

	2013			2014			2015			2016			2017			2018		
All 7(A)	\$	2,201,871,700		\$	1,900,760,600		\$	2,864,008,300		\$	2,996,143,100		\$	3,136,599,400		\$	3,479,333,500	
Ethnicity																		
All Minority	\$	562,133,300	26%	\$	594,894,400	31%	\$	837,277,200	29%	\$	894,472,800	30%	\$	1,011,299,200	32%	\$	1,080,488,100	31%
AMERICAN INDIAN	\$	6,798,300	0%	\$	8,209,900	0%	\$	20,532,200	1%	\$	7,680,100	0%	\$	11,481,900	0%	\$	18,670,900	1%
ASIAN OR PACIFI	\$	416,212,900	19%	\$	451,687,800	24%	\$	583,036,900	20%	\$	674,275,100	23%	\$	744,042,900	24%	\$	776,616,200	22%
BLACK	\$	39,267,300	2%	\$	41,324,600	2%	\$	56,116,100	2%	\$	54,337,500	2%	\$	77,464,100	2%	\$	90,096,000	3%
HISPANIC	\$	99,854,800	5%	\$	93,672,100	5%	\$	177,592,000	6%	\$	158,180,100	5%	\$	178,310,300	6%	\$	195,105,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	221,068,300	10%	\$	299,525,000	16%	\$	417,841,400	15%	\$	410,918,500	14%	\$	460,878,700	15%	\$	534,061,300	15%
WHITE	\$	1,418,670,100	64%	\$	1,006,341,200	53%	\$	1,608,889,700	56%	\$	1,690,751,800	56%	\$	1,664,421,500	53%	\$	1,864,784,100	54%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	352,152,100	16%	\$	304,733,600	16%	\$	463,488,000	16%	\$	470,832,200	16%	\$	435,299,000	14%	\$	518,335,400	15%
Female Owned more than 50%	\$	274,244,000	12%	\$	251,036,900	13%	\$	337,156,200	12%	\$	444,812,700	15%	\$	459,718,800	15%	\$	498,534,900	14%
Male Owned	\$	1,575,475,600	72%	\$	1,344,990,100	71%	\$	2,063,364,100	72%	\$	2,080,498,200	69%	\$	2,241,581,600	71%	\$	2,462,463,200	71%
Veteran	\$	87,608,400	4%	\$	74,124,100	4%	\$	120,311,500	4%	\$	129,079,700	4%	\$	115,210,200	4%	\$	123,909,600	4%
EXISTING BUSINESS	\$	1,646,080,600	75%	\$	1,371,301,200	72%	\$	1,897,989,400	66%	\$	1,919,101,300	64%	\$	1,999,192,700	64%	\$	2,141,156,500	62%
NEW BUSINESS	\$	552,698,100	25%	\$	524,704,900	28%	\$	955,497,400	33%	\$	1,065,164,100	36%	\$	1,129,325,600	36%	\$	1,331,993,400	38%
Rural	\$	308,880,900	14%	\$	276,617,100	15%	\$	529,632,100	18%	\$	500,772,900	17%	\$	473,337,700	15%	\$	429,710,200	12%
Urban	\$	1,892,990,800	86%	\$	1,624,143,500	85%	\$	2,334,376,200	82%	\$	2,495,370,200	83%	\$	2,663,261,700	85%	\$	3,049,623,300	88%
Export	\$	130,410,500	6%	\$	132,012,500	7%	\$	154,696,600	5%	\$	202,112,200	7%	\$	160,405,300	5%	\$	141,797,400	4%
CAPLine	\$	71,481,900	3%	\$	34,644,000	2%	\$	75,948,600	3%	\$	50,060,300	2%	\$	26,493,800	1%	\$	31,812,900	1%
PLP	\$	1,146,119,100	52%	\$	1,143,055,400	60%	\$	1,705,417,700	60%	\$	1,833,019,000	61%	\$	1,993,798,400	64%	\$	2,493,937,200	72%
Express	\$	227,381,600	10%	\$	188,275,500	10%	\$	296,226,000	10%	\$	300,476,500	10%	\$	270,186,000	9%	\$	303,901,100	9%
\$150K and Under	\$	198,398,100	9%	\$	191,053,600	10%	\$	306,543,400	11%	\$	309,973,600	10%	\$	281,025,000	9%	\$	310,177,700	9%
>\$150K - \$350K	\$	295,773,900	13%	\$	215,487,700	11%	\$	340,106,200	12%	\$	359,381,800	12%	\$	350,584,400	11%	\$	390,388,400	11%
>\$350K - \$2M	\$	1,149,383,800	52%	\$	944,263,900	50%	\$	1,344,586,700	47%	\$	1,482,022,400	49%	\$	1,450,284,300	46%	\$	1,522,746,900	44%
>\$2M	\$	558,315,900	25%	\$	549,955,400	29%	\$	872,772,000	30%	\$	844,765,300	28%	\$	1,054,705,700	34%	\$	1,256,020,500	36%

All Activity illustrated above is as of 11/24 for each FY listed.

