## Weekly Approvals Report with data as of 10/14 for each FY

7(a) Approval Amount

| Portfolio Segment | FY18 Amount | $\begin{gathered} \text { FY18 } \\ \% \end{gathered}$ | FY19 Amount | $\begin{gathered} \text { FY19 } \\ \% \end{gathered}$ | FY20 Amount | $\begin{gathered} \text { FY20 } \\ \% \end{gathered}$ | FY21 Amount | $\begin{gathered} \text { FY21 } \\ \% \end{gathered}$ | FY22 Amount | $\begin{gathered} \text { FY22 } \\ \% \end{gathered}$ | FY23 Amount | $\begin{gathered} \text { FY23 } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | \$704,958,100 |  | \$617,238,100 |  | \$634,066,200 |  | \$494,072,300 |  | \$303,887,700 |  | \$889,256,200 |  |
| All Minority | \$212,436,400 | 30\% | \$193,919,600 | 31\% | \$179,318,100 | 28\% | \$164,986,900 | 33\% | \$100,235,800 | 33\% | \$304,909,500 | 34\% |
| Ethnicity - AMERICAN INDIAN | \$6,244,500 | 1\% | \$5,016,100 | 1\% | \$1,776,100 | 0\% | \$3,471,200 | 1\% | \$1,454,000 | 0\% | \$18,687,400 | 2\% |
| Ethnicity - ASIAN OR PACIFIC | \$139,829,400 | 20\% | \$141,901,400 | 23\% | \$124,778,000 | 20\% | \$113,119,600 | 23\% | \$63,167,800 | 21\% | \$173,568,300 | 20\% |
| Ethnicity - BLACK | \$19,300,800 | 3\% | \$14,166,500 | 2\% | \$21,409,600 | 3\% | \$12,060,900 | 2\% | \$10,946,700 | 4\% | \$33,550,900 | 4\% |
| Ethnicity - HISPANIC | \$47,061,700 | 7\% | \$32,835,600 | 5\% | \$31,354,400 | 5\% | \$36,335,200 | 7\% | \$24,667,300 | 8\% | \$79,102,900 | 9\% |
| Ethnicity - MULTI-GROUP | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% |
| Ethnicity - UNDETERMINED | \$142,312,000 | 20\% | \$121,477,700 | 20\% | \$143,540,100 | 23\% | \$115,546,900 | 23\% | \$62,454,300 | 21\% | \$178,707,300 | 20\% |
| Ethnicity - WHITE | \$350,209,700 | 50\% | \$301,840,800 | 49\% | \$311,208,000 | 49\% | \$213,538,500 | 43\% | \$141,197,600 | 46\% | \$405,639,400 | 46\% |
| Gender - Not Reported | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% |
| Gender - Female Owned 50\% or less | \$94,308,100 | 13\% | \$100,605,800 | 16\% | \$100,808,500 | 16\% | \$65,346,900 | 13\% | \$31,292,000 | 10\% | \$125,104,300 | 14\% |
| Gender - Female Owned more than 50\% | \$118,334,000 | 17\% | \$66,415,400 | 11\% | \$104,789,300 | 17\% | \$57,272,800 | 12\% | \$53,528,200 | 18\% | \$141,087,400 | 16\% |
| Gender - Male Owned | \$492,316,000 | 70\% | \$450,216,900 | 73\% | \$428,468,400 | 68\% | \$371,452,600 | 75\% | \$219,067,500 | 72\% | \$623,064,500 | 70\% |
| Business Age - Existing or more than 2 years old | \$0 | 0\% | \$269,993,600 | 44\% | \$294,887,900 | 47\% | \$254,281,500 | 51\% | \$153,654,200 | 51\% | \$415,645,800 | 47\% |
