

	2013			2014			2015			2016			2017			2018		
All 7(A)	\$	2,616,442,400		\$	2,183,391,800		\$	3,121,242,200		\$	3,310,514,000		\$	3,590,687,500		\$	4,075,086,700	
Ethnicity																		
All Minority	\$	672,401,300	26%	\$	683,391,500	31%	\$	931,980,100	30%	\$	1,015,212,600	31%	\$	1,178,672,000	33%	\$	1,274,494,600	31%
AMERICAN INDIAN	\$	8,492,300	0%	\$	14,051,900	1%	\$	22,224,800	1%	\$	8,690,100	0%	\$	16,228,000	0%	\$	22,981,300	1%
ASIAN OR PACIFI	\$	500,421,600	19%	\$	520,903,800	24%	\$	661,394,400	21%	\$	768,277,400	23%	\$	869,521,600	24%	\$	898,166,400	22%
BLACK	\$	42,925,200	2%	\$	45,886,500	2%	\$	61,243,600	2%	\$	61,669,700	2%	\$	84,661,100	2%	\$	109,253,600	3%
HISPANIC	\$	120,562,200	5%	\$	102,549,300	5%	\$	187,117,300	6%	\$	176,575,400	5%	\$	208,261,300	6%	\$	244,093,300	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	258,279,200	10%	\$	340,253,800	16%	\$	436,785,200	14%	\$	433,522,800	13%	\$	505,861,000	14%	\$	622,836,900	15%
WHITE	\$	1,685,761,900	64%	\$	1,159,746,500	53%	\$	1,752,476,900	56%	\$	1,861,778,600	56%	\$	1,906,154,500	53%	\$	2,177,755,200	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	433,824,000	17%	\$	348,549,300	16%	\$	499,340,700	16%	\$	538,471,600	16%	\$	497,464,700	14%	\$	601,441,800	15%
Female Owned more than 50%	\$	334,706,400	13%	\$	276,277,400	13%	\$	370,571,100	12%	\$	482,627,000	15%	\$	519,970,500	14%	\$	580,309,700	14%
Male Owned	\$	1,847,912,000	71%	\$	1,558,565,100	71%	\$	2,251,330,400	72%	\$	2,289,415,400	69%	\$	2,573,252,300	72%	\$	2,893,335,200	71%
Veteran	\$	101,075,200	4%	\$	80,573,400	4%	\$	133,976,900	4%	\$	138,101,500	4%	\$	128,226,300	4%	\$	146,934,700	4%
EXISTING BUSINESS	\$	1,964,997,400	75%	\$	1,576,971,400	72%	\$	2,052,444,200	66%	\$	2,112,121,100	64%	\$	2,290,674,700	64%	\$	2,509,885,400	62%
NEW BUSINESS	\$	646,152,000	25%	\$	600,043,000	27%	\$	1,058,146,900	34%	\$	1,185,415,200	36%	\$	1,291,161,700	36%	\$	1,559,017,700	38%
Rural	\$	371,265,100	14%	\$	312,746,400	14%	\$	552,594,600	18%	\$	537,324,900	16%	\$	548,007,600	15%	\$	491,813,400	12%
Urban	\$	2,245,177,300	86%	\$	1,870,645,400	86%	\$	2,568,647,600	82%	\$	2,773,189,100	84%	\$	3,042,679,900	85%	\$	3,583,273,300	88%
Export	\$	154,781,000	6%	\$	164,649,400	8%	\$	180,115,600	6%	\$	216,687,200	7%	\$	174,985,300	5%	\$	180,829,600	4%
CAPLine	\$	86,081,900	3%	\$	44,794,000	2%	\$	79,048,600	3%	\$	54,122,300	2%	\$	32,183,800	1%	\$	44,012,900	1%
PLP	\$	1,384,115,200	53%	\$	1,299,220,200	60%	\$	1,863,872,000	60%	\$	2,046,838,800	62%	\$	2,319,566,800	65%	\$	2,935,645,100	72%
Express	\$	261,301,900	10%	\$	212,308,400	10%	\$	316,646,800	10%	\$	327,122,900	10%	\$	304,892,000	8%	\$	344,898,800	8%
\$150K and Under	\$	226,097,100	9%	\$	215,059,200	10%	\$	331,802,300	11%	\$	337,476,900	10%	\$	319,079,100	9%	\$	355,859,800	9%
>\$150K - \$350K	\$	340,007,000	13%	\$	248,725,500	11%	\$	363,455,400	12%	\$	393,767,100	12%	\$	399,034,100	11%	\$	446,478,900	11%
