

# Weekly Approvals Report with data as of 11/04 for each FY

## 7(a) Approval Amount

Portfolio Segment	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %	FY21 Amount	FY21 %	FY22 Amount	FY22 %	FY23 Amount	FY23 %
<b>All 7(A)</b>	<b>\$2,055,872,700</b>		<b>\$1,922,113,500</b>		<b>\$1,897,353,900</b>		<b>\$1,475,007,600</b>		<b>\$1,056,745,800</b>		<b>\$2,604,454,100</b>	
<b>All Minority</b>	<b>\$620,645,600</b>	<b>30%</b>	<b>\$650,706,800</b>	<b>34%</b>	<b>\$571,525,600</b>	<b>30%</b>	<b>\$442,804,500</b>	<b>30%</b>	<b>\$335,058,100</b>	<b>32%</b>	<b>\$886,708,200</b>	<b>34%</b>
Ethnicity - AMERICAN INDIAN	\$14,831,000	1%	\$17,982,400	1%	\$11,533,000	1%	\$8,970,800	1%	\$7,279,900	1%	\$27,821,100	1%
Ethnicity - ASIAN OR PACIFIC	\$434,361,300	21%	\$436,680,800	23%	\$395,730,400	21%	\$287,782,400	20%	\$185,630,500	18%	\$548,462,600	21%
Ethnicity - BLACK	\$58,189,700	3%	\$67,197,900	3%	\$58,307,100	3%	\$41,854,800	3%	\$47,224,700	4%	\$103,764,600	4%
Ethnicity - HISPANIC	\$113,263,600	6%	\$128,845,700	7%	\$105,955,100	6%	\$104,196,500	7%	\$94,923,000	9%	\$206,659,900	8%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$401,582,900	20%	\$384,201,000	20%	\$469,019,200	25%	\$389,634,000	26%	\$217,306,000	21%	\$597,936,200	23%
Ethnicity - WHITE	\$1,033,644,200	50%	\$887,205,700	46%	\$856,809,100	45%	\$642,569,100	44%	\$504,381,700	48%	\$1,119,809,700	43%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$287,413,000	14%	\$306,257,700	16%	\$263,004,200	14%	\$186,445,500	13%	\$121,116,900	11%	\$356,547,700	14%
Gender - Female Owned more than 50%	\$310,818,700	15%	\$258,073,600	13%	\$268,581,900	14%	\$182,870,200	12%	\$178,968,200	17%	\$370,589,900	14%
Gender - Male Owned	\$1,457,641,000	71%	\$1,357,782,200	71%	\$1,365,767,800	72%	\$1,105,691,900	75%	\$756,660,700	72%	\$1,877,316,500	72%
Business Age - Existing or more than 2 years old	\$0	0%	\$880,279,200	46%	\$860,239,800	45%	\$734,954,400	50%	\$530,403,100	50%	\$1,133,699,200	44%
Business Age - New Business or 2 years or less	\$0	0%	\$377,000	0%	\$447,900	0%	\$183,225,300	12%	\$156,889,700	15%	\$486,322,600	19%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$342,742,000	18%	\$335,305,800	18%	\$231,676,400	16%	\$158,590,500	15%	\$448,914,500	17%
Business Age - Change of Ownership	\$0	0%	\$459,826,400	24%	\$503,471,100	27%	\$321,521,500	22%	\$210,686,500	20%	\$535,351,500	21%
<b>Veteran</b>	<b>\$55,979,900</b>	<b>3%</b>	<b>\$79,307,000</b>	<b>4%</b>	<b>\$45,419,400</b>	<b>2%</b>	<b>\$44,937,900</b>	<b>3%</b>	<b>\$39,381,900</b>	<b>4%</b>	<b>\$109,803,500</b>	<b>4%</b>
