

	2012			2013			2014			2015			2016			2017		
All 7(A)	\$	4,492,595,000		\$	5,407,068,400		\$	5,243,770,400		\$	6,678,828,300		\$	7,134,742,800		\$	7,995,262,500	
Ethnicity																		
All Minority	\$	1,136,306,000	25%	\$	1,445,817,600	27%	\$	1,519,373,200	29%	\$	1,914,371,000	29%	\$	2,097,603,200	29%	\$	2,555,522,900	32%
AMERICAN INDIAN	\$	22,675,200	1%	\$	26,744,800	0%	\$	22,303,000	0%	\$	37,985,700	1%	\$	23,845,400	0%	\$	50,380,300	1%
ASIAN OR PACIFI	\$	833,010,400	19%	\$	1,072,011,600	20%	\$	1,146,149,400	22%	\$	1,372,514,100	21%	\$	1,543,890,800	22%	\$	1,849,544,900	23%
BLACK	\$	73,855,600	2%	\$	92,271,800	2%	\$	108,658,300	2%	\$	120,527,100	2%	\$	144,717,400	2%	\$	185,259,600	2%
HISPANIC	\$	206,764,800	5%	\$	254,789,400	5%	\$	242,262,500	5%	\$	383,344,100	6%	\$	385,149,600	5%	\$	470,338,100	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	434,121,600	10%	\$	622,077,000	12%	\$	819,943,100	16%	\$	907,424,400	14%	\$	973,751,400	14%	\$	1,163,269,300	15%
WHITE	\$	2,922,167,400	65%	\$	3,339,173,800	62%	\$	2,904,454,100	55%	\$	3,857,032,900	58%	\$	4,063,388,200	57%	\$	4,276,470,300	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	753,768,100	17%	\$	851,928,000	16%	\$	858,811,400	16%	\$	1,059,627,400	16%	\$	1,119,414,900	16%	\$	1,220,946,600	15%
Female Owned more than 50%	\$	575,251,100	13%	\$	675,380,200	12%	\$	642,464,300	12%	\$	859,678,400	13%	\$	1,039,576,000	15%	\$	1,167,629,200	15%
Male Owned	\$	3,163,575,800	70%	\$	3,879,760,200	72%	\$	3,742,494,700	71%	\$	4,759,522,500	71%	\$	4,975,751,900	70%	\$	5,606,686,700	70%
Veteran	\$	186,801,700	4%	\$	192,717,700	4%	\$	182,286,100	3%	\$	322,611,100	5%	\$	372,710,400	5%	\$	297,244,600	4%
EXISTING BUSINESS	\$	3,275,615,000	73%	\$	4,017,704,300	74%	\$	3,766,081,500	72%	\$	4,482,686,100	67%	\$	4,560,787,600	64%	\$	5,140,622,200	64%
NEW BUSINESS	\$	1,208,826,300	27%	\$	1,380,993,100	26%	\$	1,459,779,000	28%	\$	2,179,024,700	33%	\$	2,551,090,200	36%	\$	2,835,304,600	35%
Rural	\$	759,135,000	17%	\$	772,530,500	14%	\$	860,940,500	16%	\$	1,122,463,500	17%	\$	1,106,693,400	16%	\$	1,140,033,200	14%
Urban	\$	3,733,460,000	83%	\$	4,634,537,900	86%	\$	4,382,829,900	84%	\$	5,556,364,800	83%	\$	6,028,049,400	84%	\$	6,855,229,300	86%
Export	\$	148,364,400	3%	\$	285,670,400	5%	\$	354,077,700	7%	\$	420,647,000	6%	\$	432,141,000	6%	\$	1,104,873,000	14%
CAPLine	\$	80,881,700	2%	\$	174,318,300	3%	\$	116,602,200	2%	\$	154,053,500	2%	\$	100,258,900	1%	\$	77,928,800	1%
PLP	\$	2,314,460,400	52%	\$	2,958,372,300	55%	\$	3,119,957,900	59%	\$	4,119,278,100	62%	\$	4,570,613,900	64%	\$	5,436,473,200	68%
Express	\$	546,416,300	12%	\$	528,670,600	10%	\$	496,700,500	9%	\$	648,922,000	10%	\$	664,843,900	9%	\$	624,080,100	8%
\$150K and Under	\$	454,747,400	10%	\$	443,970,600	8%	\$	495,988,100	9%	\$	678,620,500	10%	\$	689,668,500	10%	\$	661,734,200	8%
>\$150K - \$350K	\$	622,611,200	14%	\$	691,071,300	13%	\$	618,343,900	12%	\$	765,632,500	11%	\$	817,462,200	11%	\$	862,734,000	11%
>\$350K - \$2M	\$	2,315,828,900	52%	\$	2,895,970,800	54%	\$	2,652,915,500	51%	\$	3,169,299,100	47%	\$	3,457,654,400	48%	\$	3,644,746,100	46%