>\$350K - \$2M	\$	1,370,755,000	52%	\$	1,078,119,100	49%	\$	1,461,552,300	47%	\$	1,635,515,500	49%	\$	1,650,560,900	46%	\$	1,801,817,100	44%
>\$2M	\$	679,583,300	26%	\$	641,488,000	29%	\$	964,432,200	31%	\$	943,754,500	29%	\$	1,222,013,400	34%	\$	1,470,930,900	36%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	7,115		6,201		8,929		9,656		9,082		10,132	
Ethnicity												
All Minority	1,643	23%	1,542	25%	2,235	25%	2,629	27%	2,443	27%	2,715	27%
AMERICAN INDIAN	54	1%	55	1%	67	1%	55	1%	57	1%	74	1%
ASIAN OR PACIFI	897	13%	851	14%	1,171	13%	1,348	14%	1,261	14%	1,324	13%
BLACK	159	2%	165	3%	271	3%	393	4%	370	4%	469	5%
HISPANIC	533	7%	471	8%	726	8%	833	9%	755	8%	848	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	662	9%	775	12%	1,285	14%	1,131	12%	1,113	12%	1,387	14%
WHITE	4,810	68%	3,884	63%	5,409	61%	5,896	61%	5,526	61%	6,030	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,150	16%	955	15%	1,342	15%	1,356	14%	1,218	13%	1,335	13%
Female Owned more than 50%	1,174	17%	1,043	17%	1,560	17%	1,798	19%	1,682	19%	1,810	18%
Male Owned	4,791	67%	4,203	68%	6,027	67%	6,502	67%	6,182	68%	6,987	69%
Veteran	367	5%	312	5%	379	4%	437	5%	464	5%	487	5%
EXISTING BUSINESS	4,911	69%	4,310	70%	6,004	67%	5,865	61%	5,567	61%	6,320	62%
NEW BUSINESS	2,200	31%	1,881	30%	2,905	33%	3,776	39%	3,499	39%	3,801	38%
Rural	857	12%	967	16%	1,376	15%	1,617	17%	1,393	15%	1,381	14%
Urban	6,258	88%	5,234	84%	7,553	85%	8,039	83%	7,689	85%	8,751	86%
Export	164	2%	200	3%	241	3%	276	3%	182	2%	129	1%
CAPLine	120	2%	68	1%	107	1%	81	1%	60	1%	41	0%
PLP	1,913	27%	1,586	26%	2,083	23%	2,408	25%	2,558	28%	4,213	42%
Express	3,438	48%	3,180	51%	4,704	53%	5,160	53%	4,417	49%	4,965	49%
\$150K and Under	3,949	56%	3,745	60%	5,495	62%	5,980	62%	5,234	58%	5,871	58%
>\$150K - \$350K	1,341	19%	980	16%	1,406	16%	1,494	15%	1,508	17%	1,704	17%
>\$350K - \$2M	1,602	23%	1,270	20%	1,717	19%	1,879	19%	1,949	21%	2,097	21%
>\$2M	223	3%	206	3%	311	3%	303	3%	391	4%	460	5%

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	2013			2014		2015		2016		2017		2018						
All 504	\$	893,203,000		\$	582,239,000		\$	685,105,000		\$	808,401,000		\$	741,259,000		\$	834,788,000	
Ethnicity																		
All Minority	\$	193,283,000	22%	\$	133,113,000	23%	\$	192,200,000	28%	\$	262,530,000	32%	\$	222,897,000	30%	\$	234,669,000	28%
AMERICAN INDIAN	\$	842,000	0%	\$	1,150,000	0%	\$	192,000	0%	\$	2,504,000	0%	\$	129,000	0%	\$	886,000	0%
ASIAN OR PACIFI	\$	141,990,000	16%	\$	97,438,000	17%	\$	117,771,000	17%	\$	187,288,000	23%	\$	167,796,000	23%	\$	176,957,000	21%
BLACK	\$	13,355,000	1%	\$	8,586,000	1%	\$	8,481,000	1%	\$	17,608,000	2%	\$	13,572,000	2%	\$	6,723,000	1%
HISPANIC	\$	37,096,000	4%	\$	25,939,000	4%	\$	65,756,000	10%	\$	55,130,000	7%	\$	41,400,000	6%	\$	50,103,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	70,662,000	8%	\$	46,964,000	8%	\$	60,701,000	9%	\$	63,519,000	8%	\$	77,365,000	10%	\$	119,849,000	14%
WHITE	\$	629,258,000	70%	\$	402,162,000	69%	\$	432,204,000	63%	\$	482,352,000	60%	\$	440,997,000	59%	\$	480,270,000	58%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	4,190,000	0%	\$	-	0%	\$	2,188,000	0%	\$	2,641,000	0%	\$	36,367,000	5%	\$	179,472,000	21%