<b>Rural</b>	<b>\$288,468,000</b>	<b>14%</b>	<b>\$298,514,200</b>	<b>16%</b>	<b>\$333,967,200</b>	<b>18%</b>	<b>\$250,173,300</b>	<b>17%</b>	<b>\$229,988,300</b>	<b>22%</b>	<b>\$411,672,300</b>	<b>16%</b>
<b>Urban</b>	<b>\$1,767,404,700</b>	<b>86%</b>	<b>\$1,619,045,300</b>	<b>84%</b>	<b>\$1,562,421,700</b>	<b>82%</b>	<b>\$1,221,234,300</b>	<b>83%</b>	<b>\$826,757,500</b>	<b>78%</b>	<b>\$2,192,781,800</b>	<b>84%</b>
<b>Export</b>	<b>\$83,214,400</b>	<b>4%</b>	<b>\$107,889,600</b>	<b>6%</b>	<b>\$64,403,000</b>	<b>3%</b>	<b>\$77,347,200</b>	<b>5%</b>	<b>\$22,014,400</b>	<b>2%</b>	<b>\$42,111,900</b>	<b>2%</b>
<b>CAPLine</b>	<b>\$13,896,000</b>	<b>1%</b>	<b>\$16,300,000</b>	<b>1%</b>	<b>\$16,459,500</b>	<b>1%</b>	<b>\$15,945,000</b>	<b>1%</b>	<b>\$10,448,000</b>	<b>1%</b>	<b>\$24,340,000</b>	<b>1%</b>
<b>PLP</b>	<b>\$1,431,048,000</b>	<b>70%</b>	<b>\$1,395,459,900</b>	<b>73%</b>	<b>\$1,421,061,000</b>	<b>75%</b>	<b>\$1,005,723,900</b>	<b>68%</b>	<b>\$502,115,800</b>	<b>48%</b>	<b>\$2,059,202,100</b>	<b>79%</b>
<b>Express</b>	<b>\$193,625,700</b>	<b>9%</b>	<b>\$141,249,200</b>	<b>7%</b>	<b>\$155,762,100</b>	<b>8%</b>	<b>\$125,307,100</b>	<b>8%</b>	<b>\$127,381,300</b>	<b>12%</b>	<b>\$205,764,000</b>	<b>8%</b>
<b>Community Advantage</b>	<b>\$12,893,900</b>	<b>1%</b>	<b>\$10,840,800</b>	<b>1%</b>	<b>\$9,186,900</b>	<b>0%</b>	<b>\$8,133,200</b>	<b>1%</b>	<b>\$8,853,100</b>	<b>1%</b>	<b>\$12,972,700</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>\$197,941,500</b>	<b>10%</b>	<b>\$133,007,600</b>	<b>7%</b>	<b>\$143,805,700</b>	<b>8%</b>	<b>\$87,091,200</b>	<b>6%</b>	<b>\$96,290,000</b>	<b>9%</b>	<b>\$163,008,600</b>	<b>6%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$242,439,400</b>	<b>12%</b>	<b>\$232,164,700</b>	<b>12%</b>	<b>\$246,835,000</b>	<b>13%</b>	<b>\$150,210,400</b>	<b>10%</b>	<b>\$158,564,100</b>	<b>15%</b>	<b>\$247,575,100</b>	<b>10%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$924,332,800</b>	<b>45%</b>	<b>\$853,479,400</b>	<b>44%</b>	<b>\$856,444,400</b>	<b>45%</b>	<b>\$714,150,000</b>	<b>48%</b>	<b>\$421,350,300</b>	<b>40%</b>	<b>\$1,119,998,100</b>	<b>43%</b>
<b>&gt;\$2M</b>	<b>\$691,159,000</b>	<b>34%</b>	<b>\$703,461,800</b>	<b>37%</b>	<b>\$650,268,800</b>	<b>34%</b>	<b>\$523,556,000</b>	<b>35%</b>	<b>\$380,541,400</b>	<b>36%</b>	<b>\$1,073,872,300</b>	<b>41%</b>

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## 7(a) Approval Count

Portfolio Segment	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %	FY21 Count	FY21 %	FY22 Count	FY22 %	FY23 Count	FY23 %
