

	2013			2014			2015			2016			2017			2018		
All 7(A)	\$	1,284,393,800		\$	925,312,100		\$	1,732,529,700		\$	1,760,181,000		\$	1,910,209,500		\$	2,055,242,700	
Ethnicity																		
All Minority	\$	332,039,200	26%	\$	303,122,700	33%	\$	510,988,400	29%	\$	520,039,800	30%	\$	608,767,200	32%	\$	638,707,000	31%
AMERICAN INDIAN	\$	3,810,900	0%	\$	3,508,300	0%	\$	12,636,500	1%	\$	3,874,500	0%	\$	6,488,600	0%	\$	6,719,000	0%
ASIAN OR PACIFI	\$	245,081,200	19%	\$	235,785,600	25%	\$	355,285,700	21%	\$	387,258,500	22%	\$	434,911,100	23%	\$	458,334,300	22%
BLACK	\$	27,187,000	2%	\$	19,093,900	2%	\$	32,314,100	2%	\$	34,739,400	2%	\$	47,248,500	2%	\$	56,527,300	3%
HISPANIC	\$	55,960,100	4%	\$	44,734,900	5%	\$	110,752,100	6%	\$	94,167,400	5%	\$	120,119,000	6%	\$	117,126,400	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	127,524,200	10%	\$	126,771,700	14%	\$	254,383,400	15%	\$	255,185,000	14%	\$	299,472,200	16%	\$	333,382,400	16%
WHITE	\$	824,830,400	64%	\$	495,417,700	54%	\$	967,157,900	56%	\$	984,956,200	56%	\$	1,001,970,100	52%	\$	1,083,153,300	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	208,991,000	16%	\$	154,055,300	17%	\$	273,690,500	16%	\$	269,799,900	15%	\$	255,532,400	13%	\$	290,931,500	14%
Female Owned more than 50%	\$	173,161,300	13%	\$	136,713,300	15%	\$	189,468,700	11%	\$	261,007,100	15%	\$	277,469,600	15%	\$	315,109,100	15%
Male Owned	\$	902,241,500	70%	\$	634,543,500	69%	\$	1,269,370,500	73%	\$	1,229,374,000	70%	\$	1,377,207,500	72%	\$	1,449,202,100	71%
Veteran	\$	63,926,000	5%	\$	30,812,700	3%	\$	60,664,100	4%	\$	72,884,600	4%	\$	73,353,500	4%	\$	57,920,500	3%
EXISTING BUSINESS	\$	954,301,100	74%	\$	675,009,600	73%	\$	1,150,545,600	66%	\$	1,120,826,000	64%	\$	1,187,607,200	62%	\$	1,258,657,400	61%
NEW BUSINESS	\$	328,604,700	26%	\$	250,122,500	27%	\$	574,252,800	33%	\$	635,853,900	36%	\$	715,814,400	37%	\$	794,542,000	39%
Rural	\$	174,397,000	14%	\$	116,143,600	13%	\$	318,180,400	18%	\$	294,130,400	17%	\$	294,497,100	15%	\$	250,373,200	12%
Urban	\$	1,109,996,800	86%	\$	809,168,500	87%	\$	1,414,349,300	82%	\$	1,466,050,600	83%	\$	1,615,712,400	85%	\$	1,804,869,500	88%
Export	\$	53,164,500	4%	\$	61,316,700	7%	\$	97,517,100	6%	\$	117,010,300	7%	\$	91,014,000	5%	\$	83,234,400	4%
CAPLine	\$	45,160,000	4%	\$	21,799,000	2%	\$	51,158,600	3%	\$	28,490,000	2%	\$	15,041,800	1%	\$	10,196,000	0%
PLP	\$	657,449,000	51%	\$	582,706,000	63%	\$	996,128,700	57%	\$	1,031,114,800	59%	\$	1,154,592,400	60%	\$	1,432,248,000	70%
Express	\$	146,032,600	11%	\$	95,137,300	10%	\$	175,878,100	10%	\$	181,184,500	10%	\$	167,750,200	9%	\$	193,025,700	9%
\$150K and Under	\$	124,975,900	10%	\$	99,771,900	11%	\$	180,415,400	10%	\$	188,236,800	11%	\$	177,818,600	9%	\$	197,861,500	10%
>\$150K - \$350K	\$	192,195,100	15%	\$	105,098,300	11%	\$	199,598,900	12%	\$	211,135,900	12%	\$	213,234,600	11%	\$	241,889,400	12%
