

	2012			2013			2014			2015			2016			2017		
All 7(A)	\$	7,495,095,900		\$	9,072,886,900		\$	9,154,834,800		\$	11,267,144,900		\$	12,257,698,500		\$	13,427,784,500	
Ethnicity																		
All Minority	\$	1,904,315,900	25%	\$	2,441,623,500	27%	\$	2,618,240,400	29%	\$	3,203,687,200	28%	\$	3,619,816,000	30%	\$	4,170,944,000	31%
AMERICAN INDIAN	\$	37,805,800	1%	\$	39,966,000	0%	\$	38,269,900	0%	\$	67,055,900	1%	\$	68,766,200	1%	\$	79,319,900	1%
ASIAN OR PACIFI	\$	1,399,778,200	19%	\$	1,814,409,200	20%	\$	1,931,700,100	21%	\$	2,265,154,800	20%	\$	2,654,264,600	22%	\$	3,026,793,200	23%
BLACK	\$	117,064,200	2%	\$	157,244,800	2%	\$	187,532,100	2%	\$	221,608,100	2%	\$	243,603,200	2%	\$	308,010,400	2%
HISPANIC	\$	349,667,700	5%	\$	430,003,500	5%	\$	460,738,300	5%	\$	649,868,400	6%	\$	653,182,000	5%	\$	752,892,500	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	3,928,000	0%
UNDETERMINED	\$	742,865,600	10%	\$	1,096,373,400	12%	\$	1,361,442,500	15%	\$	1,483,901,200	13%	\$	1,679,280,500	14%	\$	2,048,575,500	15%
WHITE	\$	4,847,914,400	65%	\$	5,534,890,000	61%	\$	5,175,151,900	57%	\$	6,579,556,500	58%	\$	6,958,602,000	57%	\$	7,208,265,000	54%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	1,269,366,000	17%	\$	1,476,786,400	16%	\$	1,566,772,000	17%	\$	1,815,421,700	16%	\$	1,972,792,700	16%	\$	2,086,343,500	16%
Female Owned more than 50%	\$	937,193,900	13%	\$	1,185,035,800	13%	\$	1,126,657,600	12%	\$	1,447,796,200	13%	\$	1,772,692,700	14%	\$	1,908,635,000	14%
Male Owned	\$	5,288,536,000	71%	\$	6,411,064,700	71%	\$	6,461,405,200	71%	\$	8,003,927,000	71%	\$	8,512,213,100	69%	\$	9,432,806,000	70%
Veteran	\$	309,139,300	4%	\$	325,915,800	4%	\$	308,453,300	3%	\$	571,304,900	5%	\$	608,928,600	5%	\$	526,557,400	4%
EXISTING BUSINESS	\$	5,510,891,600	74%	\$	6,726,393,400	74%	\$	6,510,312,400	71%	\$	7,517,337,900	67%	\$	7,860,448,600	64%	\$	8,615,400,400	64%
NEW BUSINESS	\$	1,976,030,600	26%	\$	2,335,576,800	26%	\$	2,615,265,700	29%	\$	3,716,825,100	33%	\$	4,353,318,900	36%	\$	4,776,356,600	36%
Rural	\$	1,189,667,900	16%	\$	1,350,560,700	15%	\$	1,508,962,100	16%	\$	1,872,210,500	17%	\$	1,963,895,700	16%	\$	1,867,165,400	14%
Urban	\$	6,305,428,000	84%	\$	7,722,326,200	85%	\$	7,645,872,700	84%	\$	9,394,934,400	83%	\$	10,293,802,800	84%	\$	11,560,619,100	86%
Export	\$	263,318,600	4%	\$	477,864,200	5%	\$	625,540,100	7%	\$	660,406,400	6%	\$	751,884,800	6%	\$	1,399,566,700	10%
CAPLine	\$	188,789,900	3%	\$	294,546,000	3%	\$	210,318,500	2%	\$	243,128,000	2%	\$	163,279,700	1%	\$	141,446,900	1%
PLP	\$	3,962,770,700	53%	\$	4,954,053,200	55%	\$	5,358,321,500	59%	\$	6,927,353,800	61%	\$	7,695,756,200	63%	\$	9,337,589,700	70%
Express	\$	927,180,300	12%	\$	861,742,000	9%	\$	922,136,200	10%	\$	1,122,643,500	10%	\$	1,141,923,900	9%	\$	1,078,571,800	8%
\$150K and Under	\$	766,895,000	10%	\$	743,777,600	8%	\$	896,150,100	10%	\$	1,159,950,400	10%	\$	1,203,856,100	10%	\$	1,169,794,600	9%
>\$150K - \$350K	\$	1,075,312,700	14%	\$	1,158,273,700	13%	\$	1,101,746,000	12%	\$	1,320,746,300	12%	\$	1,429,904,900	12%	\$	1,461,179,000	11%
>\$350K - \$2M	\$	3,840,282,400	51%	\$	4,736,971,100	52%	\$	4,552,339,400	50%	\$	5,348,531,100	47%	\$	5,805,885,000	47%	\$	6,114,963,600	46%
