

	2013		2014		2015		2016		2017		2018							
<b>All 7(A)</b>	\$	<b>4,535,628,400</b>	\$	<b>4,300,744,600</b>	\$	<b>5,532,940,400</b>	\$	<b>5,853,427,900</b>	\$	<b>6,596,281,800</b>	\$	<b>7,656,527,400</b>						
<b>Ethnicity</b>																		
<b>All Minority</b>	\$	<b>1,204,763,000</b>	27%	\$	<b>1,292,727,100</b>	30%	\$	<b>1,588,220,600</b>	29%	\$	<b>1,725,227,200</b>	29%	\$	<b>2,127,289,400</b>	32%	\$	<b>2,367,640,600</b>	31%
AMERICAN INDIAN	\$	19,511,300	0%	\$	18,681,600	0%	\$	33,024,200	1%	\$	16,088,900	0%	\$	40,197,900	1%	\$	66,735,300	1%
ASIAN OR PACIFI	\$	891,733,700	20%	\$	970,656,300	23%	\$	1,133,295,700	20%	\$	1,275,136,700	22%	\$	1,556,358,100	24%	\$	1,664,286,300	22%
BLACK	\$	78,728,000	2%	\$	97,593,800	2%	\$	101,599,200	2%	\$	113,482,200	2%	\$	152,438,400	2%	\$	202,244,400	3%
HISPANIC	\$	214,790,000	5%	\$	205,795,400	5%	\$	320,301,500	6%	\$	320,519,400	5%	\$	378,295,000	6%	\$	434,374,600	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	505,094,000	11%	\$	671,714,200	16%	\$	781,730,900	14%	\$	781,143,600	13%	\$	926,401,900	14%	\$	1,244,793,400	16%
WHITE	\$	2,825,771,400	62%	\$	2,336,303,300	54%	\$	3,162,988,900	57%	\$	3,347,057,100	57%	\$	3,542,590,500	54%	\$	4,044,093,400	53%
<b>Gender</b>																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	689,119,100	15%	\$	697,066,200	16%	\$	891,308,100	16%	\$	925,223,100	16%	\$	992,198,500	15%	\$	1,141,829,500	15%
Female Owned more than 50%	\$	585,784,100	13%	\$	533,647,500	12%	\$	700,820,100	13%	\$	830,443,400	14%	\$	965,763,000	15%	\$	1,041,822,100	14%
Male Owned	\$	3,260,725,200	72%	\$	3,070,030,900	71%	\$	3,940,812,200	71%	\$	4,097,761,400	70%	\$	4,638,320,300	70%	\$	5,472,875,800	71%
<b>Veteran</b>	\$	158,446,800	3%	\$	164,715,100	4%	\$	256,070,100	5%	\$	304,598,200	5%	\$	242,708,600	4%	\$	301,185,400	4%
<b>EXISTING BUSINESS</b>	\$	3,375,401,600	74%	\$	3,111,951,000	72%	\$	3,710,836,100	67%	\$	3,727,075,500	64%	\$	4,263,149,100	65%	\$	4,475,118,800	58%
<b>NEW BUSINESS</b>	\$	1,152,615,800	25%	\$	1,173,606,000	27%	\$	1,807,019,500	33%	\$	2,106,408,900	36%	\$	2,322,481,600	35%	\$	3,098,073,500	40%
<b>Rural</b>	\$	626,762,600	14%	\$	684,629,800	16%	\$	927,041,600	17%	\$	919,637,900	16%	\$	923,219,400	14%	\$	1,008,970,500	13%
