

| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | | | | | | |
|----------------------------|------|----------------------|------|----------------------|----------------------|-----------------------|------|-----------------------|------|-----------------------|----------------------|-----------------------|----|----------------------|-----|----|----------------------|-----|
| All 7(A) | \$ | 8,220,327,600 | \$ | 8,014,906,900 | \$ | 10,034,811,500 | \$ | 10,806,125,000 | \$ | 11,841,198,800 | \$ | 12,566,439,500 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 2,239,413,200 | 27% | \$ | 2,313,908,700 | 29% | \$ | 2,815,799,400 | 28% | \$ | 3,188,274,300 | 30% | \$ | 3,717,573,300 | 31% | \$ | 3,972,928,000 | 32% |
| AMERICAN INDIAN | \$ | 37,379,800 | 0% | \$ | 28,523,000 | 0% | \$ | 62,513,200 | 1% | \$ | 55,248,000 | 1% | \$ | 74,067,000 | 1% | \$ | 81,080,500 | 1% |
| ASIAN OR PACIFI | \$ | 1,666,031,400 | 20% | \$ | 1,716,989,400 | 21% | \$ | 1,991,152,500 | 20% | \$ | 2,330,403,200 | 22% | \$ | 2,689,794,800 | 23% | \$ | 2,795,580,200 | 22% |
| BLACK | \$ | 142,563,600 | 2% | \$ | 165,948,600 | 2% | \$ | 188,449,400 | 2% | \$ | 217,264,900 | 2% | \$ | 280,324,300 | 2% | \$ | 350,784,800 | 3% |
| HISPANIC | \$ | 393,438,400 | 5% | \$ | 402,447,700 | 5% | \$ | 573,684,300 | 6% | \$ | 585,358,200 | 5% | \$ | 669,809,200 | 6% | \$ | 745,482,500 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 3,578,000 | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 983,343,000 | 12% | \$ | 1,169,174,300 | 15% | \$ | 1,350,266,600 | 13% | \$ | 1,464,035,300 | 14% | \$ | 1,770,388,100 | 15% | \$ | 2,100,751,200 | 17% |
| WHITE | \$ | 4,997,571,400 | 61% | \$ | 4,531,823,900 | 57% | \$ | 5,868,745,500 | 58% | \$ | 6,153,815,400 | 57% | \$ | 6,353,237,400 | 54% | \$ | 6,492,760,300 | 52% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 1,317,471,700 | 16% | \$ | 1,361,652,300 | 17% | \$ | 1,609,535,600 | 16% | \$ | 1,762,193,300 | 16% | \$ | 1,833,387,600 | 15% | \$ | 1,900,228,900 | 15% |
| Female Owned more than 50% | \$ | 1,080,548,000 | 13% | \$ | 992,562,000 | 12% | \$ | 1,271,849,300 | 13% | \$ | 1,554,614,800 | 14% | \$ | 1,675,593,000 | 14% | \$ | 1,757,157,500 | 14% |
| Male Owned | \$ | 5,822,307,900 | 71% | \$ | 5,660,692,600 | 71% | \$ | 7,153,426,600 | 71% | \$ | 7,489,316,900 | 69% | \$ | 8,332,218,200 | 70% | \$ | 8,909,053,100 | 71% |
| Veteran | \$ | 289,207,100 | 4% | \$ | 273,522,500 | 3% | \$ | 503,723,900 | 5% | \$ | 532,548,100 | 5% | \$ | 451,845,700 | 4% | \$ | 475,388,700 | 4% |
| EXISTING BUSINESS | \$ | 6,105,869,400 | 74% | \$ | 5,732,854,900 | 72% | \$ | 6,709,560,800 | 67% | \$ | 6,846,808,200 | 63% | \$ | 7,604,303,000 | 64% | \$ | 5,138,092,800 | 41% |
| NEW BUSINESS | \$ | 2,103,541,500 | 26% | \$ | 2,253,758,300 | 28% | \$ | 3,296,622,400 | 33% | \$ | 3,920,228,900 | 36% | \$ | 4,204,235,800 | 36% | \$ | 7,379,981,400 | 59% |
| Rural | \$ | 1,203,900,100 | 15% | \$ | 1,310,691,000 | 16% | \$ | 1,679,888,100 | 17% | \$ | 1,724,928,600 | 16% | \$ | 1,663,055,700 | 14% | \$ | 1,731,143,500 | 14% |
| Urban | \$ | 7,016,427,500 | 85% | \$ | 6,704,215,900 | 84% | \$ | 8,354,923,400 | 83% | \$ | 9,081,196,400 | 84% | \$ | 10,178,143,100 | 86% | \$ | 10,835,296,000 | 86% |
| Export | \$ | 428,985,000 | 5% | \$ | 554,549,300 | 7% | \$ | 589,237,500 | 6% | \$ | 648,076,100 | 6% | \$ | 1,297,390,300 | 11% | \$ | 514,271,500 | 4% |
| CAPLine | \$ | 269,031,000 | 3% | \$ | 191,148,500 | 2% | \$ | 220,551,000 | 2% | \$ | 144,847,700 | 1% | \$ | 120,396,900 | 1% | \$ | 155,629,600 | 1% |
| PLP | \$ | 4,528,630,600 | 55% | \$ | 4,689,967,000 | 59% | \$ | 6,187,528,300 | 62% | \$ | 6,815,753,900 | 63% | \$ | 8,213,027,500 | 69% | \$ | 9,385,081,600 | 75% |
| Express | \$ | 775,359,800 | 9% | \$ | 793,834,300 | 10% | \$ | 977,464,100 | 10% | \$ | 1,007,225,200 | 9% | \$ | 944,146,400 | 8% | \$ | 976,612,300 | 8% |
| \$150K and Under | \$ | 661,821,400 | 8% | \$ | 778,841,100 | 10% | \$ | 1,009,102,500 | 10% | \$ | 1,060,980,400 | 10% | \$ | 1,019,702,000 | 9% | \$ | 1,050,962,500 | 8% |
| >\$150K - \$350K | \$ | 1,044,864,700 | 13% | \$ | 960,039,400 | 12% | \$ | 1,159,934,000 | 12% | \$ | 1,257,195,900 | 12% | \$ | 1,291,191,500 | 11% | \$ | 1,332,488,800 | 11% |
| >\$350K - \$2M | \$ | 4,328,058,300 | 53% | \$ | 3,982,043,100 | 50% | \$ | 4,793,047,100 | 48% | \$ | 5,168,462,300 | 48% | \$ | 5,407,371,100 | 46% | \$ | 5,525,369,600 | 44% |
| >\$2M | \$ | 2,185,583,200 | 27% | \$ | 2,293,983,300 | 29% | \$ | 3,072,727,900 | 31% | \$ | 3,319,486,400 | 31% | \$ | 4,122,934,200 | 35% | \$ | 4,657,618,600 | 37% |