>\$2M	\$	1,099,407,500	24%	\$	1,376,055,700	25%	\$	1,476,522,900	28%	\$	2,065,276,200	31%	\$	2,169,957,700	30%	\$	2,826,048,200	35%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	13,901		14,346		14,285		18,477		19,689		18,856	
Ethnicity												
All Minority	3,029	22%	3,264	23%	3,468	24%	4,425	24%	5,154	26%	4,908	26%
AMERICAN INDIAN	113	1%	123	1%	116	1%	131	1%	115	1%	137	1%
ASIAN OR PACIFI	1,575	11%	1,778	12%	1,902	13%	2,370	13%	2,634	13%	2,541	13%
BLACK	387	3%	349	2%	416	3%	544	3%	718	4%	707	4%
HISPANIC	954	7%	1,014	7%	1,034	7%	1,380	7%	1,687	9%	1,523	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,253	9%	1,456	10%	1,712	12%	2,614	14%	2,398	12%	2,609	14%
WHITE	9,619	69%	9,626	67%	9,105	64%	11,438	62%	12,137	62%	11,339	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2,192	16%	2,228	16%	2,238	16%	2,705	15%	2,765	14%	2,588	14%
Female Owned more than 50%	2,311	17%	2,337	16%	2,351	16%	3,249	18%	3,647	19%	3,426	18%
Male Owned	9,398	68%	9,781	68%	9,696	68%	12,523	68%	13,277	67%	12,842	68%
Veteran	751	5%	716	5%	689	5%	853	5%	1,002	5%	965	5%
EXISTING BUSINESS	9,584	69%	9,890	69%	9,907	69%	12,406	67%	11,929	61%	11,752	62%
NEW BUSINESS	4,309	31%	4,446	31%	4,354	30%	6,032	33%	7,729	39%	7,078	38%
Rural	1,988	14%	1,710	12%	2,328	16%	2,943	16%	3,312	17%	2,883	15%
Urban	11,913	86%	12,636	88%	11,957	84%	15,534	84%	16,377	83%	15,973	85%
Export	260	2%	349	2%	463	3%	510	3%	555	3%	1,309	7%
CAPLine	105	1%	231	2%	160	1%	199	1%	144	1%	120	1%
PLP	3,702	27%	4,044	28%	3,710	26%	4,526	24%	5,196	26%	6,554	35%
Express	7,383	53%	6,830	48%	6,982	49%	9,498	51%	10,185	52%	8,666	46%
\$150K and Under	8,269	59%	7,756	54%	8,303	58%	11,127	60%	11,886	60%	10,405	55%
>\$150K - \$350K	2,496	18%	2,741	19%	2,400	17%	2,959	16%	3,099	16%	3,269	17%
>\$350K - \$2M	2,775	20%	3,397	24%	3,098	22%	3,720	20%	3,990	20%	4,283	23%
>\$2M	361	3%	452	3%	484	3%	671	4%	714	4%	899	5%

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	2012			2013			2014			2015			2016			2017		
All 504	\$	1,757,599,000		\$	1,780,782,000		\$	1,351,508,000		\$	1,349,165,000		\$	1,515,497,000		\$	1,676,310,000	
Ethnicity																		
All Minority	\$	378,610,000	22%	\$	399,725,000	22%	\$	323,497,000	24%	\$	341,005,000	25%	\$	440,873,000	29%	\$	521,939,000	31%
AMERICAN INDIAN	\$	2,288,000	0%	\$	842,000	0%	\$	1,564,000	0%	\$	2,516,000	0%	\$	4,185,000	0%	\$	760,000	0%
ASIAN OR PACIFI	\$	274,979,000	16%	\$	297,902,000	17%	\$	241,937,000	18%	\$	216,134,000	16%	\$	322,056,000	21%	\$	381,698,000	23%
BLACK	\$	20,504,000	1%	\$	30,145,000	2%	\$	17,926,000	1%	\$	18,889,000	1%	\$	15,265,000	1%	\$	37,702,000	2%
HISPANIC	\$	80,839,000	5%	\$	70,836,000	4%	\$	62,070,000	5%	\$	103,466,000	8%	\$	99,367,000	7%	\$	101,779,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	89,807,000	5%	\$	137,828,000	8%	\$	120,379,000	9%	\$	115,523,000	9%	\$	122,570,000	8%	\$	133,466,000	8%
WHITE	\$	1,289,182,000	73%	\$	1,243,229,000	70%	\$	907,632,000	67%	\$	892,637,000	66%	\$	952,054,000	63%	\$	1,020,905,000	61%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	9,219,000	1%	\$	8,280,000	0%	\$	6,170,000	0%	\$	3,769,000	0%	\$	4,700,000	0%	\$	57,391,000	3%