>\$350K - \$2M	\$	682,088,600	53%	\$	464,873,800	50%	\$	795,611,900	46%	\$	870,107,000	49%	\$	859,217,700	45%	\$	924,332,800	45%
>\$2M	\$	285,134,200	22%	\$	255,568,100	28%	\$	556,903,500	32%	\$	490,701,300	28%	\$	659,938,600	35%	\$	691,159,000	34%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	3,908		2,826		4,825		5,333		5,011		5,591	
Ethnicity												
All Minority	893	23%	687	24%	1,200	25%	1,455	27%	1,368	27%	1,514	27%
AMERICAN INDIAN	34	1%	23	1%	39	1%	29	1%	36	1%	42	1%
ASIAN OR PACIFI	455	12%	376	13%	647	13%	737	14%	684	14%	732	13%
BLACK	97	2%	71	3%	129	3%	241	5%	208	4%	264	5%
HISPANIC	307	8%	217	8%	385	8%	448	8%	440	9%	476	9%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	372	10%	366	13%	706	15%	634	12%	618	12%	772	14%
WHITE	2,643	68%	1,773	63%	2,919	60%	3,244	61%	3,025	60%	3,305	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	624	16%	438	15%	718	15%	749	14%	651	13%	702	13%
Female Owned more than 50%	664	17%	492	17%	832	17%	1,016	19%	921	18%	1,047	19%
Male Owned	2,620	67%	1,896	67%	3,275	68%	3,568	67%	3,439	69%	3,842	69%
Veteran	214	5%	154	5%	173	4%	233	4%	249	5%	267	5%
EXISTING BUSINESS	2,702	69%	1,956	69%	3,275	68%	3,248	61%	3,018	60%	3,486	62%
NEW BUSINESS	1,204	31%	869	31%	1,538	32%	2,078	39%	1,981	40%	2,100	38%
Rural	441	11%	415	15%	771	16%	929	17%	752	15%	778	14%
Urban	3,467	89%	2,411	85%	4,054	84%	4,404	83%	4,259	85%	4,813	86%
Export	80	2%	80	3%	129	3%	152	3%	99	2%	64	1%
CAPLine	64	2%	32	1%	68	1%	37	1%	32	1%	15	0%
PLP	993	25%	716	25%	1,092	23%	1,240	23%	1,282	26%	2,192	39%
Express	1,939	50%	1,514	54%	2,536	53%	2,930	55%	2,532	51%	2,858	51%
\$150K and Under	2,223	57%	1,781	63%	2,944	61%	3,375	63%	2,989	60%	3,359	60%
>\$150K - \$350K	759	19%	423	15%	769	16%	809	15%	803	16%	920	16%
>\$350K - \$2M	831	21%	540	19%	931	19%	987	19%	1,009	20%	1,089	19%
>\$2M	95	2%	82	3%	181	4%	162	3%	210	4%	223	4%

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	2013			2014			2015			2016			2017			2018		
All 504	\$	559,464,000		\$	197,636,000		\$	388,115,000		\$	462,653,000		\$	388,895,000		\$	464,302,000	
Ethnicity																		
All Minority	\$	130,778,000	23%	\$	52,903,000	27%	\$	108,142,000	28%	\$	152,062,000	33%	\$	116,053,000	30%	\$	131,690,000	28%
AMERICAN INDIAN	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	255,000	0%
ASIAN OR PACIFI	\$	96,042,000	17%	\$	40,781,000	21%	\$	67,541,000	17%	\$	105,125,000	23%	\$	77,680,000	20%	\$	98,802,000	21%
BLACK	\$	11,579,000	2%	\$	2,190,000	1%	\$	4,581,000	1%	\$	12,928,000	3%	\$	11,297,000	3%	\$	1,354,000	0%
HISPANIC	\$	23,157,000	4%	\$	9,932,000	5%	\$	36,020,000	9%	\$	34,009,000	7%	\$	27,076,000	7%	\$	31,279,000	7%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	52,184,000	9%	\$	8,307,000	4%	\$	30,582,000	8%	\$	36,825,000	8%	\$	32,946,000	8%	\$	69,976,000	15%
WHITE	\$	376,502,000	67%	\$	136,426,000	69%	\$	249,391,000	64%	\$	273,766,000	59%	\$	239,896,000	62%	\$	262,636,000	57%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	1,066,000	0%	\$	-	0%	\$	484,000	0%	\$	2,641,000	1%	\$	20,437,000	5%	\$	107,348,000	23%
