

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	9,069,736,900	\$	9,084,191,100	\$	11,185,306,600	\$	12,142,498,000	\$	13,303,107,100	\$	13,791,792,200						
Ethnicity																		
All Minority	\$	2,448,930,400	27%	\$	2,602,902,500	29%	\$	3,178,065,200	28%	\$	3,577,496,200	29%	\$	4,132,819,400	31%	\$	4,351,226,200	32%
AMERICAN INDIAN	\$	40,216,000	0%	\$	37,844,900	0%	\$	68,855,900	1%	\$	69,116,200	1%	\$	79,182,900	1%	\$	94,053,200	1%
ASIAN OR PACIFI	\$	1,819,144,200	20%	\$	1,919,944,100	21%	\$	2,246,287,300	20%	\$	2,623,263,700	22%	\$	2,997,567,600	23%	\$	3,066,658,700	22%
BLACK	\$	159,170,200	2%	\$	186,784,600	2%	\$	220,143,400	2%	\$	242,837,800	2%	\$	309,404,600	2%	\$	382,172,100	3%
HISPANIC	\$	430,400,000	5%	\$	458,328,900	5%	\$	642,778,600	6%	\$	642,278,500	5%	\$	743,086,300	6%	\$	808,342,200	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	3,578,000	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	1,092,554,400	12%	\$	1,355,507,700	15%	\$	1,473,640,700	13%	\$	1,662,742,200	14%	\$	2,011,133,600	15%	\$	2,317,720,100	17%
WHITE	\$	5,528,252,100	61%	\$	5,125,780,900	56%	\$	6,533,600,700	58%	\$	6,902,259,600	57%	\$	7,159,154,100	54%	\$	7,122,845,900	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	1,466,317,400	16%	\$	1,550,850,100	17%	\$	1,798,703,600	16%	\$	1,946,647,700	16%	\$	2,071,211,400	16%	\$	2,136,852,200	15%
Female Owned more than 50%	\$	1,185,792,700	13%	\$	1,122,065,700	12%	\$	1,430,331,700	13%	\$	1,751,857,100	14%	\$	1,879,624,000	14%	\$	1,905,764,600	14%
Male Owned	\$	6,417,626,800	71%	\$	6,411,275,300	71%	\$	7,956,271,300	71%	\$	8,443,993,200	70%	\$	9,352,271,700	70%	\$	9,749,175,400	71%
Veteran	\$	329,801,800	4%	\$	302,941,600	3%	\$	560,281,800	5%	\$	597,454,700	5%	\$	528,672,200	4%	\$	519,061,300	4%
EXISTING BUSINESS	\$	6,723,243,400	74%	\$	6,456,464,700	71%	\$	7,459,625,500	67%	\$	7,780,640,400	64%	\$	8,550,809,200	64%	\$	5,298,766,500	38%
NEW BUSINESS	\$	2,335,576,800	26%	\$	2,598,469,700	29%	\$	3,692,699,200	33%	\$	4,317,926,600	36%	\$	4,716,270,400	35%	\$	8,438,907,200	61%
Rural	\$	1,536,493,200	17%	\$	1,486,966,300	16%	\$	2,002,436,600	18%	\$	2,203,992,800	18%	\$	2,260,024,800	17%	\$	2,202,801,900	16%
Urban	\$	7,533,243,700	83%	\$	7,597,224,800	84%	\$	9,182,870,000	82%	\$	9,938,505,200	82%	\$	11,043,082,300	83%	\$	11,588,990,300	84%
Export	\$	476,900,200	5%	\$	614,676,600	7%	\$	655,001,400	6%	\$	736,919,800	6%	\$	1,345,275,100	10%	\$	556,446,800	4%
CAPLine	\$	295,546,000	3%	\$	207,318,500	2%	\$	243,014,000	2%	\$	164,896,700	1%	\$	143,096,900	1%	\$	174,317,600	1%
PLP	\$	4,949,928,200	55%	\$	5,314,509,400	59%	\$	6,869,663,400	61%	\$	7,612,644,600	63%	\$	9,242,153,300	69%	\$	10,262,310,500	74%
Express	\$	861,717,000	10%	\$	915,338,700	10%	\$	1,114,282,100	10%	\$	1,134,602,800	9%	\$	1,070,029,100	8%	\$	1,085,572,900	8%
\$150K and Under	\$	743,727,600	8%	\$	890,238,600	10%	\$	1,151,309,500	10%	\$	1,194,810,800	10%	\$	1,160,983,800	9%	\$	1,176,609,800	9%
>\$150K - \$350K	\$	1,158,273,700	13%	\$	1,093,422,100	12%	\$	1,310,557,700	12%	\$	1,420,530,700	12%	\$	1,449,768,900	11%	\$	1,480,065,900	11%