| Business Age - New Business or 2 years or less | \$0 | 0\% | \$377,000 | 0\% | \$447,900 | 0\% | \$48,854,100 | 10\% | \$45,074,800 | 15\% | \$170,480,500 | 19\% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0\% | \$111,739,200 | 18\% | \$125,288,600 | 20\% | \$89,347,200 | 18\% | \$41,240,300 | 14\% | \$144,454,900 | 16\% |
| Business Age - Change of Ownership | \$0 | 0\% | \$158,232,800 | 26\% | \$148,029,900 | 23\% | \$101,559,500 | 21\% | \$63,742,400 | 21\% | \$158,675,000 | 18\% |
| Veteran | \$16,822,500 | 2\% | \$28,736,000 | 5\% | \$16,635,400 | 3\% | \$18,384,900 | 4\% | \$7,881,000 | 3\% | \$49,461,300 | 6\% |
| Rural | \$88,905,800 | 13\% | \$104,635,100 | 17\% | \$115,604,100 | 18\% | \$82,303,400 | 17\% | \$63,756,300 | 21\% | \$154,148,800 | 17\% |
| Urban | \$616,052,300 | 87\% | \$512,603,000 | 83\% | \$518,462,100 | 82\% | \$411,768,900 | 83\% | \$240,131,400 | 79\% | \$735,107,400 | 83\% |
| Export | \$28,154,600 | 4\% | \$34,043,500 | 6\% | \$27,579,500 | 4\% | \$38,684,900 | 8\% | \$8,666,000 | 3\% | \$19,735,000 | 2\% |
| CAPLine | \$7,346,000 | 1\% | \$4,750,000 | 1\% | \$9,195,000 | 1\% | \$8,200,000 | 2\% | \$5,175,000 | 2\% | \$3,150,000 | 0\% |
| PLP | \$488,716,400 | 69\% | \$457,777,700 | 74\% | \$459,093,400 | 72\% | \$336,685,600 | 68\% | \$127,123,900 | 42\% | \$711,851,600 | 80\% |
| Express | \$74,381,100 | 11\% | \$42,321,600 | 7\% | \$58,165,200 | 9\% | \$46,586,600 | 9\% | \$38,506,500 | 13\% | \$72,144,100 | 8\% |
| Community Advantage | \$5,353,700 | 1\% | \$5,631,400 | 1\% | \$3,642,700 | 1\% | \$2,433,100 | 0\% | \$3,054,600 | 1\% | \$3,986,000 | 0\% |
| \$150K and Under | \$74,045,600 | 11\% | \$39,597,800 | 6\% | \$52,682,200 | 8\% | \$30,918,800 | 6\% | \$35,593,600 | 12\% | \$58,466,800 | 7\% |
| >\$150K - \$350K | \$89,216,400 | 13\% | \$79,189,200 | 13\% | \$88,353,100 | 14\% | \$43,554,300 | 9\% | \$56,110,600 | 18\% | \$88,676,800 | 10\% |
| >\$350K - \$2M | \$305,394,500 | 43\% | \$269,606,200 | 44\% | \$304,917,800 | 48\% | \$239,600,500 | 48\% | \$104,572,700 | 34\% | \$420,835,800 | 47\% |
| >\$2M | \$236,301,600 | 34\% | \$228,844,900 | 37\% | \$188,113,100 | 30\% | \$179,998,700 | 36\% | \$107,610,800 | 35\% | \$321,276,800 | 36\% |

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7(a) Approval Count

| Portfolio Segment | FY18 Count | $\begin{gathered} \text { FY18 } \\ \% \\ \hline \end{gathered}$ | FY19 Count | $\begin{gathered} \text { FY19 } \\ \% \end{gathered}$ | FY20 Count | $\begin{gathered} \text { FY20 } \\ \% \end{gathered}$ | FY21 Count | $\begin{gathered} \text { FY21 } \\ \% \end{gathered}$ | FY22 Count | $\begin{gathered} \text { FY22 } \\ \% \end{gathered}$ | FY23 Count | $\begin{gathered} \text { FY23 } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | 2,052 |  | 1,342 |  | 1,615 |  | 994 |  | 913 |  | 1,800 |  |
