

| | 2012 | | | 2013 | | | 2014 | | | 2015 | | | 2016 | | | 2017 | | |
|----------------------------|------|---------------|-----|------|---------------|-----|------|---------------|-----|------|---------------|-----|------|---------------|-----|------|----------------|-----|
| All 7(A) | \$ | 5,783,354,400 | | \$ | 7,012,122,200 | | \$ | 6,856,081,400 | | \$ | 8,683,206,600 | | \$ | 9,375,930,600 | | \$ | 10,166,409,500 | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 1,465,533,700 | 25% | \$ | 1,886,696,300 | 27% | \$ | 1,953,060,500 | 28% | \$ | 2,457,274,400 | 28% | \$ | 2,764,628,800 | 29% | \$ | 3,218,649,200 | 32% |
| AMERICAN INDIAN | \$ | 28,298,900 | 0% | \$ | 31,121,100 | 0% | \$ | 25,481,200 | 0% | \$ | 51,907,800 | 1% | \$ | 41,791,200 | 0% | \$ | 64,743,900 | 1% |
| ASIAN OR PACIFI | \$ | 1,069,532,400 | 18% | \$ | 1,396,660,700 | 20% | \$ | 1,445,643,300 | 21% | \$ | 1,747,366,900 | 20% | \$ | 2,032,682,600 | 22% | \$ | 2,318,405,100 | 23% |
| BLACK | \$ | 91,102,500 | 2% | \$ | 121,040,600 | 2% | \$ | 142,870,100 | 2% | \$ | 162,950,600 | 2% | \$ | 186,860,300 | 2% | \$ | 240,701,500 | 2% |
| HISPANIC | \$ | 276,599,900 | 5% | \$ | 337,873,900 | 5% | \$ | 339,065,900 | 5% | \$ | 495,049,100 | 6% | \$ | 503,294,700 | 5% | \$ | 594,798,700 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 551,642,400 | 10% | \$ | 811,735,000 | 12% | \$ | 1,019,557,700 | 15% | \$ | 1,157,501,600 | 13% | \$ | 1,284,424,200 | 14% | \$ | 1,510,358,200 | 15% |
| WHITE | \$ | 3,766,178,300 | 65% | \$ | 4,313,690,900 | 62% | \$ | 3,883,463,200 | 57% | \$ | 5,068,430,600 | 58% | \$ | 5,326,877,600 | 57% | \$ | 5,437,402,100 | 53% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 973,145,900 | 17% | \$ | 1,114,534,600 | 16% | \$ | 1,140,728,200 | 17% | \$ | 1,380,712,200 | 16% | \$ | 1,518,156,300 | 16% | \$ | 1,559,520,500 | 15% |
| Female Owned more than 50% | \$ | 718,341,900 | 12% | \$ | 921,897,200 | 13% | \$ | 839,710,000 | 12% | \$ | 1,097,983,300 | 13% | \$ | 1,346,919,900 | 14% | \$ | 1,472,072,300 | 14% |
| Male Owned | \$ | 4,091,866,600 | 71% | \$ | 4,975,690,400 | 71% | \$ | 4,875,643,200 | 71% | \$ | 6,204,511,100 | 71% | \$ | 6,510,854,400 | 69% | \$ | 7,134,816,700 | 70% |
