282,911,000</b>   | <b>6%</b>  | <b>\$143,270,000</b>   | <b>3%</b>  | <b>\$149,879,000</b>   | <b>3%</b>  | <b>\$352,767,000</b>   | <b>6%</b>  | <b>\$651,493,000</b>   | <b>8%</b>  | <b>\$925,812,000</b>   | <b>10%</b> |
| <b>\$150K and Under</b>                               | <b>\$61,878,000</b>    | <b>1%</b>  | <b>\$51,918,000</b>    | <b>1%</b>  | <b>\$48,639,000</b>    | <b>1%</b>  | <b>\$59,948,000</b>    | <b>1%</b>  | <b>\$74,761,540</b>    | <b>1%</b>  | <b>\$39,564,000</b>    | <b>0%</b>  |
| <b>&gt;\$150K - \$350K</b>                            | <b>\$403,663,000</b>   | <b>8%</b>  | <b>\$394,113,000</b>   | <b>9%</b>  | <b>\$388,166,000</b>   | <b>8%</b>  | <b>\$432,889,000</b>   | <b>8%</b>  | <b>\$611,314,000</b>   | <b>7%</b>  | <b>\$481,815,000</b>   | <b>5%</b>  |
| <b>&gt;\$350K - \$2M</b>                              | <b>\$2,708,042,000</b> | <b>56%</b> | <b>\$2,535,327,000</b> | <b>56%</b> | <b>\$2,791,818,000</b> | <b>59%</b> | <b>\$3,302,669,000</b> | <b>59%</b> | <b>\$4,791,921,000</b> | <b>59%</b> | <b>\$4,989,361,290</b> | <b>56%</b> |
| <b>&gt;\$2M</b>                                       | <b>\$1,655,941,000</b> | <b>34%</b> | <b>\$1,575,630,000</b> | <b>35%</b> | <b>\$1,488,659,000</b> | <b>32%</b> | <b>\$1,766,130,000</b> | <b>32%</b> | <b>\$2,682,582,000</b> | <b>33%</b> | <b>\$3,385,118,000</b> | <b>38%</b> |

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## 504 Approval Count

| Portfolio Segment                                     | FY17 Count   | FY17 %     | FY18 Count   | FY18 %     | FY19 Count   | FY19 %     | FY20 Count   | FY20 %     | FY21 Count   | FY21 %     | FY22 Count   | FY22 %     |
|---|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| <b>All 504</b>  | <b>5,984</b> |            | <b>5,628</b> |            | <b>5,803</b> |            | <b>6,781</b> |            | <b>9,616</b> |            | <b>8,978</b> |            |
| <b>All Minority</b>                                   | <b>1,241</b> | <b>21%</b> | <b>1,188</b> | <b>21%</b> | <b>1,260</b> | <b>22%</b> | <b>1,245</b> | <b>18%</b> | <b>2,062</b> | <b>21%</b> | <b>2,179</b> | <b>24%</b> |
| Ethnicity - AMERICAN INDIAN                           | 16           | 0%         | 19           | 0%         | 14           | 0%         | 18           | 0%         | 35           | 0%         | 59           | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | 692          | 12%        | 612          | 11%        | 613          | 11%        | 545          | 8%         | 976          | 10%        | 1,046        | 12%        |
| Ethnicity - BLACK                                     | 116          | 2%         | 102          | 2%         | 108          | 2%         | 101          | 1%         | 203          | 2%         | 207          | 2%         |
| Ethnicity - HISPANIC                                  | 417          | 7%         | 455          | 8%         | 525          | 9%         | 537          | 8%         | 848          | 9%         | 867          | 10%        |
| Ethnicity - MULTI-GROUP                               | -            | 0%         | -            | 0%         | -            | 0%         | 44           | 1%         | -            | 0%         | -            | 0%         |
| Ethnicity - UNDETERMINED                              | 1,096        | 18%        | 1,265        | 22%        | 1,438        | 25%        | 2,583        | 38%        | 1,617        | 17%        | 1,355        | 15%        |