| All Minority | 530 | 26\% | 362 | 27\% | 462 | 29\% | 301 | 30\% | 258 | 28\% | 599 | 33\% |
| Ethnicity - AMERICAN INDIAN | 17 | 1\% | 11 | 1\% | 11 | 1\% | 8 | 1\% | 6 | 1\% | 27 | 2\% |
| Ethnicity - ASIAN OR PACIFIC | 261 | 13\% | 182 | 14\% | 221 | 14\% | 141 | 14\% | 107 | 12\% | 226 | 13\% |
| Ethnicity - BLACK | 83 | 4\% | 54 | 4\% | 75 | 5\% | 58 | 6\% | 54 | 6\% | 141 | 8\% |
| Ethnicity - HISPANIC | 169 | 8\% | 115 | 9\% | 155 | 10\% | 94 | 9\% | 91 | 10\% | 205 | 11\% |
| Ethnicity - MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Ethnicity - UNDETERMINED | 351 | 17\% | 243 | 18\% | 306 | 19\% | 161 | 16\% | 163 | 18\% | 297 | 17\% |
| Ethnicity - WHITE | 1,171 | 57\% | 737 | 55\% | 847 | 52\% | 532 | 54\% | 492 | 54\% | 904 | 50\% |
| Gender - Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Gender - Female Owned 50\% or less | 257 | 13\% | 199 | 15\% | 176 | 11\% | 132 | 13\% | 97 | 11\% | 242 | 13\% |
| Gender - Female Owned more than 50\% | 386 | 19\% | 224 | 17\% | 315 | 20\% | 162 | 16\% | 183 | 20\% | 359 | 20\% |
| Gender - Male Owned | 1,409 | 69\% | 919 | 68\% | 1,124 | 70\% | 700 | 70\% | 633 | 69\% | 1,199 | 67\% |
| Business Age - Existing or more than 2 years old | - | 0\% | 654 | 49\% | 831 | 51\% | 536 | 54\% | 503 | 55\% | 974 | 54\% |
| Business Age - New Business or 2 years or less | - | 0\% | 1 | 0\% | 1 | 0\% | 168 | 17\% | 183 | 20\% | 360 | 20\% |
| Business Age - Startup, Loan Funds will Open Business | - | 0\% | 239 | 18\% | 273 | 17\% | 176 | 18\% | 153 | 17\% | 300 | 17\% |
| Business Age - Change of Ownership | - | 0\% | 166 | 12\% | 194 | 12\% | 113 | 11\% | 72 | 8\% | 166 | 9\% |
| Veteran | 93 | 5\% | 73 | 5\% | 70 | 4\% | 47 | 5\% | 44 | 5\% | 97 | 5\% |
| Rural | 349 | 17\% | 213 | 16\% | 288 | 18\% | 206 | 21\% | 197 | 22\% | 336 | 19\% |
| Urban | 1,703 | 83\% | 1,129 | 84\% | 1,327 | 82\% | 788 | 79\% | 716 | 78\% | 1,464 | 81\% |
| Export | 22 | 1\% | 32 | 2\% | 30 | 2\% | 22 | 2\% | 7 | 1\% | 16 | 1\% |
| CAPLine | 10 | 0\% | 4 | 0\% | 10 | 1\% | 7 | 1\% | 4 | 0\% | 6 | 0\% |
| PLP | 761 | 37\% | 627 | 47\% | 657 | 41\% | 415 | 42\% | 294 | 32\% | 929 | 52\% |
| Express | 1,103 | 54\% | 537 | 40\% | 782 | 48\% | 456 | 46\% | 480 | 53\% | 745 | 41\% |
| Community Advantage | 36 | 2\% | 40 | 3\% | 28 | 2\% | 16 | 2\% | 24 | 3\% | 26 | 1\% |
| \$150K and Under | 1,282 | 62\% | 631 | 47\% | 857 | 53\% | 492 | 49\% | 553 | 61\% | 870 | 48\% |
| >\$150K - \$350K | 340 | 17\% | 306 | 23\% | 342 | 21\% | 169 | 17\% | 213 | 23\% | 324 | 18\% |
| >\$350K - \$2M | 354 | 17\% | 331 | 25\% | 358 | 22\% | 272 | 27\% | 115 | 13\% | 508 | 28\% |