<b>All 7(A)</b>	<b>5,595</b>		<b>4,223</b>		<b>4,442</b>		<b>2,943</b>		<b>2,772</b>		<b>5,022</b>	
<b>All Minority</b>	<b>1,486</b>	<b>27%</b>	<b>1,163</b>	<b>28%</b>	<b>1,212</b>	<b>27%</b>	<b>837</b>	<b>28%</b>	<b>765</b>	<b>28%</b>	<b>1,707</b>	<b>34%</b>
Ethnicity - AMERICAN INDIAN	44	1%	36	1%	37	1%	25	1%	20	1%	51	1%
Ethnicity - ASIAN OR PACIFIC	698	12%	573	14%	559	13%	368	13%	272	10%	650	13%
Ethnicity - BLACK	266	5%	189	4%	197	4%	165	6%	207	7%	392	8%
Ethnicity - HISPANIC	478	9%	365	9%	419	9%	279	9%	266	10%	614	12%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	918	16%	747	18%	860	19%	532	18%	516	19%	857	17%
Ethnicity - WHITE	3,191	57%	2,313	55%	2,370	53%	1,574	53%	1,491	54%	2,458	49%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	693	12%	620	15%	551	12%	384	13%	297	11%	630	13%
Gender - Female Owned more than 50%	1,043	19%	719	17%	835	19%	493	17%	542	20%	977	19%
Gender - Male Owned	3,859	69%	2,884	68%	3,056	69%	2,066	70%	1,933	70%	3,415	68%
Business Age - Existing or more than 2 years old	-	0%	2,133	51%	2,342	53%	1,545	52%	1,462	53%	2,674	53%
Business Age - New Business or 2 years or less	-	0%	1	0%	1	0%	544	18%	587	21%	1,059	21%
Business Age - Startup, Loan Funds will Open Business	-	0%	708	17%	718	16%	502	17%	470	17%	820	16%
Business Age - Change of Ownership	-	0%	541	13%	569	13%	349	12%	251	9%	468	9%
<b>Veteran</b>	<b>274</b>	<b>5%</b>	<b>196</b>	<b>5%</b>	<b>178</b>	<b>4%</b>	<b>133</b>	<b>5%</b>	<b>151</b>	<b>5%</b>	<b>235</b>	<b>5%</b>
<b>Rural</b>	<b>919</b>	<b>16%</b>	<b>665</b>	<b>16%</b>	<b>764</b>	<b>17%</b>	<b>591</b>	<b>20%</b>	<b>604</b>	<b>22%</b>	<b>855</b>	<b>17%</b>
<b>Urban</b>	<b>4,676</b>	<b>84%</b>	<b>3,557</b>	<b>84%</b>	<b>3,677</b>	<b>83%</b>	<b>2,350</b>	<b>80%</b>	<b>2,168</b>	<b>78%</b>	<b>4,167</b>	<b>83%</b>
<b>Export</b>	<b>63</b>	<b>1%</b>	<b>81</b>	<b>2%</b>	<b>56</b>	<b>1%</b>	<b>54</b>	<b>2%</b>	<b>22</b>	<b>1%</b>	<b>45</b>	<b>1%</b>
<b>CAPLine</b>	<b>18</b>	<b>0%</b>	<b>17</b>	<b>0%</b>	<b>22</b>	<b>0%</b>	<b>16</b>	<b>1%</b>	<b>13</b>	<b>0%</b>	<b>21</b>	<b>0%</b>
<b>PLP</b>	<b>2,191</b>	<b>39%</b>	<b>1,906</b>	<b>45%</b>	<b>1,923</b>	<b>43%</b>	<b>1,269</b>	<b>43%</b>	<b>925</b>	<b>33%</b>	<b>2,486</b>	<b>50%</b>
<b>Express</b>	<b>2,861</b>	<b>51%</b>	<b>1,800</b>	<b>43%</b>	<b>2,049</b>	<b>46%</b>	<b>1,281</b>	<b>44%</b>	<b>1,423</b>	<b>51%</b>	<b>2,140</b>	<b>43%</b>
<b>Community Advantage</b>	<b>95</b>	<b>2%</b>	<b>80</b>	<b>2%</b>	<b>71</b>	<b>2%</b>	<b>50</b>	<b>2%</b>	<b>64</b>	<b>2%</b>	<b>78</b>	<b>2%</b>
<b>\$150K and Under</b>	<b>3,361</b>	<b>60%</b>	<b>2,084</b>	<b>49%</b>	<b>2,299</b>	<b>52%</b>	<b>1,386</b>	<b>47%</b>	<b>1,550</b>	<b>56%</b>	<b>2,453</b>	<b>49%</b>