| Ethnicity - WHITE                                     | 3,647        | 61%        | 3,175        | 56%        | 3,105        | 54%        | 2,953        | 44%        | 5,937        | 62%        | 5,444        | 61%        |
| Gender - Not Reported                                 | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| Gender - Female Owned 50% or less                     | 849          | 14%        | 1,384        | 25%        | 1,418        | 24%        | 1,498        | 22%        | 2,279        | 24%        | 2,142        | 24%        |
| Gender - Female Owned more than 50%                   | 840          | 14%        | 658          | 12%        | 739          | 13%        | 726          | 11%        | 1,151        | 12%        | 1,111        | 12%        |
| Gender - Male Owned                                   | 4,295        | 72%        | 3,586        | 64%        | 3,646        | 63%        | 4,557        | 67%        | 6,186        | 64%        | 5,725        | 64%        |
| Business Age - Existing or more than 2 years old      | -            | 0%         | -            | 0%         | 4,552        | 78%        | 5,635        | 83%        | 8,356        | 87%        | 7,646        | 85%        |
| Business Age - New Business or 2 years or less        | -            | 0%         | -            | 0%         | 24           | 0%         | 78           | 1%         | 124          | 1%         | 144          | 2%         |
| Business Age - Startup, Loan Funds will Open Business | -            | 0%         | -            | 0%         | 798          | 14%        | 865          | 13%        | 970          | 10%        | 987          | 11%        |
| Business Age - Change of Ownership                    | -            | 0%         | -            | 0%         | 49           | 1%         | 133          | 2%         | 166          | 2%         | 201          | 2%         |
| <b>Veteran</b>  | <b>181</b>   | <b>3%</b>  | <b>148</b>   | <b>3%</b>  | <b>116</b>   | <b>2%</b>  | <b>192</b>   | <b>3%</b>  | <b>243</b>   | <b>3%</b>  | <b>250</b>   | <b>3%</b>  |
| <b>Rural</b>  | <b>993</b>   | <b>17%</b> | <b>945</b>   | <b>17%</b> | <b>1,000</b> | <b>17%</b> | <b>1,201</b> | <b>18%</b> | <b>1,647</b> | <b>17%</b> | <b>1,613</b> | <b>18%</b> |
| <b>Urban</b>  | <b>4,991</b> | <b>83%</b> | <b>4,683</b> | <b>83%</b> | <b>4,803</b> | <b>83%</b> | <b>5,580</b> | <b>82%</b> | <b>7,969</b> | <b>83%</b> | <b>7,365</b> | <b>82%</b> |
| <b>Export</b>   | <b>54</b>    | <b>1%</b>  | <b>65</b>    | <b>1%</b>  | <b>57</b>    | <b>1%</b>  | <b>84</b>    | <b>1%</b>  | <b>126</b>   | <b>1%</b>  | <b>105</b>   | <b>1%</b>  |
| <b>504 Refinance</b>                                  | <b>258</b>   | <b>4%</b>  | <b>172</b>   | <b>3%</b>  | <b>158</b>   | <b>3%</b>  | <b>361</b>   | <b>5%</b>  | <b>633</b>   | <b>7%</b>  | <b>800</b>   | <b>9%</b>  |
| <b>\$150K and Under</b>                               | <b>550</b>   | <b>9%</b>  | <b>462</b>   | <b>8%</b>  | <b>426</b>   | <b>7%</b>  | <b>530</b>   | <b>8%</b>  | <b>657</b>   | <b>7%</b>  | <b>337</b>   | <b>4%</b>  |
| <b>&gt;\$150K - \$350K</b>                            | <b>1,647</b> | <b>28%</b> | <b>1,591</b> | <b>28%</b> | <b>1,550</b> | <b>27%</b> | <b>1,750</b> | <b>26%</b> | <b>2,429</b> | <b>25%</b> | <b>1,901</b> | <b>21%</b> |
| <b>&gt;\$350K - \$2M</b>                              | <b>3,261</b> | <b>54%</b> | <b>3,077</b> | <b>55%</b> | <b>3,339</b> | <b>58%</b> | <b>3,946</b> | <b>58%</b> | <b>5,672</b> | <b>59%</b> | <b>5,656</b> | <b>63%</b> |