<b>Urban</b>	\$	3,908,865,800	86%	\$	3,616,114,800	84%	\$	4,605,898,800	83%	\$	4,933,790,000	84%	\$	5,673,062,400	86%	\$	6,647,556,900	87%
<b>Export</b>	\$	247,041,000	5%	\$	296,500,300	7%	\$	352,743,900	6%	\$	379,416,500	6%	\$	798,723,200	12%	\$	310,244,200	4%
<b>CAPLine</b>	\$	148,830,900	3%	\$	93,558,000	2%	\$	129,606,100	2%	\$	83,173,100	1%	\$	56,028,300	1%	\$	84,674,500	1%
<b>PLP</b>	\$	2,504,381,600	55%	\$	2,585,499,800	60%	\$	3,402,100,400	61%	\$	3,754,787,200	64%	\$	4,480,682,800	68%	\$	5,754,067,400	75%
<b>Express</b>	\$	440,979,100	10%	\$	391,649,500	9%	\$	527,216,000	10%	\$	543,850,000	9%	\$	511,702,800	8%	\$	580,047,400	8%
<b>\$150K and Under</b>	\$	370,654,200	8%	\$	398,479,600	9%	\$	553,870,000	10%	\$	564,212,900	10%	\$	536,281,300	8%	\$	595,725,100	8%
<b>&gt;\$150K - \$350K</b>	\$	571,914,500	13%	\$	497,110,500	12%	\$	628,317,400	11%	\$	656,951,800	11%	\$	707,974,000	11%	\$	776,397,100	10%
<b>&gt;\$350K - \$2M</b>	\$	2,420,837,600	53%	\$	2,197,317,300	51%	\$	2,626,746,000	47%	\$	2,870,976,600	49%	\$	2,992,149,600	45%	\$	3,377,435,600	44%
<b>&gt;\$2M</b>	\$	1,172,222,100	26%	\$	1,207,837,200	28%	\$	1,724,007,000	31%	\$	1,761,286,600	30%	\$	2,359,876,900	36%	\$	2,906,969,600	38%

All Activity illustrated above is as of 01/12 for each FY listed.

	2013		2014		2015		2016		2017		2018	
<b>All 7(A)</b>	<b>11,999</b>		<b>11,578</b>		<b>15,142</b>		<b>16,156</b>		<b>15,460</b>		<b>17,327</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>2,751</b>	<b>23%</b>	<b>2,874</b>	<b>25%</b>	<b>3,665</b>	<b>24%</b>	<b>4,302</b>	<b>27%</b>	<b>4,104</b>	<b>27%</b>	<b>4,571</b>	<b>26%</b>
AMERICAN INDIAN	104	1%	87	1%	116	1%	91	1%	107	1%	139	1%
ASIAN OR PACIFI	1,494	12%	1,600	14%	1,951	13%	2,194	14%	2,138	14%	2,267	13%
BLACK	287	2%	340	3%	443	3%	603	4%	588	4%	748	4%
HISPANIC	866	7%	847	7%	1,155	8%	1,414	9%	1,271	8%	1,417	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,193	10%	1,408	12%	2,158	14%	1,901	12%	1,980	13%	2,451	14%
WHITE	8,055	67%	7,296	63%	9,319	62%	9,953	62%	9,376	61%	10,305	59%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,848	15%	1,811	16%	2,262	15%	2,246	14%	2,141	14%	2,323	13%
Female Owned more than 50%	1,959	16%	1,902	16%	2,662	18%	2,980	18%	2,835	18%	3,057	18%
