

	2013			2014			2015			2016			2017			2018		
All 7(A)	\$	1,009,541,000		\$	604,627,700		\$	1,340,520,000		\$	1,359,544,900		\$	1,471,303,700		\$	1,614,871,800	
Ethnicity																		
All Minority	\$	259,608,400	26%	\$	190,330,000	31%	\$	385,028,300	29%	\$	399,262,900	29%	\$	479,706,100	33%	\$	510,272,400	32%
AMERICAN INDIAN	\$	3,157,300	0%	\$	2,505,000	0%	\$	9,976,200	1%	\$	3,350,000	0%	\$	5,185,900	0%	\$	5,566,500	0%
ASIAN OR PACIFI	\$	187,179,400	19%	\$	149,204,500	25%	\$	269,577,100	20%	\$	300,514,600	22%	\$	340,238,700	23%	\$	371,935,500	23%
BLACK	\$	23,823,900	2%	\$	8,569,700	1%	\$	21,772,400	2%	\$	24,599,300	2%	\$	36,618,400	2%	\$	39,443,700	2%
HISPANIC	\$	45,447,800	5%	\$	30,050,800	5%	\$	83,702,600	6%	\$	70,799,000	5%	\$	97,663,100	7%	\$	93,326,700	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	95,514,300	9%	\$	87,644,200	14%	\$	187,968,400	14%	\$	196,913,900	14%	\$	239,780,500	16%	\$	256,305,300	16%
WHITE	\$	654,418,300	65%	\$	326,653,500	54%	\$	767,523,300	57%	\$	763,368,100	56%	\$	751,817,100	51%	\$	848,294,100	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	154,753,600	15%	\$	113,405,200	19%	\$	227,317,200	17%	\$	214,262,000	16%	\$	207,055,900	14%	\$	235,785,500	15%
Female Owned more than 50%	\$	136,094,900	13%	\$	85,819,900	14%	\$	144,922,500	11%	\$	191,606,400	14%	\$	216,214,700	15%	\$	255,127,500	16%
Male Owned	\$	718,692,500	71%	\$	405,402,600	67%	\$	968,280,300	72%	\$	953,676,500	70%	\$	1,048,033,100	71%	\$	1,123,958,800	70%
Veteran	\$	44,842,500	4%	\$	18,770,700	3%	\$	38,788,700	3%	\$	53,381,800	4%	\$	42,256,800	3%	\$	51,005,700	3%
EXISTING BUSINESS	\$	739,742,300	73%	\$	436,949,400	72%	\$	876,017,300	65%	\$	860,139,600	63%	\$	923,271,800	63%	\$	997,977,300	62%
NEW BUSINESS	\$	268,310,700	27%	\$	167,678,300	28%	\$	456,771,400	34%	\$	497,099,700	37%	\$	543,408,000	37%	\$	614,851,200	38%
Rural	\$	152,895,800	15%	\$	78,158,800	13%	\$	258,023,400	19%	\$	229,965,900	17%	\$	241,960,000	16%	\$	201,033,800	12%
Urban	\$	856,645,200	85%	\$	526,468,900	87%	\$	1,082,496,600	81%	\$	1,129,579,000	83%	\$	1,229,343,700	84%	\$	1,413,838,000	88%
Export	\$	48,997,200	5%	\$	37,882,300	6%	\$	76,718,800	6%	\$	98,336,900	7%	\$	66,273,600	5%	\$	56,344,700	3%
CAPLine	\$	31,705,000	3%	\$	15,685,000	3%	\$	41,311,600	3%	\$	12,590,000	1%	\$	9,891,800	1%	\$	7,596,000	0%
PLP	\$	507,193,700	50%	\$	377,332,200	62%	\$	770,696,700	57%	\$	794,006,000	58%	\$	899,648,300	61%	\$	1,140,508,300	71%
Express	\$	114,887,500	11%	\$	64,787,700	11%	\$	140,005,500	10%	\$	140,429,600	10%	\$	135,078,500	9%	\$	156,394,700	10%
\$150K and Under	\$	100,246,500	10%	\$	69,584,800	12%	\$	141,874,400	11%	\$	146,772,800	11%	\$	138,972,200	9%	\$	161,631,400	10%
>\$150K - \$350K	\$	151,065,600	15%	\$	67,876,700	11%	\$	153,445,800	11%	\$	165,889,900	12%	\$	167,365,400	11%	\$	196,848,300	12%
