

	2012			2013			2014			2015			2016			2017		
All 7(A)	\$	4,003,027,500		\$	4,782,267,700		\$	4,616,264,300		\$	5,901,988,100		\$	6,252,616,400		\$	6,996,650,900	
Ethnicity																		
All Minority	\$	1,035,063,400	26%	\$	1,263,684,900	26%	\$	1,361,358,600	29%	\$	1,703,175,400	29%	\$	1,834,619,900	29%	\$	2,242,674,700	32%
AMERICAN INDIAN	\$	21,491,700	1%	\$	21,931,600	0%	\$	19,648,700	0%	\$	34,766,700	1%	\$	21,413,900	0%	\$	42,738,600	1%
ASIAN OR PACIFI	\$	758,906,000	19%	\$	939,479,000	20%	\$	1,026,025,600	22%	\$	1,214,185,600	21%	\$	1,355,416,700	22%	\$	1,621,321,100	23%
BLACK	\$	63,164,300	2%	\$	81,781,600	2%	\$	101,933,800	2%	\$	107,166,900	2%	\$	120,723,100	2%	\$	157,862,500	2%
HISPANIC	\$	191,501,400	5%	\$	220,492,700	5%	\$	213,750,500	5%	\$	347,056,200	6%	\$	337,066,200	5%	\$	420,752,500	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	372,053,200	9%	\$	533,428,100	11%	\$	715,267,500	15%	\$	823,025,200	14%	\$	829,779,800	13%	\$	1,000,855,400	14%
WHITE	\$	2,595,910,900	65%	\$	2,985,154,700	62%	\$	2,539,638,200	55%	\$	3,375,787,500	57%	\$	3,588,216,700	57%	\$	3,753,120,800	54%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	674,082,700	17%	\$	740,680,600	15%	\$	747,345,300	16%	\$	962,885,100	16%	\$	984,756,400	16%	\$	1,049,637,300	15%
Female Owned more than 50%	\$	503,050,900	13%	\$	611,588,600	13%	\$	573,438,600	12%	\$	751,008,300	13%	\$	899,383,100	14%	\$	1,015,369,200	15%
Male Owned	\$	2,825,893,900	71%	\$	3,429,998,500	72%	\$	3,295,480,400	71%	\$	4,188,094,700	71%	\$	4,368,476,900	70%	\$	4,931,644,400	70%
Veteran	\$	166,372,300	4%	\$	169,428,700	4%	\$	169,482,200	4%	\$	284,388,500	5%	\$	332,957,900	5%	\$	255,931,300	4%
EXISTING BUSINESS	\$	2,927,635,900	73%	\$	3,548,783,100	74%	\$	3,329,195,500	72%	\$	3,948,338,300	67%	\$	3,997,569,700	64%	\$	4,520,920,600	65%
NEW BUSINESS	\$	1,067,237,900	27%	\$	1,225,583,600	26%	\$	1,271,881,200	28%	\$	1,937,077,000	33%	\$	2,234,438,200	36%	\$	2,464,252,200	35%
Rural	\$	672,656,800	17%	\$	668,083,500	14%	\$	740,672,000	16%	\$	990,403,600	17%	\$	993,062,800	16%	\$	987,718,800	14%
Urban	\$	3,330,370,700	83%	\$	4,114,184,200	86%	\$	3,875,592,300	84%	\$	4,911,584,500	83%	\$	5,259,553,600	84%	\$	6,008,932,100	86%
Export	\$	221,369,400	6%	\$	317,573,300	7%	\$	324,178,200	7%	\$	381,472,300	6%	\$	393,469,500	6%	\$	329,028,800	5%
CAPLine	\$	70,997,900	2%	\$	150,295,300	3%	\$	101,084,200	2%	\$	135,906,100	2%	\$	91,614,900	1%	\$	59,628,800	1%
PLP	\$	2,057,364,100	51%	\$	2,628,902,200	55%	\$	2,749,777,300	60%	\$	3,631,201,700	62%	\$	3,998,254,700	64%	\$	4,735,685,900	68%
Express	\$	482,374,000	12%	\$	472,261,100	10%	\$	424,065,000	9%	\$	560,770,100	10%	\$	583,969,000	9%	\$	547,984,900	8%
\$150K and Under	\$	400,370,500	10%	\$	396,445,700	8%	\$	431,306,400	9%	\$	589,940,100	10%	\$	605,425,900	10%	\$	572,480,800	8%
>\$150K - \$350K	\$	548,314,300	14%	\$	609,887,000	13%	\$	533,015,300	12%	\$	667,830,500	11%	\$	709,000,600	11%	\$	754,077,400	11%
>\$350K - \$2M	\$	2,043,061,700	51%	\$	2,553,127,200	53%	\$	2,340,263,200	51%	\$	2,805,500,200	48%	\$	3,049,062,800	49%	\$	3,176,615,900	45%