	2013		2014		2015		2016		2017		2018	
<b>All 7(A)</b>	<b>6,172</b>		<b>5,487</b>		<b>8,216</b>		<b>8,849</b>		<b>7,987</b>		<b>8,846</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>1,413</b>	<b>23%</b>	<b>1,364</b>	<b>25%</b>	<b>2,041</b>	<b>25%</b>	<b>2,419</b>	<b>27%</b>	<b>2,140</b>	<b>27%</b>	<b>2,368</b>	<b>27%</b>
AMERICAN INDIAN	48	1%	45	1%	60	1%	53	1%	47	1%	62	1%
ASIAN OR PACIFI	762	12%	746	14%	1,058	13%	1,235	14%	1,092	14%	1,172	13%
BLACK	142	2%	150	3%	249	3%	361	4%	334	4%	401	5%
HISPANIC	461	7%	423	8%	674	8%	770	9%	667	8%	733	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	580	9%	705	13%	1,191	14%	1,040	12%	999	13%	1,209	14%
WHITE	4,179	68%	3,418	62%	4,984	61%	5,390	61%	4,848	61%	5,269	60%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	991	16%	847	15%	1,246	15%	1,238	14%	1,069	13%	1,163	13%
Female Owned more than 50%	1,017	16%	936	17%	1,427	17%	1,661	19%	1,483	19%	1,584	18%
Male Owned	4,164	67%	3,704	68%	5,543	67%	5,950	67%	5,435	68%	6,099	69%
<b>Veteran</b>	<b>328</b>	<b>5%</b>	<b>277</b>	<b>5%</b>	<b>347</b>	<b>4%</b>	<b>404</b>	<b>5%</b>	<b>399</b>	<b>5%</b>	<b>417</b>	<b>5%</b>
<b>EXISTING BUSINESS</b>	<b>4,260</b>	<b>69%</b>	<b>3,807</b>	<b>69%</b>	<b>5,544</b>	<b>67%</b>	<b>5,382</b>	<b>61%</b>	<b>4,932</b>	<b>62%</b>	<b>5,517</b>	<b>62%</b>
<b>NEW BUSINESS</b>	<b>1,909</b>	<b>31%</b>	<b>1,673</b>	<b>30%</b>	<b>2,654</b>	<b>32%</b>	<b>3,453</b>	<b>39%</b>	<b>3,040</b>	<b>38%</b>	<b>3,318</b>	<b>38%</b>
<b>Rural</b>	<b>741</b>	<b>12%</b>	<b>853</b>	<b>16%</b>	<b>1,286</b>	<b>16%</b>	<b>1,499</b>	<b>17%</b>	<b>1,219</b>	<b>15%</b>	<b>1,213</b>	<b>14%</b>
<b>Urban</b>	<b>5,431</b>	<b>88%</b>	<b>4,634</b>	<b>84%</b>	<b>6,930</b>	<b>84%</b>	<b>7,350</b>	<b>83%</b>	<b>6,768</b>	<b>85%</b>	<b>7,633</b>	<b>86%</b>
<b>Export</b>	<b>138</b>	<b>2%</b>	<b>169</b>	<b>3%</b>	<b>210</b>	<b>3%</b>	<b>249</b>	<b>3%</b>	<b>168</b>	<b>2%</b>	<b>103</b>	<b>1%</b>
<b>CAPLine</b>	<b>104</b>	<b>2%</b>	<b>56</b>	<b>1%</b>	<b>101</b>	<b>1%</b>	<b>74</b>	<b>1%</b>	<b>52</b>	<b>1%</b>	<b>30</b>	<b>0%</b>
<b>PLP</b>	<b>1,624</b>	<b>26%</b>	<b>1,384</b>	<b>25%</b>	<b>1,924</b>	<b>23%</b>	<b>2,170</b>	<b>25%</b>	<b>2,201</b>	<b>28%</b>	<b>3,615</b>	<b>41%</b>
<b>Express</b>	<b>3,002</b>	<b>49%</b>	<b>2,858</b>	<b>52%</b>	<b>4,318</b>	<b>53%</b>	<b>4,765</b>	<b>54%</b>	<b>3,909</b>	<b>49%</b>	<b>4,407</b>	<b>50%</b>
<b>\$150K and Under</b>	<b>3,464</b>	<b>56%</b>	<b>3,356</b>	<b>61%</b>	<b>5,036</b>	<b>61%</b>	<b>5,511</b>	<b>62%</b>	<b>4,618</b>	<b>58%</b>	<b>5,181</b>	<b>59%</b>
<b>&gt;\$150K - \$350K</b>	<b>1,168</b>	<b>19%</b>	<b>852</b>	<b>16%</b>	<b>1,312</b>	<b>16%</b>	<b>1,366</b>	<b>15%</b>	<b>1,324</b>	<b>17%</b>	<b>1,493</b>	<b>17%</b>
<b>&gt;\$350K - \$2M</b>	<b>1,357</b>	<b>22%</b>	<b>1,103</b>	<b>20%</b>	<b>1,586</b>	<b>19%</b>	<b>1,698</b>	<b>19%</b>	<b>1,707</b>	<b>21%</b>	<b>1,779</b>	<b>20%</b>
<b>&gt;\$2M</b>	<b>183</b>	<b>3%</b>	<b>176</b>	<b>3%</b>	<b>282</b>	<b>3%</b>	<b>274</b>	<b>3%</b>	<b>338</b>	<b>4%</b>	<b>393</b>	<b>4%</b>