>\$2M	\$	1,812,605,800	24%	\$	2,433,864,500	27%	\$	2,604,599,300	28%	\$	3,437,917,100	31%	\$	3,818,052,500	31%	\$	4,681,847,300	35%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	23,337		24,059		25,508		31,532		33,932		32,331	
Ethnicity												
All Minority	5,098	22%	5,393	22%	5,988	23%	7,423	24%	8,754	26%	8,248	26%
AMERICAN INDIAN	209	1%	181	1%	191	1%	219	1%	230	1%	233	1%
ASIAN OR PACIFI	2,654	11%	2,992	12%	3,264	13%	3,906	12%	4,388	13%	4,166	13%
BLACK	606	3%	568	2%	727	3%	955	3%	1,251	4%	1,234	4%
HISPANIC	1,629	7%	1,652	7%	1,806	7%	2,343	7%	2,885	9%	2,612	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	3	0%
UNDETERMINED	2,104	9%	2,549	11%	3,123	12%	4,223	13%	4,101	12%	4,513	14%
WHITE	16,135	69%	16,117	67%	16,397	64%	19,886	63%	21,077	62%	19,570	61%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	3,654	16%	3,833	16%	4,008	16%	4,538	14%	4,724	14%	4,453	14%
Female Owned more than 50%	3,773	16%	3,905	16%	4,097	16%	5,463	17%	6,210	18%	5,816	18%
Male Owned	15,910	68%	16,321	68%	17,403	68%	21,531	68%	22,998	68%	22,062	68%
Veteran	1,220	5%	1,185	5%	1,109	4%	1,502	5%	1,741	5%	1,726	5%
EXISTING BUSINESS	16,211	69%	16,599	69%	17,657	69%	21,132	67%	20,856	61%	20,319	63%
NEW BUSINESS	7,117	30%	7,441	31%	7,812	31%	10,343	33%	13,020	38%	11,967	37%
Rural	3,179	14%	3,365	14%	4,213	17%	4,990	16%	5,563	16%	4,969	15%
Urban	20,158	86%	20,694	86%	21,295	83%	26,542	84%	28,369	84%	27,362	85%
Export	443	2%	626	3%	807	3%	819	3%	913	3%	1,706	5%
CAPLine	246	1%	392	2%	283	1%	324	1%	240	1%	208	1%
PLP	6,320	27%	6,665	28%	6,007	24%	7,722	24%	8,741	26%	12,249	38%
Express	12,460	53%	11,419	47%	12,929	51%	16,309	52%	17,606	52%	14,953	46%
\$150K and Under	13,859	59%	13,114	55%	15,054	59%	19,040	60%	20,596	61%	18,145	56%
>\$150K - \$350K	4,268	18%	4,583	19%	4,272	17%	5,113	16%	5,404	16%	5,545	17%
>\$350K - \$2M	4,616	20%	5,577	23%	5,323	21%	6,261	20%	6,694	20%	7,152	22%
>\$2M	594	3%	785	3%	859	3%	1,118	4%	1,238	4%	1,489	5%

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	2012		2013		2014		2015		2016		2017							
All 504	\$	3,085,273,000		\$	2,818,272,000		\$	2,163,655,000		\$	2,186,993,000		\$	2,549,681,000		\$	2,855,639,000	
Ethnicity																		
All Minority	\$	661,838,000	21%	\$	682,891,000	24%	\$	554,344,000	26%	\$	574,716,000	26%	\$	703,365,000	28%	\$	834,026,000	29%
AMERICAN INDIAN	\$	3,104,000	0%	\$	7,667,000	0%	\$	2,994,000	0%	\$	7,010,000	0%	\$	8,372,000	0%	\$	1,717,000	0%
ASIAN OR PACIFI	\$	459,537,000	15%	\$	513,088,000	18%	\$	390,460,000	18%	\$	383,366,000	18%	\$	499,968,000	20%	\$	623,152,000	22%
BLACK	\$	52,432,000	2%	\$	46,409,000	2%	\$	30,826,000	1%	\$	32,461,000	1%	\$	30,367,000	1%	\$	54,275,000	2%
HISPANIC	\$	146,765,000	5%	\$	115,727,000	4%	\$	130,064,000	6%	\$	151,879,000	7%	\$	164,658,000	6%	\$	154,882,000	5%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	167,929,000	5%	\$	204,215,000	7%	\$	170,348,000	8%	\$	183,837,000	8%	\$	200,691,000	8%	\$	251,340,000	9%
WHITE	\$	2,255,506,000	73%	\$	1,931,166,000	69%	\$	1,438,963,000	67%	\$	1,428,440,000	65%	\$	1,645,625,000	65%	\$	1,770,273,000	62%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	15,489,000	1%	\$	13,629,000	0%	\$	7,251,000	0%	\$	6,128,000	0%	\$	7,467,000	0%	\$	114,894,000	4%