Female Owned more than 50%	\$	103,200,000	12%	\$	55,077,000	9%	\$	89,562,000	13%	\$	96,119,000	12%	\$	91,507,000	12%	\$	78,081,000	9%
Male Owned	\$	785,813,000	88%	\$	527,162,000	91%	\$	593,355,000	87%	\$	709,641,000	88%	\$	613,385,000	83%	\$	577,235,000	69%
Veteran	\$	37,698,000	4%	\$	28,361,000	5%	\$	27,510,000	4%	\$	24,834,000	3%	\$	20,852,000	3%	\$	14,869,000	2%
EXISTING BUSINESS	\$	762,064,000	85%	\$	504,707,000	87%	\$	572,995,000	84%	\$	639,649,000	79%	\$	633,293,000	85%	\$	604,493,000	72%
NEW BUSINESS	\$	131,139,000	15%	\$	77,532,000	13%	\$	112,110,000	16%	\$	168,752,000	21%	\$	107,966,000	15%	\$	224,459,000	27%
Rural	\$	192,244,000	22%	\$	129,059,000	22%	\$	155,572,000	23%	\$	189,998,000	24%	\$	158,205,000	21%	\$	186,982,000	22%
Urban	\$	700,959,000	78%	\$	453,180,000	78%	\$	529,533,000	77%	\$	618,403,000	76%	\$	583,054,000	79%	\$	647,806,000	78%
Export	\$	43,963,000	5%	\$	40,090,000	7%	\$	38,089,000	6%	\$	31,062,000	4%	\$	17,624,000	2%	\$	11,646,000	1%
\$150K and Under	\$	17,426,000	2%	\$	11,240,000	2%	\$	9,511,000	1%	\$	10,251,000	1%	\$	11,856,000	2%	\$	9,120,000	1%
>\$150K - \$350K	\$	101,159,000	11%	\$	65,559,000	11%	\$	68,858,000	10%	\$	63,330,000	8%	\$	63,558,000	9%	\$	70,039,000	8%
>\$350K - \$2M	\$	547,385,000	61%	\$	340,413,000	58%	\$	420,589,000	61%	\$	413,892,000	51%	\$	455,856,000	61%	\$	473,333,000	57%
>\$2M	\$	227,233,000	25%	\$	165,027,000	28%	\$	186,147,000	27%	\$	320,928,000	40%	\$	209,989,000	28%	\$	282,296,000	34%

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	2013		2014		2015		2016		2017		2018	
All 504	1,365		861		951		943		971		1,005	
Ethnicity												
All Minority	278	20%	174	20%	231	24%	208	22%	232	24%	236	23%
AMERICAN INDIAN	2	0%	1	0%	1	0%	1	0%	1	0%	3	0%
ASIAN OR PACIFI	165	12%	84	10%	119	13%	116	12%	140	14%	135	13%
BLACK	29	2%	19	2%	16	2%	19	2%	18	2%	17	2%
HISPANIC	82	6%	70	8%	95	10%	72	8%	73	8%	81	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	84	6%	65	8%	64	7%	81	9%	76	8%	131	13%
WHITE	1,003	73%	622	72%	656	69%	654	69%	663	68%	638	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	5	0%	-	0%	5	1%	4	0%	63	6%	236	23%
Female Owned more than 50%	213	16%	112	13%	140	15%	143	15%	158	16%	122	12%
Male Owned	1,147	84%	749	87%	806	85%	796	84%	750	77%	647	64%
Veteran	73	5%	45	5%	40	4%	47	5%	38	4%	30	3%
EXISTING BUSINESS	1,211	89%	759	88%	804	85%	812	86%	850	88%	783	78%
NEW BUSINESS	154	11%	102	12%	147	15%	131	14%	121	12%	220	22%
Rural	340	25%	228	26%	238	25%	249	26%	243	25%	274	27%
Urban	1,025	75%	633	74%	713	75%	694	74%	728	75%	731	73%
Export	45	3%	40	5%	39	4%	33	3%	14	1%	11	1%
\$150K and Under	160	12%	101	12%	86	9%	93	10%	106	11%	77	8%
>\$150K - \$350K	416	30%	276	32%	283	30%	256	27%	253	26%	279	28%
>\$350K - \$2M	716	52%	433	50%	524	55%	495	52%	544	56%	563	56%
>\$2M	73	5%	51	6%	58	6%	99	10%	68	7%	86	9%

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