| Veteran | \$ | 240,140,700 | 4% | \$ | 252,303,600 | 4% | \$ | 237,322,800 | 3% | \$ | 432,900,500 | 5% | \$ | 461,190,000 | 5% | \$ | 380,704,600 | 4% |
| EXISTING BUSINESS | \$ | 4,220,769,500 | 73% | \$ | 5,184,769,600 | 74% | \$ | 4,929,982,800 | 72% | \$ | 5,806,808,000 | 67% | \$ | 5,939,754,300 | 63% | \$ | 6,509,369,700 | 64% |
| NEW BUSINESS | \$ | 1,554,411,200 | 27% | \$ | 1,817,565,500 | 26% | \$ | 1,903,254,200 | 28% | \$ | 2,849,451,300 | 33% | \$ | 3,409,416,900 | 36% | \$ | 3,628,185,200 | 36% |
| Rural | \$ | 951,253,500 | 16% | \$ | 1,023,980,400 | 15% | \$ | 1,138,401,300 | 17% | \$ | 1,446,354,700 | 17% | \$ | 1,479,479,900 | 16% | \$ | 1,470,269,500 | 14% |
| Urban | \$ | 4,832,100,900 | 84% | \$ | 5,988,141,800 | 85% | \$ | 5,717,680,100 | 83% | \$ | 7,236,851,900 | 83% | \$ | 7,896,450,700 | 84% | \$ | 8,696,140,000 | 86% |
| Export | \$ | 199,716,200 | 3% | \$ | 362,019,100 | 5% | \$ | 491,374,500 | 7% | \$ | 530,397,100 | 6% | \$ | 559,573,000 | 6% | \$ | 1,276,164,800 | 13% |
| CAPLine | \$ | 129,174,400 | 2% | \$ | 236,886,800 | 3% | \$ | 159,773,800 | 2% | \$ | 197,528,500 | 2% | \$ | 131,339,700 | 1% | \$ | 101,073,400 | 1% |
| PLP | \$ | 2,976,524,100 | 51% | \$ | 3,823,206,400 | 55% | \$ | 4,016,896,900 | 59% | \$ | 5,349,361,900 | 62% | \$ | 5,933,935,300 | 63% | \$ | 7,005,847,900 | 69% |
| Express | \$ | 710,662,400 | 12% | \$ | 672,827,500 | 10% | \$ | 666,977,800 | 10% | \$ | 847,399,100 | 10% | \$ | 876,070,600 | 9% | \$ | 811,543,500 | 8% |
| \$150K and Under | \$ | 588,184,500 | 10% | \$ | 573,582,300 | 8% | \$ | 662,582,700 | 10% | \$ | 877,536,900 | 10% | \$ | 921,170,000 | 10% | \$ | 865,838,400 | 9% |
| >\$150K - \$350K | \$ | 830,132,100 | 14% | \$ | 896,432,500 | 13% | \$ | 815,661,700 | 12% | \$ | 1,003,656,900 | 12% | \$ | 1,098,733,800 | 12% | \$ | 1,121,135,200 | 11% |
| >\$350K - \$2M | \$ | 2,963,825,200 | 51% | \$ | 3,692,720,200 | 53% | \$ | 3,441,671,000 | 50% | \$ | 4,134,998,800 | 48% | \$ | 4,525,333,100 | 48% | \$ | 4,644,303,100 | 46% |
| >\$2M | \$ | 1,401,212,600 | 24% | \$ | 1,849,387,200 | 26% | \$ | 1,936,166,000 | 28% | \$ | 2,667,014,000 | 31% | \$ | 2,830,693,700 | 30% | \$ | 3,535,132,800 | 35% |

All Activity illustrated above is as of 03/10 for each FY listed.

| | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | |
|----------------------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| All 7(A) | 17,979 | | 18,516 | | 18,890 | | 24,052 | | 26,007 | | 24,485 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 3,915 | 22% | 4,171 | 23% | 4,486 | 24% | 5,661 | 24% | 6,736 | 26% | 6,330 | 26% |
| AMERICAN INDIAN | 150 | 1% | 144 | 1% | 152 | 1% | 167 | 1% | 165 | 1% | 178 | 1% |
| ASIAN OR PACIFI | 2,023 | 11% | 2,314 | 12% | 2,452 | 13% | 2,999 | 12% | 3,418 | 13% | 3,223 | 13% |
| BLACK | 477 | 3% | 444 | 2% | 535 | 3% | 716 | 3% | 954 | 4% | 933 | 4% |
| HISPANIC | 1,265 | 7% | 1,269 | 7% | 1,347 | 7% | 1,779 | 7% | 2,199 | 8% | 1,996 | 8% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 1,610 | 9% | 1,940 | 10% | 2,248 | 12% | 3,309 | 14% | 3,166 | 12% | 3,367 | 14% |
| WHITE | 12,454 | 69% | 12,405 | 67% | 12,156 | 64% | 15,082 | 63% | 16,105 | 62% | 14,788 | 60% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 2,813 | 16% | 2,926 | 16% | 2,967 | 16% | 3,468 | 14% | 3,643 | 14% | 3,343 | 14% |
| Female Owned more than 50% | 2,911 | 16% | 3,028 | 16% | 3,071 | 16% | 4,193 | 17% | 4,796 | 18% | 4,478 | 18% |
| Male Owned | 12,255 | 68% | 12,562 | 68% | 12,852 | 68% | 16,391 | 68% | 17,568 | 68% | 16,664 | 68% |
| Veteran | 936 | 5% | 917 | 5% | 860 | 5% | 1,148 | 5% | 1,339 | 5% | 1,284 | 5% |
| EXISTING BUSINESS | 12,433 | 69% | 12,750 | 69% | 13,087 | 69% | 16,073 | 67% | 15,801 | 61% | 15,272 | 62% |
| NEW BUSINESS | 5,537 | 31% | 5,751 | 31% | 5,771 | 31% | 7,932 | 33% | 10,163 | 39% | 9,180 | 37% |
| Rural | 2,515 | 14% | 2,347 | 13% | 3,102 | 16% | 3,810 | 16% | 4,320 | 17% | 3,804 | 16% |
| Urban | 15,464 | 86% | 16,169 | 87% | 15,788 | 84% | 20,242 | 84% | 21,687 | 83% | 20,681 | 84% |
| Export | 345 | 2% | 462 | 2% | 632 | 3% | 646 | 3% | 732 | 3% | 1,553 | 6% |
| CAPLine | 164 | 1% | 310 | 2% | 215 | 1% | 255 | 1% | 189 | 1% | 158 | 1% |
| PLP | 4,802 | 27% | 5,156 | 28% | 4,642 | 25% | 5,921 | 25% | 6,801 | 26% | 8,901 | 36% |
| Express | 9,555 | 53% | 8,770 | 47% | 9,382 | 50% | 12,353 | 51% | 13,383 | 51% | 11,311 | 46% |
| \$150K and Under | 10,655 | 59% | 10,035 | 54% | 11,066 | 59% | 14,445 | 60% | 15,714 | 60% | 13,625 | 56% |
| >\$150K - \$350K | 3,307 | 18% | 3,551 | 19% | 3,166 | 17% | 3,887 | 16% | 4,147 | 16% | 4,248 | 17% |
| >\$350K - \$2M | 3,558 | 20% | 4,333 | 23% | 4,020 | 21% | 4,855 | 20% | 5,220 | 20% | 5,479 | 22% |
| >\$2M | 459 | 3% | 597 | 3% | 638 | 3% | 865 | 4% | 926 | 4% | 1,133 | 5% |

All Activity illustrated above is as of 03/10 for each FY listed.

| | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | | | | | | |
|----------------------------|------|---------------|------|----|---------------|-----|------|---------------|------|----|---------------|-----|----|---------------|-----|----|---------------|-----|
| All 504 | \$ | 2,339,670,000 | | \$ | 2,221,037,000 | | \$ | 1,724,166,000 | | \$ | 1,727,946,000 | | \$ | 1,990,238,000 | | \$ | 2,149,450,000 | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 483,185,000 | 21% | \$ | 514,288,000 | 23% | \$ | 426,721,000 | 25% | \$ | 447,088,000 | 26% | \$ | 569,548,000 | 29% | \$ | 641,231,000 | 30% |
| AMERICAN INDIAN | \$ | 2,724,000 | 0% | \$ | 5,498,000 | 0% | \$ | 2,080,000 | 0% | \$ | 7,010,000 | 0% | \$ | 6,326,000 | 0% | \$ | 1,274,000 | 0% |
| ASIAN OR PACIFI | \$ | 337,280,000 | 14% | \$ | 378,132,000 | 17% | \$ | 306,967,000 | 18% | \$ | 290,431,000 | 17% | \$ | 413,429,000 | 21% | \$ | 467,616,000 | 22% |
| BLACK | \$ | 35,373,000 | 2% | \$ | 39,983,000 | 2% | \$ | 22,428,000 | 1% | \$ | 21,879,000 | 1% | \$ | 23,997,000 | 1% | \$ | 41,718,000 | 2% |
| HISPANIC | \$ | 107,808,000 | 5% | \$ | 90,675,000 | 4% | \$ | 95,246,000 | 6% | \$ | 127,768,000 | 7% | \$ | 125,796,000 | 6% | \$ | 130,623,000 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 124,503,000 | 5% | \$ | 166,523,000 | 7% | \$ | 145,125,000 | 8% | \$ | 154,195,000 | 9% | \$ | 152,704,000 | 8% | \$ | 182,080,000 | 8% |
| WHITE | \$ | 1,731,982,000 | 74% | \$ | 1,540,226,000 | 69% | \$ | 1,152,320,000 | 67% | \$ | 1,126,663,000 | 65% | \$ | 1,267,986,000 | 64% | \$ | 1,326,139,000 | 62% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 12,519,000 | 1% | \$ | 12,136,000 | 1% | \$ | 6,170,000 | 0% | \$ | 5,661,000 | 0% | \$ | 4,918,000 | 0% | \$ | 79,440,000 | 4% |
| Female Owned more than 50% | \$ | 253,119,000 | 11% | \$ | 277,149,000 | 12% | \$ | 192,937,000 | 11% | \$ | 223,749,000 | 13% | \$ | 253,468,000 | 13% | \$ | 231,853,000 | 11% |
| Male Owned | \$ | 2,074,032,000 | 89% | \$ | 1,931,752,000 | 87% | \$ | 1,525,059,000 | 88% | \$ | 1,498,536,000 | 87% | \$ | 1,731,852,000 | 87% | \$ | 1,838,157,000 | 86% |
| Veteran | \$ | 126,073,000 | 5% | \$ | 97,667,000 | 4% | \$ | 66,281,000 | 4% | \$ | 62,831,000 | 4% | \$ | 68,019,000 | 3% | \$ | 69,070,000 | 3% |
| EXISTING BUSINESS | \$ | 2,045,388,000 | 87% | \$ | 1,904,840,000 | 86% | \$ | 1,420,400,000 | 82% | \$ | 1,436,592,000 | 83% | \$ | 1,650,182,000 | 83% | \$ | 1,839,326,000 | 86% |
| NEW BUSINESS | \$ | 294,282,000 | 13% | \$ | 316,197,000 | 14% | \$ | 303,766,000 | 18% | \$ | 291,354,000 | 17% | \$ | 340,056,000 | 17% | \$ | 310,124,000 | 14% |
| Rural | \$ | 542,247,000 | 23% | \$ | 487,080,000 | 22% | \$ | 376,001,000 | 22% | \$ | 384,381,000 | 22% | \$ | 419,522,000 | 21% | \$ | 480,169,000 | 22% |
| Urban | \$ | 1,797,423,000 | 77% | \$ | 1,733,957,000 | 78% | \$ | 1,348,165,000 | 78% | \$ | 1,343,565,000 | 78% | \$ | 1,570,716,000 | 79% | \$ | 1,669,281,000 | 78% |
| Export | \$ | 68,611,000 | 3% | \$ | 73,009,000 | 3% | \$ | 89,050,000 | 5% | \$ | 84,877,000 | 5% | \$ | 78,110,000 | 4% | \$ | 25,232,000 | 1% |
| \$150K and Under | \$ | 42,377,000 | 2% | \$ | 40,216,000 | 2% | \$ | 29,771,000 | 2% | \$ | 26,408,000 | 2% | \$ | 25,141,000 | 1% | \$ | 28,257,000 | 1% |
| >\$150K - \$350K | \$ | 265,086,000 | 11% | \$ | 248,034,000 | 11% | \$ | 175,547,000 | 10% | \$ | 174,993,000 | 10% | \$ | 164,739,000 | 8% | \$ | 182,493,000 | 8% |
| >\$350K - \$2M | \$ | 1,404,763,000 | 60% | \$ | 1,352,340,000 | 61% | \$ | 1,019,551,000 | 59% | \$ | 1,084,253,000 | 63% | \$ | 1,073,025,000 | 54% | \$ | 1,231,185,000 | 57% |
| >\$2M | \$ | 627,444,000 | 27% | \$ | 580,447,000 | 26% | \$ | 499,297,000 | 29% | \$ | 442,292,000 | 26% | \$ | 727,333,000 | 37% | \$ | 707,515,000 | 33% |

All Activity illustrated above is as of 03/10 for each FY listed.

| | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | |
|----------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| All 504 | 3,452 | | 3,320 | | 2,419 | | 2,441 | | 2,427 | | 2,692 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 676 | 20% | 687 | 21% | 489 | 20% | 520 | 21% | 529 | 22% | 635 | 24% |
| AMERICAN INDIAN | 8 | 0% | 5 | 0% | 4 | 0% | 10 | 0% | 9 | 0% | 3 | 0% |
| ASIAN OR PACIFI | 393 | 11% | 419 | 13% | 267 | 11% | 282 | 12% | 298 | 12% | 376 | 14% |
| BLACK | 62 | 2% | 61 | 2% | 38 | 2% | 37 | 2% | 32 | 1% | 53 | 2% |
| HISPANIC | 213 | 6% | 202 | 6% | 180 | 7% | 191 | 8% | 190 | 8% | 203 | 8% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 157 | 5% | 203 | 6% | 169 | 7% | 187 | 8% | 187 | 8% | 194 | 7% |
| WHITE | 2,619 | 76% | 2,430 | 73% | 1,761 | 73% | 1,734 | 71% | 1,711 | 70% | 1,863 | 69% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 17 | 0% | 18 | 1% | 6 | 0% | 9 | 0% | 7 | 0% | 127 | 5% |
| Female Owned more than 50% | 472 | 14% | 522 | 16% | 370 | 15% | 375 | 15% | 412 | 17% | 392 | 15% |
| Male Owned | 2,963 | 86% | 2,780 | 84% | 2,043 | 84% | 2,057 | 84% | 2,008 | 83% | 2,173 | 81% |
| Veteran | 191 | 6% | 177 | 5% | 115 | 5% | 102 | 4% | 114 | 5% | 107 | 4% |
| EXISTING BUSINESS | 3,056 | 89% | 2,943 | 89% | 2,071 | 86% | 2,072 | 85% | 2,114 | 87% | 2,340 | 87% |
| NEW BUSINESS | 396 | 11% | 377 | 11% | 348 | 14% | 369 | 15% | 313 | 13% | 352 | 13% |
| Rural | 941 | 27% | 824 | 25% | 582 | 24% | 608 | 25% | 599 | 25% | 716 | 27% |
| Urban | 2,511 | 73% | 2,496 | 75% | 1,837 | 76% | 1,833 | 75% | 1,828 | 75% | 1,976 | 73% |
| Export | 87 | 3% | 83 | 3% | 90 | 4% | 95 | 4% | 74 | 3% | 23 | 1% |
| \$150K and Under | 389 | 11% | 373 | 11% | 268 | 11% | 234 | 10% | 233 | 10% | 250 | 9% |
| >\$150K - \$350K | 1,062 | 31% | 1,019 | 31% | 728 | 30% | 706 | 29% | 665 | 27% | 733 | 27% |
| >\$350K - \$2M | 1,798 | 52% | 1,739 | 52% | 1,266 | 52% | 1,355 | 56% | 1,303 | 54% | 1,488 | 55% |
| >\$2M | 203 | 6% | 189 | 6% | 157 | 6% | 146 | 6% | 226 | 9% | 221 | 8% |

All Activity illustrated above is as of 03/10 for each FY listed.