Male Owned	8,192	68%	7,865	68%	10,218	67%	10,930	68%	10,484	68%	11,947	69%
<b>Veteran</b>	<b>592</b>	<b>5%</b>	<b>594</b>	<b>5%</b>	<b>680</b>	<b>4%</b>	<b>798</b>	<b>5%</b>	<b>786</b>	<b>5%</b>	<b>851</b>	<b>5%</b>
<b>EXISTING BUSINESS</b>	<b>8,281</b>	<b>69%</b>	<b>8,050</b>	<b>70%</b>	<b>10,170</b>	<b>67%</b>	<b>9,758</b>	<b>60%</b>	<b>9,611</b>	<b>62%</b>	<b>10,210</b>	<b>59%</b>
<b>NEW BUSINESS</b>	<b>3,711</b>	<b>31%</b>	<b>3,506</b>	<b>30%</b>	<b>4,941</b>	<b>33%</b>	<b>6,372</b>	<b>39%</b>	<b>5,830</b>	<b>38%</b>	<b>6,995</b>	<b>40%</b>
<b>Rural</b>	<b>1,410</b>	<b>12%</b>	<b>1,859</b>	<b>16%</b>	<b>2,392</b>	<b>16%</b>	<b>2,732</b>	<b>17%</b>	<b>2,349</b>	<b>15%</b>	<b>2,380</b>	<b>14%</b>
<b>Urban</b>	<b>10,589</b>	<b>88%</b>	<b>9,719</b>	<b>84%</b>	<b>12,750</b>	<b>84%</b>	<b>13,424</b>	<b>83%</b>	<b>13,111</b>	<b>85%</b>	<b>14,947</b>	<b>86%</b>
<b>Export</b>	<b>285</b>	<b>2%</b>	<b>371</b>	<b>3%</b>	<b>421</b>	<b>3%</b>	<b>471</b>	<b>3%</b>	<b>950</b>	<b>6%</b>	<b>237</b>	<b>1%</b>
<b>CAPLine</b>	<b>196</b>	<b>2%</b>	<b>124</b>	<b>1%</b>	<b>169</b>	<b>1%</b>	<b>119</b>	<b>1%</b>	<b>99</b>	<b>1%</b>	<b>85</b>	<b>0%</b>
<b>PLP</b>	<b>3,394</b>	<b>28%</b>	<b>3,172</b>	<b>27%</b>	<b>3,724</b>	<b>25%</b>	<b>4,289</b>	<b>27%</b>	<b>5,124</b>	<b>33%</b>	<b>7,625</b>	<b>44%</b>
<b>Express</b>	<b>5,728</b>	<b>48%</b>	<b>5,552</b>	<b>48%</b>	<b>7,726</b>	<b>51%</b>	<b>8,384</b>	<b>52%</b>	<b>7,141</b>	<b>46%</b>	<b>8,096</b>	<b>47%</b>
<b>\$150K and Under</b>	<b>6,500</b>	<b>54%</b>	<b>6,671</b>	<b>58%</b>	<b>9,075</b>	<b>60%</b>	<b>9,780</b>	<b>61%</b>	<b>8,521</b>	<b>55%</b>	<b>9,569</b>	<b>55%</b>
<b>&gt;\$150K - \$350K</b>	<b>2,268</b>	<b>19%</b>	<b>1,941</b>	<b>17%</b>	<b>2,423</b>	<b>16%</b>	<b>2,487</b>	<b>15%</b>	<b>2,676</b>	<b>17%</b>	<b>2,952</b>	<b>17%</b>
<b>&gt;\$350K - \$2M</b>	<b>2,847</b>	<b>24%</b>	<b>2,569</b>	<b>22%</b>	<b>3,086</b>	<b>20%</b>	<b>3,311</b>	<b>20%</b>	<b>3,514</b>	<b>23%</b>	<b>3,903</b>	<b>23%</b>
<b>&gt;\$2M</b>	<b>384</b>	<b>3%</b>	<b>397</b>	<b>3%</b>	<b>558</b>	<b>4%</b>	<b>578</b>	<b>4%</b>	<b>749</b>	<b>5%</b>	<b>903</b>	<b>5%</b>

All Activity illustrated above is as of 01/12 for each FY listed.