All Activity illustrated above is as of 11/24 for each FY listed.

	2013			2014			2015			2016			2017			2018		
All 504	\$	792,154,000		\$	499,245,000		\$	639,290,000		\$	759,345,000		\$	652,662,000		\$	741,396,000	
Ethnicity																		
All Minority	\$	176,782,000	22%	\$	111,674,000	22%	\$	183,274,000	29%	\$	250,161,000	33%	\$	191,300,000	29%	\$	207,876,000	28%
AMERICAN INDIAN	\$	670,000	0%	\$	1,150,000	0%	\$	192,000	0%	\$	2,504,000	0%	\$	129,000	0%	\$	255,000	0%
ASIAN OR PACIFI	\$	129,542,000	16%	\$	79,767,000	16%	\$	112,634,000	18%	\$	176,846,000	23%	\$	139,507,000	21%	\$	156,107,000	21%
BLACK	\$	12,388,000	2%	\$	7,045,000	1%	\$	7,700,000	1%	\$	17,035,000	2%	\$	12,745,000	2%	\$	6,134,000	1%
HISPANIC	\$	34,182,000	4%	\$	23,712,000	5%	\$	62,748,000	10%	\$	53,776,000	7%	\$	38,919,000	6%	\$	45,380,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	63,441,000	8%	\$	34,897,000	7%	\$	56,874,000	9%	\$	60,024,000	8%	\$	66,659,000	10%	\$	115,635,000	16%
WHITE	\$	551,931,000	70%	\$	352,674,000	71%	\$	399,142,000	62%	\$	449,160,000	59%	\$	394,703,000	60%	\$	417,885,000	56%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	3,042,000	0%	\$	-	0%	\$	1,827,000	0%	\$	2,641,000	0%	\$	32,171,000	5%	\$	164,734,000	22%
Female Owned more than 50%	\$	89,939,000	11%	\$	47,459,000	10%	\$	84,538,000	13%	\$	89,647,000	12%	\$	79,720,000	12%	\$	70,283,000	9%
Male Owned	\$	699,173,000	88%	\$	451,786,000	90%	\$	552,925,000	86%	\$	667,057,000	88%	\$	540,771,000	83%	\$	506,379,000	68%
Veteran	\$	33,073,000	4%	\$	26,304,000	5%	\$	26,887,000	4%	\$	24,316,000	3%	\$	19,741,000	3%	\$	12,942,000	2%
EXISTING BUSINESS	\$	670,432,000	85%	\$	429,132,000	86%	\$	531,985,000	83%	\$	600,476,000	79%	\$	548,864,000	84%	\$	546,494,000	74%
NEW BUSINESS	\$	121,722,000	15%	\$	70,113,000	14%	\$	107,305,000	17%	\$	158,869,000	21%	\$	103,798,000	16%	\$	189,066,000	26%
Rural	\$	172,133,000	22%	\$	115,448,000	23%	\$	144,250,000	23%	\$	175,497,000	23%	\$	136,343,000	21%	\$	167,256,000	23%
Urban	\$	620,021,000	78%	\$	383,797,000	77%	\$	495,040,000	77%	\$	583,848,000	77%	\$	516,319,000	79%	\$	574,140,000	77%
Export	\$	37,346,000	5%	\$	36,984,000	7%	\$	33,196,000	5%	\$	27,847,000	4%	\$	17,312,000	3%	\$	9,005,000	1%
\$150K and Under	\$	15,476,000	2%	\$	10,023,000	2%	\$	9,034,000	1%	\$	9,683,000	1%	\$	9,971,000	2%	\$	7,981,000	1%
>\$150K - \$350K	\$	87,226,000	11%	\$	58,435,000	12%	\$	63,141,000	10%	\$	60,727,000	8%	\$	55,270,000	8%	\$	60,376,000	8%
>\$350K - \$2M	\$	474,419,000	60%	\$	300,596,000	60%	\$	388,234,000	61%	\$	403,687,000	53%	\$	405,712,000	62%	\$	430,599,000	58%
>\$2M	\$	215,033,000	27%	\$	130,191,000	26%	\$	178,881,000	28%	\$	285,248,000	38%	\$	181,709,000	28%	\$	242,440,000	33%

All Activity illustrated above is as of 11/24 for each FY listed.