<b>&gt;\$150K - \$350K</b>	<b>922</b>	<b>16%</b>	<b>895</b>	<b>21%</b>	<b>943</b>	<b>21%</b>	<b>575</b>	<b>20%</b>	<b>605</b>	<b>22%</b>	<b>931</b>	<b>19%</b>
<b>&gt;\$350K - \$2M</b>	<b>1,089</b>	<b>19%</b>	<b>1,019</b>	<b>24%</b>	<b>1,003</b>	<b>23%</b>	<b>817</b>	<b>28%</b>	<b>495</b>	<b>18%</b>	<b>1,309</b>	<b>26%</b>
<b>&gt;\$2M</b>	<b>223</b>	<b>4%</b>	<b>225</b>	<b>5%</b>	<b>197</b>	<b>4%</b>	<b>165</b>	<b>6%</b>	<b>122</b>	<b>4%</b>	<b>329</b>	<b>7%</b>

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## 504 Approval Amount

Portfolio Segment	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %	FY21 Amount	FY21 %	FY22 Amount	FY22 %	FY23 Amount	FY23 %
<b>All 504</b>	<b>\$464,302,000</b>		<b>\$523,971,000</b>		<b>\$672,329,000</b>		<b>\$576,009,540</b>		<b>\$1,543,813,000</b>		<b>\$691,087,000</b>	
<b>All Minority</b>	<b>\$107,260,000</b>	<b>23%</b>	<b>\$114,046,000</b>	<b>22%</b>	<b>\$153,389,000</b>	<b>23%</b>	<b>\$140,708,000</b>	<b>24%</b>	<b>\$394,843,000</b>	<b>26%</b>	<b>\$213,527,000</b>	<b>31%</b>
Ethnicity - AMERICAN INDIAN	\$255,000	0%	\$0	0%	\$0	0%	\$906,000	0%	\$5,007,000	0%	\$1,849,000	0%
Ethnicity - ASIAN OR PACIFIC	\$73,057,000	16%	\$61,993,000	12%	\$93,610,000	14%	\$77,559,000	13%	\$271,116,000	18%	\$124,920,000	18%
Ethnicity - BLACK	\$1,354,000	0%	\$14,079,000	3%	\$7,950,000	1%	\$6,899,000	1%	\$21,558,000	1%	\$15,592,000	2%
Ethnicity - HISPANIC	\$32,594,000	7%	\$37,974,000	7%	\$51,829,000	8%	\$55,344,000	10%	\$97,162,000	6%	\$71,166,000	10%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$132,801,000	29%	\$175,490,000	33%	\$253,569,000	38%	\$137,308,000	24%	\$324,333,000	21%	\$128,835,000	19%
Ethnicity - WHITE	\$224,241,000	48%	\$234,435,000	45%	\$265,371,000	39%	\$297,993,540	52%	\$824,637,000	53%	\$348,725,000	50%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$100,435,000	22%	\$99,962,000	19%	\$132,917,000	20%	\$112,248,000	19%	\$274,698,000	18%	\$132,296,000	19%
Gender - Female Owned more than 50%	\$35,832,000	8%	\$54,656,000	10%	\$60,102,000	9%	\$42,131,000	7%	\$136,768,000	9%	\$84,449,000	12%
Gender - Male Owned	\$328,035,000	71%	\$369,353,000	70%	\$479,310,000	71%	\$421,630,540	73%	\$1,132,347,000	73%	\$474,342,000	69%
Business Age - Existing or more than 2 years old	\$0	0%	\$397,491,000	76%	\$495,236,000	74%	\$491,863,000	85%	\$1,282,586,000	83%	\$542,549,000	79%
Business Age - New Business or 2 years or less	\$0	0%	\$1,164,000	0%	\$1,693,000	0%	\$12,943,540	2%	\$18,495,000	1%	\$15,098,000	2%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$78,791,000	15%	\$145,011,000	22%	\$57,432,000	10%	\$201,497,000	13%	\$88,999,000	13%