	2013		2014		2015		2016		2017		2018							
<b>All 504</b>	\$	<b>1,522,949,000</b>	\$	<b>1,118,180,000</b>	\$	<b>1,098,592,000</b>	\$	<b>1,325,800,000</b>	\$	<b>1,390,153,000</b>	\$	<b>1,227,248,000</b>						
<b>Ethnicity</b>																		
<b>All Minority</b>	\$	<b>331,861,000</b>	22%	\$	<b>278,267,000</b>	25%	\$	<b>290,706,000</b>	26%	\$	<b>395,158,000</b>	30%	\$	<b>407,246,000</b>	29%	\$	<b>349,246,000</b>	28%
AMERICAN INDIAN	\$	842,000	0%	\$	1,150,000	0%	\$	1,221,000	0%	\$	3,569,000	0%	\$	760,000	0%	\$	1,339,000	0%
ASIAN OR PACIFI	\$	242,116,000	16%	\$	202,754,000	18%	\$	189,455,000	17%	\$	282,124,000	21%	\$	288,077,000	21%	\$	264,113,000	22%
BLACK	\$	28,625,000	2%	\$	20,428,000	2%	\$	18,390,000	2%	\$	22,732,000	2%	\$	39,630,000	3%	\$	14,951,000	1%
HISPANIC	\$	60,278,000	4%	\$	53,935,000	5%	\$	81,640,000	7%	\$	86,733,000	7%	\$	78,779,000	6%	\$	68,843,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	123,145,000	8%	\$	96,194,000	9%	\$	91,185,000	8%	\$	106,052,000	8%	\$	127,880,000	9%	\$	187,943,000	15%
WHITE	\$	1,067,943,000	70%	\$	743,719,000	67%	\$	716,701,000	65%	\$	824,590,000	62%	\$	855,027,000	62%	\$	690,059,000	56%
<b>Gender</b>																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	8,360,000	1%	\$	5,137,000	0%	\$	3,458,000	0%	\$	5,367,000	0%	\$	59,769,000	4%	\$	254,375,000	21%
Female Owned more than 50%	\$	179,509,000	12%	\$	117,080,000	10%	\$	133,421,000	12%	\$	159,005,000	12%	\$	170,845,000	12%	\$	122,975,000	10%
Male Owned	\$	1,335,080,000	88%	\$	995,963,000	89%	\$	961,713,000	88%	\$	1,161,428,000	88%	\$	1,159,539,000	83%	\$	849,898,000	69%
<b>Veteran</b>	\$	56,188,000	4%	\$	52,390,000	5%	\$	46,205,000	4%	\$	39,572,000	3%	\$	43,087,000	3%	\$	23,876,000	2%
<b>EXISTING BUSINESS</b>	\$	1,295,810,000	85%	\$	931,817,000	83%	\$	916,360,000	83%	\$	1,075,952,000	81%	\$	1,189,664,000	86%	\$	877,981,000	72%
<b>NEW BUSINESS</b>	\$	227,139,000	15%	\$	186,363,000	17%	\$	182,232,000	17%	\$	249,848,000	19%	\$	200,489,000	14%	\$	342,585,000	28%
<b>Rural</b>	\$	325,221,000	21%	\$	249,631,000	22%	\$	244,437,000	22%	\$	291,668,000	22%	\$	289,284,000	21%	\$	257,628,000	21%
<b>Urban</b>	\$	1,197,728,000	79%	\$	868,549,000	78%	\$	854,155,000	78%	\$	1,034,132,000	78%	\$	1,100,869,000	79%	\$	969,620,000	79%
<b>Export</b>	\$	55,678,000	4%	\$	65,045,000	6%	\$	55,812,000	5%	\$	48,424,000	4%	\$	30,370,000	2%	\$	16,190,000	1%
<b>\$150K and Under</b>	\$	28,207,000	2%	\$	19,322,000	2%	\$	15,633,000	1%	\$	16,530,000	1%	\$	18,828,000	1%	\$	14,150,000	1%
<b>&gt;\$150K - \$350K</b>	\$	169,972,000	11%	\$	112,987,000	10%	\$	110,226,000	10%	\$	112,380,000	8%	\$	117,629,000	8%	\$	108,655,000	9%
<b>&gt;\$350K - \$2M</b>	\$	916,170,000	60%	\$	664,331,000	59%	\$	678,885,000	62%	\$	697,476,000	53%	\$	776,400,000	56%	\$	687,432,000	56%