	2013		2014		2015		2016		2017		2018	
<b>All 504</b>	<b>1,191</b>		<b>763</b>		<b>881</b>		<b>904</b>		<b>852</b>		<b>887</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>242</b>	<b>20%</b>	<b>147</b>	<b>19%</b>	<b>219</b>	<b>25%</b>	<b>201</b>	<b>22%</b>	<b>204</b>	<b>24%</b>	<b>206</b>	<b>23%</b>
AMERICAN INDIAN	1	0%	1	0%	1	0%	1	0%	1	0%	1	0%
ASIAN OR PACIFI	144	12%	67	9%	113	13%	112	12%	121	14%	119	13%
BLACK	26	2%	17	2%	15	2%	18	2%	17	2%	15	2%
HISPANIC	71	6%	62	8%	90	10%	70	8%	65	8%	71	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	74	6%	59	8%	60	7%	77	9%	70	8%	120	14%
WHITE	875	73%	557	73%	602	68%	626	69%	578	68%	561	63%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	4	0%	-	0%	4	0%	4	0%	58	7%	213	24%
Female Owned more than 50%	180	15%	100	13%	130	15%	139	15%	133	16%	110	12%
Male Owned	1,007	85%	663	87%	747	85%	761	84%	661	78%	564	64%
<b>Veteran</b>	<b>63</b>	<b>5%</b>	<b>43</b>	<b>6%</b>	<b>38</b>	<b>4%</b>	<b>45</b>	<b>5%</b>	<b>34</b>	<b>4%</b>	<b>26</b>	<b>3%</b>
<b>EXISTING BUSINESS</b>	<b>1,055</b>	<b>89%</b>	<b>667</b>	<b>87%</b>	<b>741</b>	<b>84%</b>	<b>777</b>	<b>86%</b>	<b>738</b>	<b>87%</b>	<b>700</b>	<b>79%</b>
<b>NEW BUSINESS</b>	<b>136</b>	<b>11%</b>	<b>96</b>	<b>13%</b>	<b>140</b>	<b>16%</b>	<b>127</b>	<b>14%</b>	<b>114</b>	<b>13%</b>	<b>185</b>	<b>21%</b>
<b>Rural</b>	<b>290</b>	<b>24%</b>	<b>210</b>	<b>28%</b>	<b>227</b>	<b>26%</b>	<b>239</b>	<b>26%</b>	<b>213</b>	<b>25%</b>	<b>246</b>	<b>28%</b>
<b>Urban</b>	<b>901</b>	<b>76%</b>	<b>553</b>	<b>72%</b>	<b>654</b>	<b>74%</b>	<b>665</b>	<b>74%</b>	<b>639</b>	<b>75%</b>	<b>641</b>	<b>72%</b>
<b>Export</b>	<b>38</b>	<b>3%</b>	<b>37</b>	<b>5%</b>	<b>34</b>	<b>4%</b>	<b>32</b>	<b>4%</b>	<b>13</b>	<b>2%</b>	<b>9</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>142</b>	<b>12%</b>	<b>91</b>	<b>12%</b>	<b>82</b>	<b>9%</b>	<b>88</b>	<b>10%</b>	<b>89</b>	<b>10%</b>	<b>67</b>	<b>8%</b>
<b>&gt;\$150K - \$350K</b>	<b>357</b>	<b>30%</b>	<b>248</b>	<b>33%</b>	<b>260</b>	<b>30%</b>	<b>246</b>	<b>27%</b>	<b>218</b>	<b>26%</b>	<b>241</b>	<b>27%</b>
<b>&gt;\$350K - \$2M</b>	<b>623</b>	<b>52%</b>	<b>382</b>	<b>50%</b>	<b>483</b>	<b>55%</b>	<b>480</b>	<b>53%</b>	<b>485</b>	<b>57%</b>	<b>505</b>	<b>57%</b>
<b>&gt;\$2M</b>	<b>69</b>	<b>6%</b>	<b>42</b>	<b>6%</b>	<b>56</b>	<b>6%</b>	<b>90</b>	<b>10%</b>	<b>60</b>	<b>7%</b>	<b>74</b>	<b>8%</b>

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