Business Age - Change of Ownership	\$0	0%	\$254,000	0%	\$11,501,000	2%	\$13,771,000	2%	\$41,235,000	3%	\$44,441,000	6%
<b>Veteran</b>	<b>\$5,966,000</b>	<b>1%</b>	<b>\$9,716,000</b>	<b>2%</b>	<b>\$27,965,000</b>	<b>4%</b>	<b>\$12,689,000</b>	<b>2%</b>	<b>\$42,284,000</b>	<b>3%</b>	<b>\$7,358,000</b>	<b>1%</b>
<b>Rural</b>	<b>\$69,286,000</b>	<b>15%</b>	<b>\$70,388,000</b>	<b>13%</b>	<b>\$104,023,000</b>	<b>15%</b>	<b>\$80,709,540</b>	<b>14%</b>	<b>\$244,592,000</b>	<b>16%</b>	<b>\$90,049,000</b>	<b>13%</b>
<b>Urban</b>	<b>\$395,016,000</b>	<b>85%</b>	<b>\$453,583,000</b>	<b>87%</b>	<b>\$568,306,000</b>	<b>85%</b>	<b>\$495,300,000</b>	<b>86%</b>	<b>\$1,299,221,000</b>	<b>84%</b>	<b>\$601,038,000</b>	<b>87%</b>
<b>Export</b>	<b>\$3,793,000</b>	<b>1%</b>	<b>\$2,772,000</b>	<b>1%</b>	<b>\$15,974,000</b>	<b>2%</b>	<b>\$6,486,000</b>	<b>1%</b>	<b>\$24,203,000</b>	<b>2%</b>	<b>\$19,675,000</b>	<b>3%</b>
<b>504 Refinance</b>	<b>\$15,978,000</b>	<b>3%</b>	<b>\$19,313,000</b>	<b>4%</b>	<b>\$19,710,000</b>	<b>3%</b>	<b>\$31,785,000</b>	<b>6%</b>	<b>\$117,706,000</b>	<b>8%</b>	<b>\$27,798,000</b>	<b>4%</b>
<b>\$150K and Under</b>	<b>\$5,312,000</b>	<b>1%</b>	<b>\$5,974,000</b>	<b>1%</b>	<b>\$5,997,000</b>	<b>1%</b>	<b>\$5,876,540</b>	<b>1%</b>	<b>\$7,749,000</b>	<b>1%</b>	<b>\$3,094,000</b>	<b>0%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$39,809,000</b>	<b>9%</b>	<b>\$37,256,000</b>	<b>7%</b>	<b>\$46,382,000</b>	<b>7%</b>	<b>\$50,523,000</b>	<b>9%</b>	<b>\$92,956,000</b>	<b>6%</b>	<b>\$34,716,000</b>	<b>5%</b>
<b>&gt;\$350K - \$2M</b>	<b>\$267,548,000</b>	<b>58%</b>	<b>\$298,024,000</b>	<b>57%</b>	<b>\$374,812,000</b>	<b>56%</b>	<b>\$342,199,000</b>	<b>59%</b>	<b>\$841,979,000</b>	<b>55%</b>	<b>\$331,364,000</b>	<b>48%</b>
<b>&gt;\$2M</b>	<b>\$151,633,000</b>	<b>33%</b>	<b>\$182,717,000</b>	<b>35%</b>	<b>\$245,138,000</b>	<b>36%</b>	<b>\$177,411,000</b>	<b>31%</b>	<b>\$601,129,000</b>	<b>39%</b>	<b>\$321,913,000</b>	<b>47%</b>

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## 504 Approval Count

Portfolio Segment	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %	FY21 Count	FY21 %	FY22 Count	FY22 %	FY23 Count	FY23 %
<b>All 504</b>	<b>567</b>		<b>623</b>		<b>759</b>		<b>720</b>		<b>1,599</b>		<b>635</b>	
<b>All Minority</b>	<b>122</b>	<b>22%</b>	<b>131</b>	<b>21%</b>	<b>148</b>	<b>19%</b>	<b>156</b>	<b>22%</b>	<b>383</b>	<b>24%</b>	<b>184</b>	<b>29%</b>
Ethnicity - AMERICAN INDIAN	1	0%	-	0%	-	0%	2	0%	10	1%	2	0%