| >\$2M | 76 | 4\% | 74 | 6\% | 58 | 4\% | 61 | 6\% | 32 | 4\% | 98 | 5\% |

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504 Approval Amount

| Portfolio Segment | FY18 Amount | $\begin{gathered} \text { FY18 } \\ \% \end{gathered}$ | FY19 Amount | $\begin{gathered} \text { FY19 } \\ \% \end{gathered}$ | FY20 Amount | $\begin{gathered} \text { FY20 } \\ \% \end{gathered}$ | FY21 Amount | $\begin{gathered} \text { FY21 } \\ \% \end{gathered}$ | FY22 Amount | $\begin{gathered} \text { FY22 } \\ \% \end{gathered}$ | FY23 Amount | $\begin{gathered} \text { FY23 } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | \$181,298,000 |  | \$180,880,000 |  | \$218,307,000 |  | \$171,974,000 |  | \$771,512,000 |  | \$246,374,000 |  |
| All Minority | \$39,217,000 | 22\% | \$31,586,000 | 17\% | \$48,571,000 | 22\% | \$33,931,000 | 20\% | \$187,921,000 | 24\% | \$65,769,000 | 27\% |
| Ethnicity - AMERICAN INDIAN | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$333,000 | 0\% | \$1,639,000 | 0\% | \$1,638,000 | 1\% |
| Ethnicity - ASIAN OR PACIFIC | \$25,792,000 | 14\% | \$19,689,000 | 11\% | \$27,764,000 | 13\% | \$18,946,000 | 11\% | \$126,981,000 | 16\% | \$39,447,000 | 16\% |
| Ethnicity - BLACK | \$704,000 | 0\% | \$3,899,000 | 2\% | \$4,809,000 | 2\% | \$2,012,000 | 1\% | \$15,986,000 | 2\% | \$3,803,000 | 2\% |
| Ethnicity - HISPANIC | \$12,721,000 | 7\% | \$7,998,000 | 4\% | \$15,998,000 | 7\% | \$12,640,000 | 7\% | \$43,315,000 | 6\% | \$20,881,000 | 8\% |
| Ethnicity - MULTI-GROUP | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% |
| Ethnicity - UNDETERMINED | \$47,459,000 | 26\% | \$60,365,000 | 33\% | \$84,404,000 | 39\% | \$41,245,000 | 24\% | \$146,302,000 | 19\% | \$59,209,000 | 24\% |
| Ethnicity - WHITE | \$94,622,000 | 52\% | \$88,929,000 | 49\% | \$85,332,000 | 39\% | \$96,798,000 | 56\% | \$437,289,000 | 57\% | \$121,396,000 | 49\% |
| Gender - Not Reported | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% |
| Gender - Female Owned 50\% or less | \$38,973,000 | 21\% | \$36,378,000 | 20\% | \$43,615,000 | 20\% | \$23,679,000 | 14\% | \$132,076,000 | 17\% | \$54,658,000 | 22\% |
| Gender - Female Owned more than 50\% | \$12,503,000 | 7\% | \$15,787,000 | 9\% | \$23,991,000 | 11\% | \$12,615,000 | 7\% | \$71,696,000 | 9\% | \$25,465,000 | 10\% |
| Gender - Male Owned | \$129,822,000 | 72\% | \$128,715,000 | 71\% | \$150,701,000 | 69\% | \$135,680,000 | 79\% | \$567,740,000 | 74\% | \$166,251,000 | 67\% |
| Business Age - Existing or more than 2 years old | \$0 | 0\% | \$146,116,000 | 81\% | \$162,976,000 | 75\% | \$141,481,000 | 82\% | \$644,759,000 | 84\% | \$194,521,000 | 79\% |
| Business Age - New Business or 2 years or less | \$0 | 0\% | \$0 | 0\% | \$1,693,000 | 1\% | \$4,022,000 | 2\% | \$8,307,000 | 1\% | \$8,744,000 | 4\% |