>\$2M	\$	1,011,281,000	25%	\$	1,222,807,800	26%	\$	1,311,679,400	28%	\$	1,838,717,300	31%	\$	1,889,127,100	30%	\$	2,493,476,800	36%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	12,268		12,760		12,477		16,146		17,294		16,468	
Ethnicity												
All Minority	2,699	22%	2,892	23%	3,052	24%	3,899	24%	4,573	26%	4,319	26%
AMERICAN INDIAN	101	1%	109	1%	95	1%	123	1%	100	1%	113	1%
ASIAN OR PACIFI	1,411	12%	1,580	12%	1,684	13%	2,083	13%	2,332	13%	2,245	14%
BLACK	334	3%	305	2%	359	3%	470	3%	638	4%	614	4%
HISPANIC	853	7%	898	7%	914	7%	1,223	8%	1,503	9%	1,347	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,083	9%	1,268	10%	1,506	12%	2,282	14%	2,049	12%	2,271	14%
WHITE	8,486	69%	8,600	67%	7,919	63%	9,965	62%	10,672	62%	9,878	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,936	16%	1,981	16%	1,937	16%	2,407	15%	2,409	14%	2,250	14%
Female Owned more than 50%	2,036	17%	2,084	16%	2,069	17%	2,848	18%	3,210	19%	2,968	18%
Male Owned	8,296	68%	8,695	68%	8,471	68%	10,891	67%	11,675	68%	11,250	68%
Veteran	666	5%	637	5%	627	5%	745	5%	864	5%	830	5%
EXISTING BUSINESS	8,491	69%	8,792	69%	8,668	69%	10,859	67%	10,463	61%	10,240	62%
NEW BUSINESS	3,769	31%	3,960	31%	3,787	30%	5,251	33%	6,804	39%	6,208	38%
Rural	1,748	14%	1,516	12%	2,009	16%	2,568	16%	2,927	17%	2,526	15%
Urban	10,520	86%	11,244	88%	10,468	84%	13,578	84%	14,367	83%	13,942	85%
Export	427	3%	413	3%	403	3%	448	3%	484	3%	322	2%
CAPLine	91	1%	199	2%	138	1%	174	1%	128	1%	103	1%
PLP	3,279	27%	3,578	28%	3,340	27%	3,965	25%	4,568	26%	5,522	34%
Express	6,530	53%	6,119	48%	6,033	48%	8,234	51%	8,971	52%	7,625	46%
\$150K and Under	7,287	59%	6,937	54%	7,231	58%	9,676	60%	10,465	61%	9,088	55%
>\$150K - \$350K	2,205	18%	2,417	19%	2,076	17%	2,578	16%	2,686	16%	2,857	17%
>\$350K - \$2M	2,448	20%	3,003	24%	2,741	22%	3,298	20%	3,521	20%	3,730	23%
>\$2M	328	3%	403	3%	429	3%	594	4%	622	4%	793	5%

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	2012		2013		2014		2015		2016		2017							
All 504	\$	1,524,698,000		\$	1,602,247,000		\$	1,209,060,000		\$	1,183,979,000		\$	1,385,975,000		\$	1,485,729,000	
Ethnicity																		
All Minority	\$	324,840,000	21%	\$	352,482,000	22%	\$	295,273,000	24%	\$	297,187,000	25%	\$	399,281,000	29%	\$	447,762,000	30%
AMERICAN INDIAN	\$	1,739,000	0%	\$	842,000	0%	\$	1,564,000	0%	\$	2,186,000	0%	\$	3,849,000	0%	\$	760,000	0%
ASIAN OR PACIFI	\$	231,696,000	15%	\$	261,371,000	16%	\$	220,842,000	18%	\$	195,177,000	16%	\$	289,762,000	21%	\$	322,454,000	22%
BLACK	\$	20,218,000	1%	\$	27,056,000	2%	\$	16,522,000	1%	\$	16,995,000	1%	\$	15,265,000	1%	\$	36,040,000	2%
HISPANIC	\$	71,187,000	5%	\$	63,213,000	4%	\$	56,345,000	5%	\$	82,829,000	7%	\$	90,405,000	7%	\$	88,508,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	76,105,000	5%	\$	126,338,000	8%	\$	107,082,000	9%	\$	102,461,000	9%	\$	112,202,000	8%	\$	125,816,000	8%
WHITE	\$	1,123,753,000	74%	\$	1,123,427,000	70%	\$	806,705,000	67%	\$	784,331,000	66%	\$	874,492,000	63%	\$	912,151,000	61%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	5,671,000	0%	\$	8,064,000	1%	\$	6,170,000	1%	\$	2,851,000	0%	\$	4,700,000	0%	\$	54,054,000	4%