Ethnicity - ASIAN OR PACIFIC	64	11%	53	9%	60	8%	70	10%	202	13%	85	13%
Ethnicity - BLACK	5	1%	16	3%	15	2%	17	2%	35	2%	21	3%
Ethnicity - HISPANIC	52	9%	62	10%	73	10%	67	9%	136	9%	76	12%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity - UNDETERMINED	124	22%	158	25%	244	32%	146	20%	255	16%	101	16%
Ethnicity - WHITE	321	57%	334	54%	367	48%	418	58%	961	60%	350	55%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	136	24%	157	25%	184	24%	156	22%	356	22%	138	22%
Gender - Female Owned more than 50%	67	12%	76	12%	98	13%	82	11%	187	12%	102	16%
Gender - Male Owned	364	64%	390	63%	477	63%	482	67%	1,056	66%	395	62%
Business Age - Existing or more than 2 years old	-	0%	508	82%	609	80%	618	86%	1,355	85%	504	79%
Business Age - New Business or 2 years or less	-	0%	1	0%	1	0%	16	2%	23	1%	14	2%
Business Age - Startup, Loan Funds will Open Business	-	0%	74	12%	121	16%	70	10%	191	12%	74	12%
Business Age - Change of Ownership	-	0%	1	0%	14	2%	16	2%	30	2%	43	7%
<b>Veteran</b>	<b>13</b>	<b>2%</b>	<b>11</b>	<b>2%</b>	<b>31</b>	<b>4%</b>	<b>18</b>	<b>3%</b>	<b>42</b>	<b>3%</b>	<b>12</b>	<b>2%</b>
<b>Rural</b>	<b>104</b>	<b>18%</b>	<b>109</b>	<b>17%</b>	<b>140</b>	<b>18%</b>	<b>132</b>	<b>18%</b>	<b>292</b>	<b>18%</b>	<b>97</b>	<b>15%</b>
<b>Urban</b>	<b>463</b>	<b>82%</b>	<b>514</b>	<b>83%</b>	<b>619</b>	<b>82%</b>	<b>588</b>	<b>82%</b>	<b>1,307</b>	<b>82%</b>	<b>538</b>	<b>85%</b>
<b>Export</b>	<b>5</b>	<b>1%</b>	<b>4</b>	<b>1%</b>	<b>8</b>	<b>1%</b>	<b>9</b>	<b>1%</b>	<b>19</b>	<b>1%</b>	<b>9</b>	<b>1%</b>
<b>504 Refinance</b>	<b>27</b>	<b>5%</b>	<b>13</b>	<b>2%</b>	<b>26</b>	<b>3%</b>	<b>37</b>	<b>5%</b>	<b>97</b>	<b>6%</b>	<b>21</b>	<b>3%</b>
<b>\$150K and Under</b>	<b>44</b>	<b>8%</b>	<b>52</b>	<b>8%</b>	<b>52</b>	<b>7%</b>	<b>51</b>	<b>7%</b>	<b>66</b>	<b>4%</b>	<b>27</b>	<b>4%</b>
<b>&gt;\$150K - \$350K</b>	<b>158</b>	<b>28%</b>	<b>150</b>	<b>24%</b>	<b>189</b>	<b>25%</b>	<b>201</b>	<b>28%</b>	<b>376</b>	<b>24%</b>	<b>132</b>	<b>21%</b>
<b>&gt;\$350K - \$2M</b>	<b>318</b>	<b>56%</b>	<b>359</b>	<b>58%</b>	<b>443</b>	<b>58%</b>	<b>411</b>	<b>57%</b>	<b>965</b>	<b>60%</b>	<b>376</b>	<b>59%</b>
<b>&gt;\$2M</b>	<b>47</b>	<b>8%</b>	<b>62</b>	<b>10%</b>	<b>75</b>	<b>10%</b>	<b>57</b>	<b>8%</b>	<b>192</b>	<b>12%</b>	<b>100</b>	<b>16%</b>

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## Community Advantage Approval Amount

Portfolio Segment	FY18 Amount	FY18 %	FY19 Amount	FY19 %	FY20 Amount	FY20 %	FY21 Amount	FY21 %	FY22 Amount	FY22 %	FY23 Amount	FY23 %
<b>All Community Advantage</b>	<b>\$12,893,900</b>		<b>\$10,840,800</b>		<b>\$9,186,900</b>		<b>\$8,133,200</b>		<b>\$8,853,100</b>		<b>\$12,972,700</b>	