| Business Age - Startup, Loan Funds will Open Business | \$0 | 0\% | \$22,859,000 | 13\% | \$50,987,000 | 23\% | \$24,709,000 | 14\% | \$100,616,000 | 13\% | \$29,708,000 | 12\% |
| Business Age - Change of Ownership | \$0 | 0\% | \$0 | 0\% | \$1,545,000 | 1\% | \$1,762,000 | 1\% | \$17,830,000 | 2\% | \$13,401,000 | 5\% |
| Veteran | \$1,161,000 | 1\% | \$1,618,000 | 1\% | \$10,383,000 | 5\% | \$5,274,000 | 3\% | \$25,983,000 | 3\% | \$2,081,000 | 1\% |
| Rural | \$23,465,000 | 13\% | \$26,653,000 | 15\% | \$35,788,000 | 16\% | \$25,795,000 | 15\% | \$122,512,000 | 16\% | \$25,509,000 | 10\% |
| Urban | \$157,833,000 | 87\% | \$154,227,000 | 85\% | \$182,519,000 | 84\% | \$146,179,000 | 85\% | \$649,000,000 | 84\% | \$220,865,000 | 90\% |
| Export | \$2,304,000 | 1\% | \$1,084,000 | 1\% | \$8,758,000 | 4\% | \$1,106,000 | 1\% | \$15,431,000 | 2\% | \$4,976,000 | 2\% |
| 504 Refinance | \$5,595,000 | 3\% | \$7,203,000 | 4\% | \$2,607,000 | 1\% | \$5,768,000 | 3\% | \$19,819,000 | 3\% | \$15,881,000 | 6\% |
| \$150K and Under | \$2,102,000 | 1\% | \$2,448,000 | 1\% | \$2,207,000 | 1\% | \$1,775,000 | 1\% | \$4,313,000 | 1\% | \$1,324,000 | 1\% |
| >\$150K - \$350K | \$16,830,000 | 9\% | \$13,513,000 | 7\% | \$16,901,000 | 8\% | \$19,538,000 | 11\% | \$45,737,000 | 6\% | \$12,200,000 | 5\% |
| >\$350K - \$2M | \$89,449,000 | 49\% | \$113,440,000 | 63\% | \$125,216,000 | 57\% | \$99,871,000 | 58\% | \$408,597,000 | 53\% | \$116,935,000 | 47\% |
| >\$2M | \$72,917,000 | 40\% | \$51,479,000 | 28\% | \$73,983,000 | 34\% | \$50,790,000 | 30\% | \$312,865,000 | 41\% | \$115,915,000 | 47\% |

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504 Approval Count

| Portfolio Segment | FY18 Count | $\begin{gathered} \text { FY18 } \\ \% \\ \hline \end{gathered}$ | FY19 Count | $\begin{gathered} \text { FY19 } \\ \% \end{gathered}$ | FY20 Count | $\begin{gathered} \text { FY20 } \\ \% \end{gathered}$ | FY21 Count | $\begin{gathered} \text { FY21 } \\ \% \end{gathered}$ | FY22 Count | $\begin{gathered} \text { FY22 } \\ \% \end{gathered}$ | FY23 Count | $\begin{gathered} \text { FY23 } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | 207 |  | 218 |  | 272 |  | 225 |  | 799 |  | 215 |  |
| All Minority | 44 | 21\% | 37 | 17\% | 58 | 21\% | 51 | 23\% | 182 | 23\% | 56 | 26\% |
| Ethnicity - AMERICAN INDIAN | - | 0\% | - | 0\% | - | 0\% | 1 | 0\% | 4 | 1\% | 1 | 0\% |
| Ethnicity - ASIAN OR PACIFIC | 24 | 12\% | 16 | 7\% | 24 | 9\% | 20 | 9\% | 91 | 11\% | 25 | 12\% |
| Ethnicity - BLACK | 2 | 1\% | 4 | 2\% | 8 | 3\% | 7 | 3\% | 22 | 3\% | 6 | 3\% |
| Ethnicity - HISPANIC | 18 | 9\% | 17 | 8\% | 26 | 10\% | 23 | 10\% | 65 | 8\% | 24 | 11\% |