Female Owned more than 50%	\$	62,277,000	11%	\$	13,518,000	7%	\$	52,150,000	13%	\$	53,699,000	12%	\$	47,743,000	12%	\$	35,993,000	8%
Male Owned	\$	496,121,000	89%	\$	184,118,000	93%	\$	335,481,000	86%	\$	406,313,000	88%	\$	320,715,000	82%	\$	320,961,000	69%
Veteran	\$	16,724,000	3%	\$	7,100,000	4%	\$	14,314,000	4%	\$	15,486,000	3%	\$	14,121,000	4%	\$	6,220,000	1%
EXISTING BUSINESS	\$	482,344,000	86%	\$	173,716,000	88%	\$	326,980,000	84%	\$	354,889,000	77%	\$	327,734,000	84%	\$	344,828,000	74%
NEW BUSINESS	\$	77,120,000	14%	\$	23,920,000	12%	\$	61,135,000	16%	\$	107,764,000	23%	\$	61,161,000	16%	\$	116,407,000	25%
Rural	\$	116,214,000	21%	\$	39,495,000	20%	\$	77,638,000	20%	\$	95,921,000	21%	\$	82,642,000	21%	\$	106,469,000	23%
Urban	\$	443,250,000	79%	\$	158,141,000	80%	\$	310,477,000	80%	\$	366,732,000	79%	\$	306,253,000	79%	\$	357,833,000	77%
Export	\$	31,264,000	6%	\$	15,500,000	8%	\$	18,294,000	5%	\$	18,133,000	4%	\$	9,330,000	2%	\$	3,793,000	1%
\$150K and Under	\$	10,151,000	2%	\$	5,124,000	3%	\$	5,341,000	1%	\$	5,502,000	1%	\$	6,720,000	2%	\$	5,312,000	1%
>\$150K - \$350K	\$	60,205,000	11%	\$	28,392,000	14%	\$	37,985,000	10%	\$	31,827,000	7%	\$	32,353,000	8%	\$	39,809,000	9%
>\$350K - \$2M	\$	328,413,000	59%	\$	115,397,000	58%	\$	239,439,000	62%	\$	243,843,000	53%	\$	251,150,000	65%	\$	267,548,000	58%
>\$2M	\$	160,695,000	29%	\$	48,723,000	25%	\$	105,350,000	27%	\$	181,481,000	39%	\$	98,672,000	25%	\$	151,633,000	33%

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	2013		2014		2015		2016		2017		2018	
All 504	823		334		543		536		522		567	
Ethnicity												
All Minority	168	20%	69	21%	133	24%	123	23%	125	24%	135	24%
AMERICAN INDIAN	-	0%	-	0%	-	0%	-	0%	-	0%	1	0%
ASIAN OR PACIFI	100	12%	31	9%	70	13%	65	12%	68	13%	79	14%
BLACK	24	3%	8	2%	8	1%	15	3%	14	3%	5	1%
HISPANIC	44	5%	30	9%	55	10%	43	8%	43	8%	50	9%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	56	7%	16	5%	32	6%	45	8%	38	7%	80	14%
WHITE	599	73%	249	75%	378	70%	368	69%	359	69%	352	62%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2	0%	-	0%	1	0%	4	1%	37	7%	140	25%
Female Owned more than 50%	121	15%	48	14%	88	16%	81	15%	82	16%	68	12%
Male Owned	700	85%	286	86%	454	84%	451	84%	403	77%	359	63%
Veteran	34	4%	18	5%	20	4%	28	5%	19	4%	14	2%
EXISTING BUSINESS	727	88%	297	89%	460	85%	453	85%	458	88%	450	79%
NEW BUSINESS	96	12%	37	11%	83	15%	83	15%	64	12%	116	20%
Rural	196	24%	85	25%	125	23%	121	23%	129	25%	165	29%
Urban	627	76%	249	75%	418	77%	415	77%	393	75%	402	71%
Export	28	3%	17	5%	20	4%	21	4%	9	2%	5	1%
\$150K and Under	94	11%	48	14%	47	9%	50	9%	58	11%	44	8%
>\$150K - \$350K	247	30%	120	36%	155	29%	131	24%	131	25%	158	28%
>\$350K - \$2M	431	52%	153	46%	307	57%	298	56%	299	57%	318	56%
>\$2M	51	6%	13	4%	34	6%	57	11%	34	7%	47	8%

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