Female Owned more than 50%	\$	330,216,000	11%	\$	372,856,000	13%	\$	259,592,000	12%	\$	290,082,000	13%	\$	330,678,000	13%	\$	296,810,000	10%
Male Owned	\$	2,739,568,000	89%	\$	2,431,787,000	86%	\$	1,896,812,000	88%	\$	1,890,783,000	86%	\$	2,211,536,000	87%	\$	2,443,935,000	86%
Veteran	\$	159,018,000	5%	\$	132,789,000	5%	\$	81,845,000	4%	\$	76,646,000	4%	\$	81,284,000	3%	\$	84,616,000	3%
EXISTING BUSINESS	\$	2,706,487,000	88%	\$	2,403,407,000	85%	\$	1,786,545,000	83%	\$	1,806,380,000	83%	\$	2,152,959,000	84%	\$	2,441,962,000	86%
NEW BUSINESS	\$	378,786,000	12%	\$	414,865,000	15%	\$	377,110,000	17%	\$	380,613,000	17%	\$	396,722,000	16%	\$	413,677,000	14%
Rural	\$	716,836,000	23%	\$	604,605,000	21%	\$	480,756,000	22%	\$	488,580,000	22%	\$	518,936,000	20%	\$	618,449,000	22%
Urban	\$	2,368,437,000	77%	\$	2,213,667,000	79%	\$	1,682,899,000	78%	\$	1,698,413,000	78%	\$	2,030,745,000	80%	\$	2,237,190,000	78%
Export	\$	82,309,000	3%	\$	82,578,000	3%	\$	107,179,000	5%	\$	107,969,000	5%	\$	107,923,000	4%	\$	52,695,000	2%
\$150K and Under	\$	54,608,000	2%	\$	49,584,000	2%	\$	37,000,000	2%	\$	34,140,000	2%	\$	33,159,000	1%	\$	35,698,000	1%
>\$150K - \$350K	\$	348,990,000	11%	\$	307,446,000	11%	\$	228,356,000	11%	\$	221,934,000	10%	\$	212,701,000	8%	\$	228,838,000	8%
>\$350K - \$2M	\$	1,861,384,000	60%	\$	1,706,967,000	61%	\$	1,300,029,000	60%	\$	1,342,784,000	61%	\$	1,404,296,000	55%	\$	1,598,431,000	56%
>\$2M	\$	820,291,000	27%	\$	754,275,000	27%	\$	598,270,000	28%	\$	588,135,000	27%	\$	899,525,000	35%	\$	992,672,000	35%

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	2012		2013		2014		2015		2016		2017	
All 504	4,560		4,174		3,083		3,074		3,156		3,478	
Ethnicity												
All Minority	909	20%	889	21%	636	21%	659	21%	687	22%	802	23%
AMERICAN INDIAN	9	0%	9	0%	6	0%	10	0%	10	0%	4	0%
ASIAN OR PACIFI	531	12%	543	13%	343	11%	365	12%	374	12%	478	14%
BLACK	89	2%	76	2%	54	2%	53	2%	46	1%	69	2%
HISPANIC	280	6%	261	6%	233	8%	231	8%	257	8%	251	7%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	216	5%	255	6%	207	7%	226	7%	238	8%	263	8%
WHITE	3,435	75%	3,030	73%	2,240	73%	2,189	71%	2,231	71%	2,413	69%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	22	0%	21	1%	7	0%	11	0%	8	0%	169	5%
Female Owned more than 50%	614	13%	677	16%	483	16%	495	16%	534	17%	501	14%
Male Owned	3,924	86%	3,476	83%	2,593	84%	2,568	84%	2,614	83%	2,808	81%
Veteran	238	5%	230	6%	138	4%	120	4%	140	4%	139	4%
EXISTING BUSINESS	4,057	89%	3,701	89%	2,634	85%	2,601	85%	2,770	88%	3,023	87%
NEW BUSINESS	503	11%	473	11%	449	15%	473	15%	386	12%	455	13%
Rural	1,226	27%	1,014	24%	775	25%	768	25%	777	25%	915	26%
Urban	3,334	73%	3,160	76%	2,308	75%	2,306	75%	2,379	75%	2,563	74%
Export	109	2%	99	2%	111	4%	114	4%	105	3%	41	1%
\$150K and Under	502	11%	459	11%	332	11%	302	10%	306	10%	314	9%
>\$150K - \$350K	1,398	31%	1,265	30%	944	31%	900	29%	857	27%	929	27%
>\$350K - \$2M	2,392	52%	2,207	53%	1,617	52%	1,678	55%	1,714	54%	1,926	55%
>\$2M	268	6%	243	6%	190	6%	194	6%	279	9%	309	9%

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