>\$350K - \$2M	\$	4,733,871,100	52%	\$	4,509,406,300	50%	\$	5,317,663,500	48%	\$	5,747,046,900	47%	\$	6,073,094,500	46%	\$	6,061,640,600	44%
>\$2M	\$	2,433,864,500	27%	\$	2,591,124,100	29%	\$	3,405,775,900	30%	\$	3,780,109,600	31%	\$	4,619,259,900	35%	\$	5,073,475,900	37%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	24,055		25,320		31,297		33,667		32,079		32,834	
Ethnicity												
All Minority	5,398	22%	5,957	24%	7,374	24%	8,685	26%	8,229	26%	8,493	26%
AMERICAN INDIAN	182	1%	187	1%	222	1%	230	1%	235	1%	228	1%
ASIAN OR PACIFI	2,994	12%	3,244	13%	3,877	12%	4,352	13%	4,155	13%	4,197	13%
BLACK	573	2%	726	3%	947	3%	1,246	4%	1,242	4%	1,396	4%
HISPANIC	1,649	7%	1,800	7%	2,328	7%	2,857	8%	2,595	8%	2,672	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	2	0%	-	0%
UNDETERMINED	2,551	11%	3,102	12%	4,190	13%	4,052	12%	4,148	13%	4,784	15%
WHITE	16,106	67%	16,261	64%	19,733	63%	20,930	62%	19,702	61%	19,557	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	3,825	16%	3,975	16%	4,515	14%	4,677	14%	4,441	14%	4,413	13%
Female Owned more than 50%	3,908	16%	4,068	16%	5,416	17%	6,177	18%	5,811	18%	5,747	18%
Male Owned	16,322	68%	17,277	68%	21,366	68%	22,813	68%	21,827	68%	22,674	69%
Veteran	1,178	5%	1,101	4%	1,484	5%	1,718	5%	1,740	5%	1,598	5%
EXISTING BUSINESS	16,595	69%	17,528	69%	20,979	67%	20,689	61%	20,174	63%	13,175	40%
NEW BUSINESS	7,441	31%	7,753	31%	10,261	33%	12,922	38%	11,860	37%	19,587	60%
Rural	4,521	19%	4,529	18%	5,590	18%	5,820	17%	5,557	17%	5,556	17%
Urban	19,534	81%	20,791	82%	25,707	82%	27,847	83%	26,522	83%	27,278	83%
Export	621	3%	792	3%	797	3%	896	3%	1,642	5%	456	1%
CAPLine	393	2%	281	1%	323	1%	238	1%	212	1%	177	1%
PLP	6,660	28%	5,953	24%	7,664	24%	8,656	26%	12,125	38%	14,280	43%
Express	11,419	47%	12,837	51%	16,184	52%	17,480	52%	14,841	46%	15,343	47%
\$150K and Under	13,113	55%	14,952	59%	18,891	60%	20,445	61%	18,006	56%	18,538	56%
>\$150K - \$350K	4,583	19%	4,238	17%	5,075	16%	5,368	16%	5,504	17%	5,659	17%
>\$350K - \$2M	5,574	23%	5,275	21%	6,224	20%	6,628	20%	7,098	22%	7,047	21%
>\$2M	785	3%	855	3%	1,107	4%	1,226	4%	1,471	5%	1,590	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	2,818,272,000	\$	2,151,484,000	\$	2,168,311,000	\$	2,528,544,000	\$	2,834,738,000	\$	2,382,767,000						
Ethnicity																		
All Minority	\$	698,893,000	25%	\$	568,607,000	26%	\$	597,953,000	28%	\$	726,724,000	29%	\$	833,471,000	29%	\$	685,661,000	29%
AMERICAN INDIAN	\$	7,667,000	0%	\$	2,994,000	0%	\$	7,010,000	0%	\$	8,619,000	0%	\$	1,086,000	0%	\$	1,484,000	0%
ASIAN OR PACIFI	\$	506,343,000	18%	\$	375,461,000	17%	\$	377,448,000	17%	\$	494,219,000	20%	\$	611,362,000	22%	\$	499,975,000	21%
BLACK	\$	72,649,000	3%	\$	61,784,000	3%	\$	62,744,000	3%	\$	62,704,000	2%	\$	66,747,000	2%	\$	38,724,000	2%
HISPANIC	\$	112,234,000	4%	\$	128,368,000	6%	\$	150,751,000	7%	\$	161,182,000	6%	\$	154,276,000	5%	\$	145,478,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	204,987,000	7%	\$	172,467,000	8%	\$	174,165,000	8%	\$	195,631,000	8%	\$	276,806,000	10%	\$	375,957,000	16%
WHITE	\$	1,914,392,000	68%	\$	1,410,410,000	66%	\$	1,396,193,000	64%	\$	1,606,189,000	64%	\$	1,724,461,000	61%	\$	1,321,149,000	55%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	13,886,000	0%	\$	7,024,000	0%	\$	10,519,000	0%	\$	17,062,000	1%	\$	158,568,000	6%	\$	496,144,000	21%