<b>All Minority</b>	<b>\$5,163,100</b>	<b>40%</b>	<b>\$3,616,500</b>	<b>33%</b>	<b>\$4,147,400</b>	<b>45%</b>	<b>\$2,469,800</b>	<b>30%</b>	<b>\$3,160,200</b>	<b>36%</b>	<b>\$5,210,900</b>	<b>40%</b>
Ethnicity - AMERICAN INDIAN	\$0	0%	\$250,000	2%	\$169,000	2%	\$100,000	1%	\$0	0%	\$204,000	2%
Ethnicity - ASIAN OR PACIFIC	\$1,347,500	10%	\$765,000	7%	\$1,178,000	13%	\$700,100	9%	\$645,000	7%	\$899,600	7%
Ethnicity - BLACK	\$1,347,800	10%	\$901,400	8%	\$1,773,300	19%	\$1,007,000	12%	\$1,516,200	17%	\$2,240,000	17%
Ethnicity - HISPANIC	\$2,467,800	19%	\$1,700,100	16%	\$1,027,100	11%	\$662,700	8%	\$999,000	11%	\$1,867,300	14%
Ethnicity - MULTI-GROUP	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Ethnicity - UNDETERMINED	\$1,323,800	10%	\$1,235,300	11%	\$1,317,800	14%	\$607,200	7%	\$1,495,500	17%	\$2,112,000	16%
Ethnicity - WHITE	\$6,407,000	50%	\$5,989,000	55%	\$3,721,700	41%	\$5,056,200	62%	\$4,197,400	47%	\$5,649,800	44%
Gender - Not Reported	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Gender - Female Owned 50% or less	\$2,020,800	16%	\$2,177,700	20%	\$2,089,900	23%	\$1,019,900	13%	\$975,800	11%	\$2,130,500	16%
Gender - Female Owned more than 50%	\$3,868,000	30%	\$4,204,700	39%	\$2,057,500	22%	\$2,011,200	25%	\$2,802,500	32%	\$3,581,600	28%
Gender - Male Owned	\$7,005,100	54%	\$4,458,400	41%	\$5,039,500	55%	\$5,102,100	63%	\$5,074,800	57%	\$7,260,600	56%
Business Age - Existing or more than 2 years old	\$0	0%	\$3,672,000	34%	\$4,353,500	47%	\$2,535,500	31%	\$2,538,400	29%	\$3,627,300	28%
Business Age - New Business or 2 years or less	\$0	0%	\$0	0%	\$0	0%	\$933,700	11%	\$1,331,200	15%	\$1,037,000	8%
Business Age - Startup, Loan Funds will Open Business	\$0	0%	\$4,065,700	38%	\$3,105,400	34%	\$3,508,300	43%	\$3,851,800	44%	\$7,101,100	55%
Business Age - Change of Ownership	\$0	0%	\$1,514,800	14%	\$957,500	10%	\$1,155,700	14%	\$1,131,700	13%	\$1,207,300	9%
<b>Veteran</b>	<b>\$1,929,000</b>	<b>15%</b>	<b>\$885,500</b>	<b>8%</b>	<b>\$681,300</b>	<b>7%</b>	<b>\$225,000</b>	<b>3%</b>	<b>\$630,800</b>	<b>7%</b>	<b>\$539,500</b>	<b>4%</b>
<b>Rural</b>	<b>\$2,170,400</b>	<b>17%</b>	<b>\$811,800</b>	<b>7%</b>	<b>\$979,200</b>	<b>11%</b>	<b>\$1,594,000</b>	<b>20%</b>	<b>\$1,228,300</b>	<b>14%</b>	<b>\$767,000</b>	<b>6%</b>
<b>Urban</b>	<b>\$10,723,500</b>	<b>83%</b>	<b>\$10,029,000</b>	<b>93%</b>	<b>\$8,207,700</b>	<b>89%</b>	<b>\$6,539,200</b>	<b>80%</b>	<b>\$7,624,800</b>	<b>86%</b>	<b>\$12,205,700</b>	<b>94%</b>