>\$350K - \$2M	\$	533,472,400	53%	\$	308,456,800	51%	\$	621,384,800	46%	\$	689,119,400	51%	\$	673,372,400	46%	\$	732,451,500	45%
>\$2M	\$	224,756,500	22%	\$	158,709,400	26%	\$	423,815,000	32%	\$	357,762,800	26%	\$	491,593,700	33%	\$	523,940,600	32%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	3,111		1,938		3,751		4,170		3,913		4,522	
Ethnicity												
All Minority	710	23%	459	24%	913	24%	1,136	27%	1,078	28%	1,233	27%
AMERICAN INDIAN	25	1%	14	1%	31	1%	24	1%	27	1%	36	1%
ASIAN OR PACIFI	354	11%	247	13%	500	13%	573	14%	542	14%	604	13%
BLACK	80	3%	46	2%	97	3%	190	5%	156	4%	205	5%
HISPANIC	251	8%	152	8%	285	8%	349	8%	353	9%	388	9%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	304	10%	260	13%	556	15%	495	12%	490	13%	629	14%
WHITE	2,097	67%	1,219	63%	2,282	61%	2,539	61%	2,345	60%	2,660	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	482	15%	318	16%	559	15%	599	14%	512	13%	587	13%
Female Owned more than 50%	531	17%	333	17%	642	17%	797	19%	729	19%	860	19%
Male Owned	2,098	67%	1,287	66%	2,550	68%	2,774	67%	2,672	68%	3,075	68%
Veteran	162	5%	95	5%	130	3%	171	4%	191	5%	220	5%
EXISTING BUSINESS	2,144	69%	1,327	68%	2,553	68%	2,521	60%	2,377	61%	2,844	63%
NEW BUSINESS	965	31%	611	32%	1,186	32%	1,645	39%	1,527	39%	1,673	37%
Rural	368	12%	290	15%	611	16%	726	17%	597	15%	626	14%
Urban	2,743	88%	1,648	85%	3,140	84%	3,444	83%	3,316	85%	3,896	86%
Export	70	2%	50	3%	104	3%	130	3%	74	2%	52	1%
CAPLine	43	1%	21	1%	53	1%	25	1%	23	1%	12	0%
PLP	796	26%	475	25%	844	23%	967	23%	999	26%	1,780	39%
Express	1,536	49%	1,068	55%	1,996	53%	2,287	55%	1,997	51%	2,318	51%
\$150K and Under	1,779	57%	1,259	65%	2,303	61%	2,641	63%	2,342	60%	2,735	60%
>\$150K - \$350K	596	19%	273	14%	590	16%	634	15%	628	16%	749	17%
>\$350K - \$2M	662	21%	355	18%	720	19%	775	19%	785	20%	868	19%
>\$2M	74	2%	51	3%	138	4%	120	3%	158	4%	170	4%

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	2013			2014			2015			2016			2017			2018		
All 504	\$	436,099,000		\$	88,719,000		\$	307,342,000		\$	332,067,000		\$	309,078,000		\$	378,807,000	
Ethnicity																		
All Minority	\$	93,287,000	21%	\$	21,196,000	24%	\$	84,788,000	28%	\$	99,409,000	30%	\$	95,684,000	31%	\$	110,585,000	29%
AMERICAN INDIAN	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	255,000	0%
ASIAN OR PACIFI	\$	66,549,000	15%	\$	16,635,000	19%	\$	58,738,000	19%	\$	66,931,000	20%	\$	63,922,000	21%	\$	84,229,000	22%
BLACK	\$	8,772,000	2%	\$	1,399,000	2%	\$	1,859,000	1%	\$	7,812,000	2%	\$	8,366,000	3%	\$	1,354,000	0%
HISPANIC	\$	17,966,000	4%	\$	3,162,000	4%	\$	24,191,000	8%	\$	24,666,000	7%	\$	23,396,000	8%	\$	24,747,000	7%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	40,302,000	9%	\$	2,775,000	3%	\$	25,105,000	8%	\$	24,926,000	8%	\$	31,325,000	10%	\$	51,889,000	14%
WHITE	\$	302,510,000	69%	\$	64,748,000	73%	\$	197,449,000	64%	\$	207,732,000	63%	\$	182,069,000	59%	\$	216,333,000	57%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	136,000	0%	\$	-	0%	\$	484,000	0%	\$	2,641,000	1%	\$	15,813,000	5%	\$	89,077,000	24%