Female Owned more than 50%	\$	194,952,000	11%	\$	210,919,000	12%	\$	144,754,000	11%	\$	165,082,000	12%	\$	188,100,000	12%	\$	192,458,000	11%
Male Owned	\$	1,553,428,000	88%	\$	1,561,583,000	88%	\$	1,200,584,000	89%	\$	1,180,314,000	87%	\$	1,322,697,000	87%	\$	1,426,461,000	85%
Veteran	\$	97,104,000	6%	\$	66,622,000	4%	\$	56,669,000	4%	\$	50,405,000	4%	\$	51,770,000	3%	\$	50,689,000	3%
EXISTING BUSINESS	\$	1,538,019,000	88%	\$	1,515,239,000	85%	\$	1,123,158,000	83%	\$	1,129,301,000	84%	\$	1,227,679,000	81%	\$	1,445,042,000	86%
NEW BUSINESS	\$	219,580,000	12%	\$	265,543,000	15%	\$	228,350,000	17%	\$	219,864,000	16%	\$	287,818,000	19%	\$	231,268,000	14%
Rural	\$	401,761,000	23%	\$	389,608,000	22%	\$	296,613,000	22%	\$	307,995,000	23%	\$	336,583,000	22%	\$	355,310,000	21%
Urban	\$	1,355,838,000	77%	\$	1,391,174,000	78%	\$	1,054,895,000	78%	\$	1,041,170,000	77%	\$	1,178,914,000	78%	\$	1,321,000,000	79%
Export	\$	52,581,000	3%	\$	60,118,000	3%	\$	74,332,000	5%	\$	70,387,000	5%	\$	54,737,000	4%	\$	18,405,000	1%
\$150K and Under	\$	32,927,000	2%	\$	32,327,000	2%	\$	23,807,000	2%	\$	19,294,000	1%	\$	18,771,000	1%	\$	22,287,000	1%
>\$150K - \$350K	\$	201,336,000	11%	\$	203,681,000	11%	\$	134,880,000	10%	\$	136,655,000	10%	\$	127,202,000	8%	\$	139,216,000	8%
>\$350K - \$2M	\$	1,058,889,000	60%	\$	1,075,086,000	60%	\$	796,962,000	59%	\$	839,023,000	62%	\$	822,092,000	54%	\$	936,471,000	56%
>\$2M	\$	464,447,000	26%	\$	469,688,000	26%	\$	395,859,000	29%	\$	354,193,000	26%	\$	547,432,000	36%	\$	578,336,000	35%

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	2012		2013		2014		2015		2016		2017	
All 504	2,638		2,663		1,891		1,877		1,849		2,062	
Ethnicity												
All Minority	522	20%	547	21%	370	20%	397	21%	395	21%	483	23%
AMERICAN INDIAN	6	0%	2	0%	2	0%	6	0%	5	0%	2	0%
ASIAN OR PACIFI	318	12%	334	13%	212	11%	212	11%	220	12%	292	14%
BLACK	42	2%	49	2%	28	1%	30	2%	22	1%	44	2%
HISPANIC	156	6%	162	6%	128	7%	149	8%	148	8%	145	7%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	123	5%	163	6%	140	7%	134	7%	148	8%	139	7%
WHITE	1,993	76%	1,953	73%	1,381	73%	1,346	72%	1,306	71%	1,440	70%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	12	0%	11	0%	6	0%	7	0%	6	0%	99	5%
Female Owned more than 50%	364	14%	402	15%	285	15%	283	15%	298	16%	311	15%
Male Owned	2,262	86%	2,250	84%	1,600	85%	1,587	85%	1,545	84%	1,652	80%
Veteran	144	5%	130	5%	96	5%	79	4%	93	5%	79	4%
EXISTING BUSINESS	2,338	89%	2,357	89%	1,630	86%	1,605	86%	1,598	86%	1,815	88%
NEW BUSINESS	300	11%	306	11%	261	14%	272	14%	251	14%	247	12%
Rural	712	27%	659	25%	456	24%	473	25%	460	25%	531	26%
Urban	1,926	73%	2,004	75%	1,435	76%	1,404	75%	1,389	75%	1,531	74%
Export	64	2%	67	3%	76	4%	80	4%	58	3%	16	1%
\$150K and Under	302	11%	300	11%	216	11%	172	9%	175	9%	197	10%
>\$150K - \$350K	811	31%	836	31%	561	30%	555	30%	512	28%	555	27%
>\$350K - \$2M	1,371	52%	1,376	52%	993	53%	1,035	55%	990	54%	1,129	55%
>\$2M	154	6%	151	6%	121	6%	115	6%	172	9%	181	9%

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