| Ethnicity - MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Ethnicity - UNDETERMINED | 40 | 19\% | 62 | 28\% | 90 | 33\% | 49 | 22\% | 121 | 15\% | 44 | 20\% |
| Ethnicity - WHITE | 123 | 59\% | 119 | 55\% | 124 | 46\% | 125 | 56\% | 496 | 62\% | 115 | 53\% |
| Gender - Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Gender - Female Owned 50\% or less | 55 | 27\% | 55 | 25\% | 67 | 25\% | 48 | 21\% | 181 | 23\% | 49 | 23\% |
| Gender - Female Owned more than 50\% | 19 | 9\% | 25 | 11\% | 34 | 13\% | 24 | 11\% | 90 | 11\% | 29 | 13\% |
| Gender - Male Owned | 133 | 64\% | 138 | 63\% | 171 | 63\% | 153 | 68\% | 528 | 66\% | 137 | 64\% |
| Business Age - Existing or more than 2 years old | - | 0\% | 179 | 82\% | 227 | 83\% | 191 | 85\% | 675 | 84\% | 169 | 79\% |
| Business Age - New Business or 2 years or less | - | 0\% | - | 0\% | 1 | 0\% | 5 | 2\% | 12 | 2\% | 8 | 4\% |
| Business Age - Startup, Loan Funds will Open Business | - | 0\% | 25 | 11\% | 39 | 14\% | 25 | 11\% | 98 | 12\% | 24 | 11\% |
| Business Age - Change of Ownership | - | 0\% | - | 0\% | 4 | 1\% | 4 | 2\% | 14 | 2\% | 14 | 7\% |
| Veteran | 5 | 2\% | 3 | 1\% | 14 | 5\% | 6 | 3\% | 19 | 2\% | 4 | 2\% |
| Rural | 43 | 21\% | 39 | 18\% | 51 | 19\% | 41 | 18\% | 155 | 19\% | 33 | 15\% |
| Urban | 164 | 79\% | 179 | 82\% | 221 | 81\% | 184 | 82\% | 644 | 81\% | 182 | 85\% |
| Export | 2 | 1\% | 2 | 1\% | 5 | 2\% | 2 | 1\% | 11 | 1\% | 1 | 0\% |
| 504 Refinance | 11 | 5\% | 5 | 2\% | 5 | 2\% | 10 | 4\% | 19 | 2\% | 11 | 5\% |
| \$150K and Under | 17 | 8\% | 22 | 10\% | 19 | 7\% | 15 | 7\% | 36 | 5\% | 11 | 5\% |
| >\$150K - \$350K | 65 | 31\% | 53 | 24\% | 68 | 25\% | 77 | 34\% | 185 | 23\% | 45 | 21\% |
| >\$350K - \$2M | 103 | 50\% | 125 | 57\% | 163 | 60\% | 117 | 52\% | 476 | 60\% | 124 | 58\% |
| >\$2M | 22 | 11\% | 18 | 8\% | 22 | 8\% | 16 | 7\% | 102 | 13\% | 35 | 16\% |

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Community Advantage Approval Amount

| Portfolio Segment | FY18 Amount | $\begin{gathered} \text { FY18 } \\ \% \end{gathered}$ | FY19 Amount | $\begin{gathered} \text { FY19 } \\ \% \end{gathered}$ | FY20 Amount | $\begin{gathered} \text { FY20 } \\ \% \end{gathered}$ | FY21 Amount | $\begin{gathered} \text { FY21 } \\ \% \end{gathered}$ | FY22 Amount | $\begin{gathered} \text { FY22 } \\ \% \\ \hline \end{gathered}$ | FY23 Amount | $\begin{gathered} \text { FY23 } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Community Advantage | \$5,353,700 |  | \$5,631,400 |  | \$3,642,700 |  | \$2,433,100 |  | \$3,054,600 |  | \$3,986,000 |  |
| All Minority | \$2,339,300 | 44\% | \$2,276,600 | 40\% | \$1,238,700 | 34\% | \$654,700 | 27\% | \$1,060,000 | 35\% | \$1,610,500 | 40\% |