<b>\$150K and Under</b>	<b>\$6,523,400</b>	<b>51%</b>	<b>\$4,974,400</b>	<b>46%</b>	<b>\$4,440,600</b>	<b>48%</b>	<b>\$2,930,800</b>	<b>36%</b>	<b>\$3,894,900</b>	<b>44%</b>	<b>\$3,903,100</b>	<b>30%</b>
<b>&gt;\$150K - \$350K</b>	<b>\$6,370,500</b>	<b>49%</b>	<b>\$5,866,400</b>	<b>54%</b>	<b>\$4,746,300</b>	<b>52%</b>	<b>\$5,202,400</b>	<b>64%</b>	<b>\$4,958,200</b>	<b>56%</b>	<b>\$9,069,600</b>	<b>70%</b>

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## Community Advantage Approval Count

Portfolio Segment	FY18 Count	FY18 %	FY19 Count	FY19 %	FY20 Count	FY20 %	FY21 Count	FY21 %	FY22 Count	FY22 %	FY23 Count	FY23 %
<b>All Community Advantage</b>	<b>95</b>		<b>80</b>		<b>71</b>		<b>50</b>		<b>64</b>		<b>78</b>	
<b>All Minority</b>	<b>36</b>	<b>38%</b>	<b>26</b>	<b>33%</b>	<b>31</b>	<b>44%</b>	<b>16</b>	<b>32%</b>	<b>23</b>	<b>36%</b>	<b>36</b>	<b>46%</b>
Ethnicity - AMERICAN INDIAN	-	0%	1	1%	3	4%	1	2%	-	0%	3	4%
Ethnicity - ASIAN OR PACIFIC	9	9%	6	8%	7	10%	6	12%	4	6%	5	6%
Ethnicity – BLACK	11	12%	6	8%	13	18%	6	12%	11	17%	17	22%
Ethnicity – HISPANIC	16	17%	13	16%	8	11%	3	6%	8	13%	11	14%
Ethnicity - MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Ethnicity – UNDETERMINED	9	9%	10	13%	14	20%	3	6%	10	16%	11	14%
Ethnicity – WHITE	50	53%	44	55%	26	37%	31	62%	31	48%	31	40%
Gender - Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Gender - Female Owned 50% or less	16	17%	16	20%	-	0%	5	10%	5	8%	11	14%
Gender - Female Owned more than 50%	30	32%	30	38%	-	0%	14	28%	24	38%	25	32%
Gender - Male Owned	49	52%	34	43%	-	0%	31	62%	35	55%	42	54%
Business Age - Existing or more than 2 years old	-	0%	29	36%	33	46%	16	32%	18	28%	21	27%
Business Age - New Business or 2 years or less	-	0%	-	0%	-	0%	7	14%	8	13%	7	9%
Business Age - Startup, Loan Funds will Open Business	-	0%	30	38%	24	34%	20	40%	30	47%	43	55%
Business Age - Change of Ownership	-	0%	9	11%	7	10%	7	14%	8	13%	7	9%
<b>Veteran</b>	<b>14</b>	<b>0%</b>	<b>7</b>	<b>9%</b>	<b>5</b>	<b>7%</b>	<b>1</b>	<b>2%</b>	<b>4</b>	<b>6%</b>	<b>5</b>	<b>6%</b>
<b>Rural</b>	<b>15</b>	<b>16%</b>	<b>6</b>	<b>8%</b>	<b>8</b>	<b>11%</b>	<b>11</b>	<b>22%</b>	<b>9</b>	<b>14%</b>	<b>4</b>	<b>5%</b>
<b>Urban</b>	<b>80</b>	<b>84%</b>	<b>74</b>	<b>93%</b>	<b>63</b>	<b>89%</b>	<b>39</b>	<b>78%</b>	<b>55</b>	<b>86%</b>	<b>74</b>	<b>95%</b>
<b>\$150K and Under</b>	<b>67</b>	<b>71%</b>	<b>54</b>	<b>68%</b>	<b>50</b>	<b>70%</b>	<b>27</b>	<b>54%</b>	<b>41</b>	<b>64%</b>	<b>42</b>	<b>54%</b>
<b>&gt;\$150K - \$350K</b>	<b>28</b>	<b>29%</b>	<b>26</b>	<b>33%</b>	<b>21</b>	<b>30%</b>	<b>23</b>	<b>46%</b>	<b>23</b>	<b>36%</b>	<b>36</b>	<b>46%</b>

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