All Activity illustrated above is as of 03/30 for each FY listed.

| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | |
|----------------------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| All 7(A) | 21,489 | | 22,177 | | 27,648 | | 29,867 | | 28,391 | | 29,506 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 4,866 | 23% | 5,278 | 24% | 6,520 | 24% | 7,695 | 26% | 7,297 | 26% | 7,658 | 26% |
| AMERICAN INDIAN | 165 | 1% | 167 | 1% | 197 | 1% | 193 | 1% | 206 | 1% | 202 | 1% |
| ASIAN OR PACIFI | 2,714 | 13% | 2,876 | 13% | 3,435 | 12% | 3,895 | 13% | 3,728 | 13% | 3,787 | 13% |
| BLACK | 512 | 2% | 652 | 3% | 831 | 3% | 1,082 | 4% | 1,092 | 4% | 1,243 | 4% |
| HISPANIC | 1,475 | 7% | 1,583 | 7% | 2,057 | 7% | 2,525 | 8% | 2,269 | 8% | 2,426 | 8% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | 2 | 0% | - | 0% |
| UNDETERMINED | 2,301 | 11% | 2,655 | 12% | 3,749 | 14% | 3,605 | 12% | 3,679 | 13% | 4,272 | 14% |
| WHITE | 14,322 | 67% | 14,244 | 64% | 17,379 | 63% | 18,567 | 62% | 17,415 | 61% | 17,576 | 60% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 3,412 | 16% | 3,514 | 16% | 3,958 | 14% | 4,159 | 14% | 3,910 | 14% | 3,944 | 13% |
| Female Owned more than 50% | 3,485 | 16% | 3,575 | 16% | 4,823 | 17% | 5,515 | 18% | 5,158 | 18% | 5,195 | 18% |
| Male Owned | 14,592 | 68% | 15,088 | 68% | 18,867 | 68% | 20,193 | 68% | 19,323 | 68% | 20,367 | 69% |
| Veteran | 1,042 | 5% | 981 | 4% | 1,321 | 5% | 1,536 | 5% | 1,528 | 5% | 1,427 | 5% |
| EXISTING BUSINESS | 14,856 | 69% | 15,368 | 69% | 18,497 | 67% | 18,262 | 61% | 17,816 | 63% | 12,532 | 42% |
| NEW BUSINESS | 6,614 | 31% | 6,771 | 31% | 9,100 | 33% | 11,555 | 39% | 10,534 | 37% | 16,909 | 57% |
| Rural | 2,886 | 13% | 3,639 | 16% | 4,359 | 16% | 4,930 | 17% | 4,363 | 15% | 4,426 | 15% |
| Urban | 18,603 | 87% | 18,538 | 84% | 23,289 | 84% | 24,937 | 83% | 24,028 | 85% | 25,080 | 85% |
| Export | 546 | 3% | 712 | 3% | 718 | 3% | 803 | 3% | 1,594 | 6% | 418 | 1% |
| CAPLine | 362 | 2% | 256 | 1% | 289 | 1% | 206 | 1% | 185 | 1% | 152 | 1% |
| PLP | 6,064 | 28% | 5,284 | 24% | 6,868 | 25% | 7,766 | 26% | 10,613 | 37% | 12,922 | 44% |
| Express | 10,104 | 47% | 11,136 | 50% | 14,157 | 51% | 15,434 | 52% | 13,079 | 46% | 13,739 | 47% |
| \$150K and Under | 11,562 | 54% | 13,047 | 59% | 16,551 | 60% | 18,087 | 61% | 15,842 | 56% | 16,559 | 56% |
| >\$150K - \$350K | 4,137 | 19% | 3,716 | 17% | 4,494 | 16% | 4,751 | 16% | 4,892 | 17% | 5,088 | 17% |
| >\$350K - \$2M | 5,086 | 24% | 4,659 | 21% | 5,611 | 20% | 5,943 | 20% | 6,341 | 22% | 6,398 | 22% |
| >\$2M | 704 | 3% | 755 | 3% | 992 | 4% | 1,086 | 4% | 1,316 | 5% | 1,461 | 5% |