| Ethnicity - AMERICAN INDIAN | \$0 | 0\% | \$250,000 | 4\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% |
| Ethnicity - ASIAN OR PACIFIC | \$917,500 | 17\% | \$515,000 | 9\% | \$573,000 | 16\% | \$90,000 | 4\% | \$175,000 | 6\% | \$150,000 | 4\% |
| Ethnicity - BLACK | \$513,800 | 10\% | \$745,000 | 13\% | \$229,300 | 6\% | \$402,000 | 17\% | \$420,000 | 14\% | \$603,500 | 15\% |
| Ethnicity - HISPANIC | \$908,000 | 17\% | \$766,600 | 14\% | \$436,400 | 12\% | \$162,700 | 7\% | \$465,000 | 15\% | \$857,000 | 22\% |
| Ethnicity - MULTI-GROUP | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% |
| Ethnicity - UNDETERMINED | \$296,000 | 6\% | \$550,000 | 10\% | \$770,300 | 21\% | \$457,200 | 19\% | \$313,000 | 10\% | \$687,000 | 17\% |
| Ethnicity - WHITE | \$2,718,400 | 51\% | \$2,804,800 | 50\% | \$1,633,700 | 45\% | \$1,321,200 | 54\% | \$1,681,600 | 55\% | \$1,688,500 | 42\% |
| Gender - Not Reported | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% |
| Gender - Female Owned 50\% or less | \$780,500 | 15\% | \$1,311,000 | 23\% | \$1,089,400 | 30\% | \$619,900 | 25\% | \$235,000 | 8\% | \$1,078,000 | 27\% |
| Gender - Female Owned more than 50\% | \$1,353,400 | 25\% | \$1,891,500 | 34\% | \$891,500 | 24\% | \$444,700 | 18\% | \$1,353,000 | 44\% | \$1,278,000 | 32\% |
| Gender - Male Owned | \$3,219,800 | 60\% | \$2,428,900 | 43\% | \$1,661,800 | 46\% | \$1,368,500 | 56\% | \$1,466,600 | 48\% | \$1,630,000 | 41\% |
| Business Age - Existing or more than 2 years old | \$0 | 0\% | \$1,732,600 | 31\% | \$1,763,500 | 48\% | \$552,000 | 23\% | \$693,900 | 23\% | \$829,000 | 21\% |
| Business Age - New Business or 2 years or less | \$0 | 0\% | \$0 | 0\% | \$0 | 0\% | \$322,700 | 13\% | \$500,000 | 16\% | \$132,000 | 3\% |
| Business Age - Startup, Loan <br> Funds will Open Business | \$0 | 0\% | \$1,970,500 | 35\% | \$1,231,700 | 34\% | \$1,202,700 | 49\% | \$1,260,700 | 41\% | \$2,864,000 | 72\% |
| Business Age - Change of Ownership | \$0 | 0\% | \$709,800 | 13\% | \$260,500 | 7\% | \$355,700 | 15\% | \$600,000 | 20\% | \$161,000 | 4\% |
| Veteran | \$836,500 | 16\% | \$440,000 | 8\% | \$456,300 | 13\% | \$0 | 0\% | \$560,000 | 18\% | \$489,500 | 12\% |
| Rural | \$544,300 | 10\% | \$461,800 | 8\% | \$203,500 | 6\% | \$678,500 | 28\% | \$860,000 | 28\% | \$327,000 | 8\% |
| Urban | \$4,809,400 | 90\% | \$5,169,600 | 92\% | \$3,439,200 | 94\% | \$1,754,600 | 72\% | \$2,194,600 | 72\% | \$3,659,000 | 92\% |
| \$150K and Under | \$2,368,700 | 44\% | \$2,326,400 | 41\% | \$1,690,900 | 46\% | \$1,161,200 | 48\% | \$1,356,900 | 44\% | \$1,318,500 | 33\% |