Female Owned more than 50%	\$	53,416,000	12%	\$	5,906,000	7%	\$	36,501,000	12%	\$	35,392,000	11%	\$	39,486,000	13%	\$	31,951,000	8%
Male Owned	\$	382,547,000	88%	\$	82,813,000	93%	\$	270,357,000	88%	\$	294,034,000	89%	\$	253,779,000	82%	\$	257,779,000	68%
Veteran	\$	12,234,000	3%	\$	3,003,000	3%	\$	12,300,000	4%	\$	8,774,000	3%	\$	13,063,000	4%	\$	4,214,000	1%
EXISTING BUSINESS	\$	375,732,000	86%	\$	76,546,000	86%	\$	259,438,000	84%	\$	251,495,000	76%	\$	258,307,000	84%	\$	278,750,000	74%
NEW BUSINESS	\$	60,367,000	14%	\$	12,173,000	14%	\$	47,904,000	16%	\$	80,572,000	24%	\$	50,771,000	16%	\$	96,990,000	26%
Rural	\$	88,834,000	20%	\$	17,920,000	20%	\$	65,953,000	21%	\$	72,666,000	22%	\$	69,522,000	22%	\$	87,656,000	23%
Urban	\$	347,265,000	80%	\$	70,799,000	80%	\$	241,389,000	79%	\$	259,401,000	78%	\$	239,556,000	78%	\$	291,151,000	77%
Export	\$	21,661,000	5%	\$	6,423,000	7%	\$	15,630,000	5%	\$	12,525,000	4%	\$	6,923,000	2%	\$	2,304,000	1%
\$150K and Under	\$	7,606,000	2%	\$	2,524,000	3%	\$	4,209,000	1%	\$	4,546,000	1%	\$	6,069,000	2%	\$	4,331,000	1%
>\$150K - \$350K	\$	47,740,000	11%	\$	13,672,000	15%	\$	29,753,000	10%	\$	25,008,000	8%	\$	23,784,000	8%	\$	32,968,000	9%
>\$350K - \$2M	\$	248,997,000	57%	\$	40,031,000	45%	\$	183,393,000	60%	\$	169,287,000	51%	\$	197,866,000	64%	\$	219,011,000	58%
>\$2M	\$	131,756,000	30%	\$	32,492,000	37%	\$	89,987,000	29%	\$	133,226,000	40%	\$	81,359,000	26%	\$	122,497,000	32%

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	2013		2014		2015		2016		2017		2018	
All 504	636		144		416		400		412		460	
Ethnicity												
All Minority	127	20%	30	21%	102	25%	85	21%	97	24%	110	24%
AMERICAN INDIAN	-	0%	-	0%	-	0%	-	0%	-	0%	1	0%
ASIAN OR PACIFI	73	11%	15	10%	58	14%	47	12%	52	13%	64	14%
BLACK	19	3%	4	3%	6	1%	8	2%	9	2%	5	1%
HISPANIC	35	6%	11	8%	38	9%	30	8%	36	9%	40	9%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	38	6%	5	3%	25	6%	30	8%	34	8%	63	14%
WHITE	471	74%	109	76%	289	69%	285	71%	281	68%	287	62%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1	0%	-	0%	1	0%	4	1%	30	7%	115	25%
Female Owned more than 50%	98	15%	24	17%	66	16%	60	15%	69	17%	58	13%
Male Owned	537	84%	120	83%	349	84%	336	84%	313	76%	287	62%
Veteran	25	4%	8	6%	15	4%	18	5%	17	4%	11	2%
EXISTING BUSINESS	564	89%	126	88%	356	86%	338	85%	356	86%	364	79%
NEW BUSINESS	72	11%	18	13%	60	14%	62	16%	56	14%	95	21%
Rural	154	24%	38	26%	97	23%	93	23%	109	26%	135	29%
Urban	482	76%	106	74%	319	77%	307	77%	303	74%	325	71%
Export	20	3%	9	6%	16	4%	14	4%	7	2%	2	0%
\$150K and Under	72	11%	25	17%	36	9%	41	10%	53	13%	36	8%
>\$150K - \$350K	195	31%	55	38%	121	29%	103	26%	95	23%	129	28%
>\$350K - \$2M	327	51%	55	38%	231	56%	212	53%	237	58%	256	56%
>\$2M	42	7%	9	6%	28	7%	44	11%	27	7%	39	8%

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