| <b>&gt;\$2M</b>                                       | <b>526</b>   | <b>9%</b>  | <b>498</b>   | <b>9%</b>  | <b>488</b>   | <b>8%</b>  | <b>555</b>   | <b>8%</b>  | <b>858</b>   | <b>9%</b>  | <b>1,084</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>\$129,686,300</b> |            | <b>\$146,331,500</b> |            | <b>\$127,669,500</b> |            | <b>\$74,260,200</b> |            | <b>\$77,147,200</b> |            | <b>\$108,263,300</b> |            |
| <b>All Minority</b>                                   | <b>\$43,974,200</b>  | <b>34%</b> | <b>\$54,949,900</b>  | <b>38%</b> | <b>\$49,487,300</b>  | <b>39%</b> | <b>\$27,274,000</b> | <b>37%</b> | <b>\$30,037,400</b> | <b>39%</b> | <b>\$48,879,300</b>  | <b>45%</b> |
| Ethnicity - AMERICAN INDIAN                           | \$710,000            | 1%         | \$1,597,400          | 1%         | \$1,230,000          | 1%         | \$928,500           | 1%         | \$481,500           | 1%         | \$475,000            | 0%         |
| Ethnicity - ASIAN OR PACIFIC                          | \$12,738,400         | 10%        | \$13,301,900         | 9%         | \$10,186,800         | 8%         | \$7,332,900         | 10%        | \$7,170,500         | 9%         | \$10,791,400         | 10%        |
| Ethnicity - BLACK                                     | \$15,872,800         | 12%        | \$16,424,100         | 11%        | \$17,204,300         | 13%        | \$9,821,000         | 13%        | \$11,630,100        | 15%        | \$22,225,600         | 21%        |
| Ethnicity - HISPANIC                                  | \$14,653,000         | 11%        | \$23,626,500         | 16%        | \$20,866,200         | 16%        | \$8,921,600         | 12%        | \$10,755,300        | 14%        | \$15,106,800         | 14%        |
| Ethnicity - MULTI-GROUP                               | \$0                  | 0%         | \$0                  | 0%         | \$0                  | 0%         | \$270,000           | 0%         | \$0                 | 0%         | \$280,500            | 0%         |
| Ethnicity - UNDETERMINED                              | \$11,947,700         | 9%         | \$17,429,600         | 12%        | \$17,069,400         | 13%        | \$13,732,400        | 18%        | \$7,944,600         | 10%        | \$11,281,100         | 10%        |
| Ethnicity - WHITE                                     | \$73,764,400         | 57%        | \$73,952,000         | 51%        | \$61,112,800         | 48%        | \$33,253,800        | 45%        | \$39,165,200        | 51%        | \$48,102,900         | 44%        |
| Gender - Not Reported                                 | \$0                  | 0%         | \$0                  | 0%         | \$0                  | 0%         | \$0                 | 0%         | \$0                 | 0%         | \$280,500            | 0%         |
| Gender - Female Owned 50% or less                     | \$20,983,700         | 16%        | \$22,763,700         | 16%        | \$21,132,600         | 17%        | \$10,175,400        | 14%        | \$11,542,200        | 15%        | \$19,202,200         | 18%        |
| Gender - Female Owned more than 50%                   | \$37,936,500         | 29%        | \$41,427,900         | 28%        | \$39,787,000         | 31%        | \$19,168,000        | 26%        | \$22,308,900        | 29%        | \$35,082,700         | 32%        |
| Gender - Male Owned                                   | \$70,766,100         | 55%        | \$82,139,900         | 56%        | \$66,749,900         | 52%        | \$44,916,800        | 60%        | \$43,296,100        | 56%        | \$53,697,900         | 50%        |