| >\$150K - \$350K | \$2,985,000 | 56\% | \$3,305,000 | 59\% | \$1,951,800 | 54\% | \$1,271,900 | 52\% | \$1,697,700 | 56\% | \$2,667,500 | 67\% |

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Community Advantage Approval Count

| Portfolio Segment | FY18 Count | $\begin{gathered} \text { FY18 } \\ \% \end{gathered}$ | FY19 Count | $\begin{gathered} \text { FY19 } \\ \% \end{gathered}$ | FY20 Count | $\begin{gathered} \text { FY20 } \\ \% \end{gathered}$ | FY21 Count | $\begin{gathered} \text { FY21 } \\ \% \end{gathered}$ | FY22 Count | $\begin{gathered} \text { FY22 } \\ \% \end{gathered}$ | FY23 Count | $\begin{gathered} \text { FY23 } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Community Advantage | 36 |  | 40 |  | 28 |  | 16 |  | 24 |  | 26 |  |
| All Minority | 14 | 39\% | 17 | 43\% | 9 | 32\% | 4 | 25\% | 9 | 38\% | 12 | 46\% |
| Ethnicity - AMERICAN INDIAN | - | 0\% | 1 | 3\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Ethnicity - ASIAN OR PACIFIC | 6 | 17\% | 5 | 13\% | 3 | 11\% | 1 | 6\% | 1 | 4\% | 1 | 4\% |
| Ethnicity - BLACK | 3 | 8\% | 5 | 13\% | 3 | 11\% | 2 | 13\% | 4 | 17\% | 6 | 23\% |
| Ethnicity - HISPANIC | 5 | 14\% | 6 | 15\% | 3 | 11\% | 1 | 6\% | 4 | 17\% | 5 | 19\% |
| Ethnicity - MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Ethnicity - UNDETERMINED | 2 | 6\% | 3 | 8\% | 7 | 25\% | 2 | 13\% | 2 | 8\% | 4 | 15\% |
| Ethnicity - WHITE | 20 | 56\% | 20 | 50\% | 12 | 43\% | 10 | 63\% | 13 | 54\% | 10 | 38\% |
| Gender - Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Gender - Female Owned 50\% or less | 7 | 19\% | 8 | 20\% | - | 0\% | 3 | 19\% | 1 | 4\% | 5 | 19\% |
| Gender - Female Owned more than 50\% | 8 | 22\% | 14 | 35\% | - | 0\% | 3 | 19\% | 11 | 46\% | 8 | 31\% |
| Gender - Male Owned | 21 | 58\% | 18 | 45\% | - | 0\% | 10 | 63\% | 12 | 50\% | 13 | 50\% |
| Business Age - Existing or more than 2 years old | - | 0\% | 11 | 28\% | 13 | 46\% | 3 | 19\% | 6 | 25\% | 5 | 19\% |
| Business Age - New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | 3 | 19\% | 3 | 13\% | 1 | 4\% |
| Business Age - Startup, Loan Funds will Open Business | - | 0\% | 15 | 38\% | 10 | 36\% | 7 | 44\% | 10 | 42\% | 18 | 69\% |
| Business Age - Change of Ownership | - | 0\% | 5 | 13\% | 2 | 7\% | 3 | 19\% | 5 | 21\% | 2 | 8\% |
| Veteran | 5 | 0\% | 4 | 10\% | 3 | 11\% | - | 0\% | 3 | 13\% | 4 | 15\% |
| Rural | 3 | 8\% | 4 | 10\% | 1 | 4\% | 5 | 31\% | 6 | 25\% | 2 | 8\% |
| Urban | 33 | 92\% | 36 | 90\% | 27 | 96\% | 11 | 69\% | 18 | 75\% | 24 | 92\% |
| \$150K and Under | 23 | 64\% | 25 | 63\% | 19 | 68\% | 10 | 63\% | 16 | 67\% | 15 | 58\% |
| >\$150K - \$350K | 13 | 36\% | 15 | 38\% | 9 | 32\% | 6 | 38\% | 8 | 33\% | 11 | 42\% |

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