All Activity illustrated above is as of 03/30 for each FY listed.

| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | | | | | | |
|----------------------------|------|----------------------|------|----------------------|--------------------|----------------------|------|----------------------|------|----------------------|--------------------|----------------------|----|--------------------|-----|----|--------------------|-----|
| All 504 | \$ | 2,522,111,000 | \$ | 1,941,409,000 | \$ | 1,937,144,000 | \$ | 2,233,174,000 | \$ | 2,502,031,000 | \$ | 2,106,567,000 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 609,507,000 | 24% | \$ | 508,537,000 | 26% | \$ | 531,321,000 | 27% | \$ | 646,495,000 | 29% | \$ | 741,307,000 | 30% | \$ | 588,159,000 | 28% |
| AMERICAN INDIAN | \$ | 6,884,000 | 0% | \$ | 2,555,000 | 0% | \$ | 7,010,000 | 0% | \$ | 8,372,000 | 0% | \$ | 1,717,000 | 0% | \$ | 1,484,000 | 0% |
| ASIAN OR PACIFI | \$ | 439,030,000 | 17% | \$ | 346,493,000 | 18% | \$ | 332,468,000 | 17% | \$ | 446,054,000 | 20% | \$ | 538,408,000 | 22% | \$ | 432,714,000 | 21% |
| BLACK | \$ | 60,915,000 | 2% | \$ | 42,384,000 | 2% | \$ | 51,539,000 | 3% | \$ | 53,576,000 | 2% | \$ | 55,367,000 | 2% | \$ | 32,916,000 | 2% |
| HISPANIC | \$ | 102,678,000 | 4% | \$ | 117,105,000 | 6% | \$ | 140,304,000 | 7% | \$ | 138,493,000 | 6% | \$ | 145,815,000 | 6% | \$ | 121,045,000 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 192,403,000 | 8% | \$ | 158,014,000 | 8% | \$ | 164,127,000 | 8% | \$ | 175,719,000 | 8% | \$ | 235,666,000 | 9% | \$ | 329,921,000 | 16% |
| WHITE | \$ | 1,720,201,000 | 68% | \$ | 1,274,858,000 | 66% | \$ | 1,241,696,000 | 64% | \$ | 1,410,960,000 | 63% | \$ | 1,525,058,000 | 61% | \$ | 1,188,487,000 | 56% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 13,167,000 | 1% | \$ | 5,345,000 | 0% | \$ | 9,905,000 | 1% | \$ | 10,838,000 | 0% | \$ | 131,356,000 | 5% | \$ | 438,093,000 | 21% |
| Female Owned more than 50% | \$ | 326,763,000 | 13% | \$ | 223,337,000 | 12% | \$ | 252,045,000 | 13% | \$ | 294,349,000 | 13% | \$ | 279,371,000 | 11% | \$ | 195,493,000 | 9% |
| Male Owned | \$ | 2,182,181,000 | 87% | \$ | 1,712,727,000 | 88% | \$ | 1,675,194,000 | 86% | \$ | 1,927,987,000 | 86% | \$ | 2,091,304,000 | 84% | \$ | 1,472,981,000 | 70% |
| Veteran | \$ | 114,087,000 | 5% | \$ | 74,058,000 | 4% | \$ | 66,947,000 | 3% | \$ | 73,017,000 | 3% | \$ | 60,274,000 | 2% | \$ | 35,653,000 | 2% |