| Business Age - Existing or more than 2 years old      | \$0                  | 0%         | \$0                  | 0%         | \$47,251,700         | 37%        | \$31,566,600        | 43%        | \$24,466,200        | 32%        | \$35,026,400         | 32%        |
| Business Age - New Business or 2 years or less        | \$0                  | 0%         | \$0                  | 0%         | \$0                  | 0%         | \$2,871,300         | 4%         | \$7,305,900         | 9%         | \$10,442,800         | 10%        |
| Business Age - Startup, Loan Funds will Open Business | \$0                  | 0%         | \$0                  | 0%         | \$52,940,500         | 41%        | \$24,474,900        | 33%        | \$35,947,400        | 47%        | \$48,291,200         | 45%        |
| Business Age - Change of Ownership                    | \$0                  | 0%         | \$0                  | 0%         | \$13,196,400         | 10%        | \$9,152,800         | 12%        | \$9,427,700         | 12%        | \$14,033,900         | 13%        |
| <b>Veteran</b>  | <b>\$11,185,400</b>  | <b>9%</b>  | <b>\$14,427,800</b>  | <b>10%</b> | <b>\$11,940,600</b>  | <b>9%</b>  | <b>\$6,680,900</b>  | <b>9%</b>  | <b>\$5,332,400</b>  | <b>7%</b>  | <b>\$9,578,700</b>   | <b>9%</b>  |
| <b>Rural</b>  | <b>\$15,678,700</b>  | <b>12%</b> | <b>\$15,784,200</b>  | <b>11%</b> | <b>\$12,412,800</b>  | <b>10%</b> | <b>\$9,885,500</b>  | <b>13%</b> | <b>\$11,392,600</b> | <b>15%</b> | <b>\$10,343,000</b>  | <b>10%</b> |
| <b>Urban</b>  | <b>\$114,007,600</b> | <b>88%</b> | <b>\$130,547,300</b> | <b>89%</b> | <b>\$115,256,700</b> | <b>90%</b> | <b>\$64,374,700</b> | <b>87%</b> | <b>\$65,754,600</b> | <b>85%</b> | <b>\$97,920,300</b>  | <b>90%</b> |
| <b>\$150K and Under</b>                               | <b>\$68,914,900</b>  | <b>53%</b> | <b>\$67,891,700</b>  | <b>46%</b> | <b>\$53,877,100</b>  | <b>42%</b> | <b>\$35,018,800</b> | <b>47%</b> | <b>\$32,189,000</b> | <b>42%</b> | <b>\$37,154,900</b>  | <b>34%</b> |
| <b>&gt;\$150K - \$350K</b>                            | <b>\$60,771,400</b>  | <b>47%</b> | <b>\$78,439,800</b>  | <b>54%</b> | <b>\$73,792,400</b>  | <b>58%</b> | <b>\$39,241,400</b> | <b>53%</b> | <b>\$44,958,200</b> | <b>58%</b> | <b>\$71,108,400</b>  | <b>66%</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>982</b> |            | <b>1,041</b> |            | <b>903</b> |            | <b>523</b> |            | <b>526</b> |            | <b>685</b> |            |
| <b>All Minority</b>                                   | <b>331</b> | <b>34%</b> | <b>392</b>   | <b>38%</b> | <b>340</b> | <b>38%</b> | <b>189</b> | <b>36%</b> | <b>216</b> | <b>41%</b> | <b>310</b> | <b>45%</b> |
| Ethnicity - AMERICAN INDIAN                           | 5          | 1%         | 12           | 1%         | 7          | 1%         | 10         | 2%         | 5          | 1%         | 4          | 1%         |
| Ethnicity - ASIAN OR PACIFIC                          | 81         | 8%         | 85           | 8%         | 66         | 7%         | 48         | 9%         | 46         | 9%         | 59         | 9%         |
| Ethnicity – BLACK                                     | 126        | 13%        | 124          | 12%        | 118        | 13%        | 72         | 14%        | 89         | 17%        | 153        | 22%        |