Female Owned more than 50%	\$	365,544,000	13%	\$	250,855,000	12%	\$	279,961,000	13%	\$	316,702,000	13%	\$	302,769,000	11%	\$	226,499,000	10%
Male Owned	\$	2,438,842,000	87%	\$	1,893,605,000	88%	\$	1,877,831,000	87%	\$	2,194,780,000	87%	\$	2,373,401,000	84%	\$	1,660,124,000	70%
Veteran	\$	126,768,000	4%	\$	82,149,000	4%	\$	71,552,000	3%	\$	77,459,000	3%	\$	69,620,000	2%	\$	41,972,000	2%
EXISTING BUSINESS	\$	2,403,407,000	85%	\$	1,777,179,000	83%	\$	1,795,791,000	83%	\$	2,135,963,000	84%	\$	2,421,189,000	85%	\$	1,118,633,000	47%
NEW BUSINESS	\$	414,865,000	15%	\$	374,305,000	17%	\$	372,520,000	17%	\$	392,581,000	16%	\$	413,549,000	15%	\$	1,257,242,000	53%
Rural	\$	351,215,000	12%	\$	305,592,000	14%	\$	281,794,000	13%	\$	298,005,000	12%	\$	329,084,000	12%	\$	320,672,000	13%
Urban	\$	2,467,057,000	88%	\$	1,845,892,000	86%	\$	1,886,517,000	87%	\$	2,230,539,000	88%	\$	2,505,654,000	88%	\$	2,062,095,000	87%
Export	\$	82,578,000	3%	\$	105,898,000	5%	\$	107,969,000	5%	\$	107,459,000	4%	\$	52,553,000	2%	\$	29,641,000	1%
\$150K and Under	\$	49,584,000	2%	\$	36,889,000	2%	\$	34,004,000	2%	\$	32,967,000	1%	\$	35,351,000	1%	\$	28,359,000	1%
>\$150K - \$350K	\$	307,446,000	11%	\$	226,263,000	11%	\$	220,700,000	10%	\$	210,557,000	8%	\$	226,813,000	8%	\$	212,257,000	9%
>\$350K - \$2M	\$	1,706,967,000	61%	\$	1,290,062,000	60%	\$	1,336,652,000	62%	\$	1,389,883,000	55%	\$	1,584,945,000	56%	\$	1,344,787,000	56%
>\$2M	\$	754,275,000	27%	\$	598,270,000	28%	\$	576,955,000	27%	\$	895,137,000	35%	\$	987,629,000	35%	\$	797,364,000	33%

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	2013		2014		2015		2016		2017		2018	
All 504	4,174		3,059		3,053		3,127		3,450		2,988	
Ethnicity												
All Minority	920	22%	662	22%	695	23%	720	23%	807	23%	705	24%
AMERICAN INDIAN	9	0%	6	0%	10	0%	11	0%	3	0%	5	0%
ASIAN OR PACIFI	539	13%	336	11%	361	12%	369	12%	472	14%	398	13%
BLACK	117	3%	91	3%	93	3%	90	3%	85	2%	67	2%
HISPANIC	255	6%	229	7%	231	8%	250	8%	247	7%	235	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	257	6%	209	7%	218	7%	234	7%	272	8%	399	13%
WHITE	2,997	72%	2,188	72%	2,140	70%	2,173	69%	2,371	69%	1,884	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	23	1%	11	0%	17	1%	17	1%	227	7%	741	25%
Female Owned more than 50%	669	16%	471	15%	483	16%	514	16%	508	15%	365	12%
Male Owned	3,482	83%	2,577	84%	2,553	84%	2,596	83%	2,715	79%	1,882	63%
Veteran	225	5%	137	4%	118	4%	133	4%	125	4%	85	3%
EXISTING BUSINESS	3,701	89%	2,615	85%	2,584	85%	2,747	88%	2,996	87%	1,428	48%
NEW BUSINESS	473	11%	444	15%	469	15%	380	12%	454	13%	1,554	52%
Rural	610	15%	466	15%	466	15%	487	16%	546	16%	510	17%
Urban	3,564	85%	2,593	85%	2,587	85%	2,640	84%	2,904	84%	2,478	83%
Export	99	2%	110	4%	114	4%	104	3%	40	1%	27	1%
\$150K and Under	459	11%	331	11%	301	10%	304	10%	311	9%	247	8%
>\$150K - \$350K	1,265	30%	935	31%	895	29%	849	27%	921	27%	851	28%
>\$350K - \$2M	2,207	53%	1,603	52%	1,667	55%	1,696	54%	1,911	55%	1,638	55%
>\$2M	243	6%	190	6%	190	6%	278	9%	307	9%	252	8%

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