<b>&gt;\$2M</b>	\$	408,600,000	27%	\$	321,540,000	29%	\$	293,848,000	27%	\$	499,414,000	38%	\$	477,296,000	34%	\$	417,011,000	34%

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	2013		2014		2015		2016		2017		2018	
<b>All 504</b>	<b>2,269</b>		<b>1,569</b>		<b>1,523</b>		<b>1,596</b>		<b>1,718</b>		<b>1,521</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>463</b>	<b>20%</b>	<b>326</b>	<b>21%</b>	<b>339</b>	<b>22%</b>	<b>349</b>	<b>22%</b>	<b>395</b>	<b>23%</b>	<b>357</b>	<b>23%</b>
AMERICAN INDIAN	2	0%	1	0%	3	0%	3	0%	2	0%	4	0%
ASIAN OR PACIFI	276	12%	177	11%	184	12%	189	12%	231	13%	207	14%
BLACK	48	2%	34	2%	29	2%	28	2%	43	3%	31	2%
HISPANIC	137	6%	114	7%	123	8%	129	8%	119	7%	115	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	145	6%	118	8%	106	7%	127	8%	125	7%	202	13%
WHITE	1,661	73%	1,125	72%	1,078	71%	1,120	70%	1,198	70%	962	63%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	12	1%	6	0%	7	0%	9	1%	104	6%	363	24%
Female Owned more than 50%	335	15%	223	14%	228	15%	253	16%	275	16%	190	12%
Male Owned	1,922	85%	1,340	85%	1,288	85%	1,334	84%	1,339	78%	968	64%
<b>Veteran</b>	<b>105</b>	<b>5%</b>	<b>83</b>	<b>5%</b>	<b>70</b>	<b>5%</b>	<b>73</b>	<b>5%</b>	<b>65</b>	<b>4%</b>	<b>45</b>	<b>3%</b>
<b>EXISTING BUSINESS</b>	<b>2,008</b>	<b>88%</b>	<b>1,363</b>	<b>87%</b>	<b>1,300</b>	<b>85%</b>	<b>1,384</b>	<b>87%</b>	<b>1,505</b>	<b>88%</b>	<b>1,153</b>	<b>76%</b>
<b>NEW BUSINESS</b>	<b>261</b>	<b>12%</b>	<b>206</b>	<b>13%</b>	<b>223</b>	<b>15%</b>	<b>212</b>	<b>13%</b>	<b>213</b>	<b>12%</b>	<b>363</b>	<b>24%</b>
<b>Rural</b>	<b>560</b>	<b>25%</b>	<b>388</b>	<b>25%</b>	<b>376</b>	<b>25%</b>	<b>400</b>	<b>25%</b>	<b>441</b>	<b>26%</b>	<b>411</b>	<b>27%</b>
<b>Urban</b>	<b>1,709</b>	<b>75%</b>	<b>1,181</b>	<b>75%</b>	<b>1,147</b>	<b>75%</b>	<b>1,196</b>	<b>75%</b>	<b>1,277</b>	<b>74%</b>	<b>1,110</b>	<b>73%</b>
<b>Export</b>	<b>62</b>	<b>3%</b>	<b>64</b>	<b>4%</b>	<b>62</b>	<b>4%</b>	<b>52</b>	<b>3%</b>	<b>26</b>	<b>2%</b>	<b>14</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>262</b>	<b>12%</b>	<b>174</b>	<b>11%</b>	<b>139</b>	<b>9%</b>	<b>153</b>	<b>10%</b>	<b>169</b>	<b>10%</b>	<b>124</b>	<b>8%</b>
<b>&gt;\$150K - \$350K</b>	<b>698</b>	<b>31%</b>	<b>470</b>	<b>30%</b>	<b>454</b>	<b>30%</b>	<b>450</b>	<b>28%</b>	<b>468</b>	<b>27%</b>	<b>435</b>	<b>29%</b>
<b>&gt;\$350K - \$2M</b>	<b>1,179</b>	<b>52%</b>	<b>827</b>	<b>53%</b>	<b>835</b>	<b>55%</b>	<b>838</b>	<b>53%</b>	<b>931</b>	<b>54%</b>	<b>834</b>	<b>55%</b>
<b>&gt;\$2M</b>	<b>130</b>	<b>6%</b>	<b>98</b>	<b>6%</b>	<b>95</b>	<b>6%</b>	<b>155</b>	<b>10%</b>	<b>150</b>	<b>9%</b>	<b>128</b>	<b>8%</b>

All Activity illustrated above is as of 01/12 for each FY listed.