| Ethnicity – HISPANIC                                  | 119        | 12%        | 171          | 16%        | 149        | 17%        | 57         | 11%        | 76         | 14%        | 93         | 14%        |
| Ethnicity - MULTI-GROUP                               | -          | 0%         | -            | 0%         | -          | 0%         | 2          | 0%         | -          | 0%         | 1          | 0%         |
| Ethnicity – UNDETERMINED                              | 79         | 8%         | 115          | 11%        | 132        | 15%        | 98         | 19%        | 50         | 10%        | 70         | 10%        |
| Ethnicity – WHITE                                     | 572        | 58%        | 534          | 51%        | 431        | 48%        | 236        | 45%        | 260        | 49%        | 305        | 45%        |
| Gender - Not Reported                                 | -          | 0%         | -            | 0%         | -          | 0%         | -          | 0%         | -          | 0%         | 1          | 0%         |
| Gender - Female Owned 50% or less                     | 160        | 16%        | 165          | 16%        | -          | 0%         | 68         | 13%        | 79         | 15%        | 106        | 15%        |
| Gender - Female Owned more than 50%                   | 291        | 30%        | 312          | 30%        | -          | 0%         | 151        | 29%        | 165        | 31%        | 250        | 36%        |
| Gender - Male Owned                                   | 531        | 54%        | 564          | 54%        | -          | 0%         | 304        | 58%        | 282        | 54%        | 328        | 48%        |
| Business Age - Existing or more than 2 years old      | -          | 0%         | -            | 0%         | 350        | 39%        | 230        | 44%        | 161        | 31%        | 206        | 30%        |
| Business Age - New Business or 2 years or less        | -          | 0%         | -            | 0%         | -          | 0%         | 20         | 4%         | 58         | 11%        | 73         | 11%        |
| Business Age - Startup, Loan Funds will Open Business | -          | 0%         | -            | 0%         | 370        | 41%        | 172        | 33%        | 253        | 48%        | 327        | 48%        |
| Business Age - Change of Ownership                    | -          | 0%         | -            | 0%         | 83         | 9%         | 55         | 11%        | 54         | 10%        | 77         | 11%        |
| <b>Veteran</b>  | <b>87</b>  | <b>0%</b>  | <b>103</b>   | <b>10%</b> | <b>86</b>  | <b>10%</b> | <b>46</b>  | <b>9%</b>  | <b>32</b>  | <b>6%</b>  | <b>56</b>  | <b>8%</b>  |
| <b>Rural</b>  | <b>128</b> | <b>13%</b> | <b>124</b>   | <b>12%</b> | <b>94</b>  | <b>10%</b> | <b>69</b>  | <b>13%</b> | <b>78</b>  | <b>15%</b> | <b>73</b>  | <b>11%</b> |
| <b>Urban</b>  | <b>854</b> | <b>87%</b> | <b>917</b>   | <b>88%</b> | <b>809</b> | <b>90%</b> | <b>454</b> | <b>87%</b> | <b>448</b> | <b>85%</b> | <b>612</b> | <b>89%</b> |
| <b>\$150K and Under</b>                               | <b>715</b> | <b>73%</b> | <b>692</b>   | <b>66%</b> | <b>569</b> | <b>63%</b> | <b>347</b> | <b>66%</b> | <b>325</b> | <b>62%</b> | <b>383</b> | <b>56%</b> |
| <b>&gt;\$150K - \$350K</b>                            | <b>267</b> | <b>27%</b> | <b>349</b>   | <b>34%</b> | <b>334</b> | <b>37%</b> | <b>176</b> | <b>34%</b> | <b>201</b> | <b>38%</b> | <b>302</b> | <b>44%</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.**