Female Owned more than 50%	\$	168,022,000	11%	\$	191,698,000	12%	\$	133,156,000	11%	\$	142,998,000	12%	\$	168,158,000	12%	\$	183,004,000	12%
Male Owned	\$	1,351,005,000	89%	\$	1,402,485,000	88%	\$	1,069,734,000	88%	\$	1,038,130,000	88%	\$	1,213,117,000	88%	\$	1,248,671,000	84%
Veteran	\$	84,799,000	6%	\$	59,896,000	4%	\$	53,992,000	4%	\$	49,380,000	4%	\$	47,273,000	3%	\$	47,397,000	3%
EXISTING BUSINESS	\$	1,337,001,000	88%	\$	1,364,921,000	85%	\$	999,495,000	83%	\$	987,207,000	83%	\$	1,121,983,000	81%	\$	1,275,760,000	86%
NEW BUSINESS	\$	187,697,000	12%	\$	237,326,000	15%	\$	209,565,000	17%	\$	196,772,000	17%	\$	263,992,000	19%	\$	209,969,000	14%
Rural	\$	356,421,000	23%	\$	343,637,000	21%	\$	264,590,000	22%	\$	264,834,000	22%	\$	301,622,000	22%	\$	314,027,000	21%
Urban	\$	1,168,277,000	77%	\$	1,258,610,000	79%	\$	944,470,000	78%	\$	919,145,000	78%	\$	1,084,353,000	78%	\$	1,171,702,000	79%
Export	\$	42,822,000	3%	\$	56,519,000	4%	\$	66,806,000	6%	\$	61,081,000	5%	\$	53,607,000	4%	\$	16,934,000	1%
\$150K and Under	\$	29,107,000	2%	\$	30,196,000	2%	\$	21,437,000	2%	\$	17,331,000	1%	\$	16,967,000	1%	\$	20,073,000	1%
>\$150K - \$350K	\$	177,480,000	12%	\$	180,092,000	11%	\$	119,306,000	10%	\$	120,233,000	10%	\$	117,304,000	8%	\$	125,837,000	8%
>\$350K - \$2M	\$	914,906,000	60%	\$	970,564,000	61%	\$	704,620,000	58%	\$	732,668,000	62%	\$	740,048,000	53%	\$	829,176,000	56%
>\$2M	\$	403,205,000	26%	\$	421,395,000	26%	\$	363,697,000	30%	\$	313,747,000	26%	\$	511,656,000	37%	\$	510,643,000	34%

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	2012		2013		2014		2015		2016		2017	
All 504	2,290		2,393		1,674		1,649		1,677		1,838	
Ethnicity												
All Minority	450	20%	488	20%	338	20%	346	21%	354	21%	431	23%
AMERICAN INDIAN	5	0%	2	0%	2	0%	5	0%	4	0%	2	0%
ASIAN OR PACIFI	269	12%	298	12%	188	11%	190	12%	193	12%	255	14%
BLACK	41	2%	43	2%	26	2%	26	2%	22	1%	42	2%
HISPANIC	135	6%	145	6%	122	7%	125	8%	135	8%	132	7%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	111	5%	146	6%	122	7%	117	7%	133	8%	128	7%
WHITE	1,729	76%	1,759	74%	1,214	73%	1,186	72%	1,190	71%	1,279	70%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	9	0%	10	0%	6	0%	6	0%	6	0%	92	5%
Female Owned more than 50%	314	14%	363	15%	254	15%	245	15%	264	16%	283	15%
Male Owned	1,967	86%	2,020	84%	1,414	84%	1,398	85%	1,407	84%	1,463	80%
Veteran	125	5%	113	5%	88	5%	75	5%	83	5%	72	4%
EXISTING BUSINESS	2,038	89%	2,119	89%	1,446	86%	1,406	85%	1,451	87%	1,612	88%
NEW BUSINESS	252	11%	274	11%	228	14%	243	15%	226	13%	226	12%
Rural	621	27%	589	25%	408	24%	415	25%	418	25%	473	26%
Urban	1,669	73%	1,804	75%	1,266	76%	1,234	75%	1,259	75%	1,365	74%
Export	51	2%	63	3%	67	4%	68	4%	56	3%	13	1%
\$150K and Under	267	12%	280	12%	194	12%	154	9%	157	9%	178	10%
>\$150K - \$350K	716	31%	737	31%	493	29%	493	30%	469	28%	501	27%
>\$350K - \$2M	1,176	51%	1,242	52%	876	52%	900	55%	892	53%	997	54%
>\$2M	131	6%	134	6%	111	7%	102	6%	159	9%	162	9%

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