| EXISTING BUSINESS | \$ | 2,149,600,000 | 85% | \$ | 1,605,127,000 | 83% | \$ | 1,606,049,000 | 83% | \$ | 1,876,339,000 | 84% | \$ | 2,151,146,000 | 86% | \$ | 1,079,204,000 | 51% |
| NEW BUSINESS | \$ | 372,511,000 | 15% | \$ | 336,282,000 | 17% | \$ | 331,095,000 | 17% | \$ | 356,835,000 | 16% | \$ | 350,885,000 | 14% | \$ | 1,020,681,000 | 48% |
| Rural | \$ | 553,228,000 | 22% | \$ | 424,878,000 | 22% | \$ | 418,697,000 | 22% | \$ | 462,633,000 | 21% | \$ | 548,362,000 | 22% | \$ | 453,549,000 | 22% |
| Urban | \$ | 1,968,883,000 | 78% | \$ | 1,516,531,000 | 78% | \$ | 1,518,447,000 | 78% | \$ | 1,770,541,000 | 79% | \$ | 1,953,669,000 | 78% | \$ | 1,653,018,000 | 78% |
| Export | \$ | 77,780,000 | 3% | \$ | 98,415,000 | 5% | \$ | 92,208,000 | 5% | \$ | 86,462,000 | 4% | \$ | 49,311,000 | 2% | \$ | 23,243,000 | 1% |
| \$150K and Under | \$ | 44,752,000 | 2% | \$ | 33,480,000 | 2% | \$ | 29,503,000 | 2% | \$ | 28,280,000 | 1% | \$ | 32,217,000 | 1% | \$ | 24,581,000 | 1% |
| >\$150K - \$350K | \$ | 278,407,000 | 11% | \$ | 201,988,000 | 10% | \$ | 197,432,000 | 10% | \$ | 180,984,000 | 8% | \$ | 205,605,000 | 8% | \$ | 193,105,000 | 9% |
| >\$350K - \$2M | \$ | 1,535,714,000 | 61% | \$ | 1,159,506,000 | 60% | \$ | 1,195,258,000 | 62% | \$ | 1,220,314,000 | 55% | \$ | 1,391,889,000 | 56% | \$ | 1,200,598,000 | 57% |
| >\$2M | \$ | 663,238,000 | 26% | \$ | 546,435,000 | 28% | \$ | 514,951,000 | 27% | \$ | 803,596,000 | 36% | \$ | 872,320,000 | 35% | \$ | 688,283,000 | 33% |

All Activity illustrated above is as of 03/30 for each FY listed.

| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | |
|----------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| All 504 | 3,753 | | 2,756 | | 2,725 | | 2,725 | | 3,065 | | 2,664 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 821 | 22% | 583 | 21% | 611 | 22% | 623 | 23% | 729 | 24% | 620 | 23% |
| AMERICAN INDIAN | 8 | 0% | 5 | 0% | 10 | 0% | 10 | 0% | 4 | 0% | 5 | 0% |
| ASIAN OR PACIFI | 483 | 13% | 301 | 11% | 316 | 12% | 328 | 12% | 425 | 14% | 350 | 13% |
| BLACK | 101 | 3% | 72 | 3% | 75 | 3% | 73 | 3% | 71 | 2% | 60 | 2% |
| HISPANIC | 229 | 6% | 205 | 7% | 210 | 8% | 212 | 8% | 229 | 7% | 205 | 8% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 240 | 6% | 191 | 7% | 200 | 7% | 204 | 7% | 242 | 8% | 361 | 14% |
| WHITE | 2,692 | 72% | 1,982 | 72% | 1,914 | 70% | 1,898 | 70% | 2,094 | 68% | 1,683 | 63% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 21 | 1% | 7 | 0% | 15 | 1% | 11 | 0% | 193 | 6% | 654 | 25% |
| Female Owned more than 50% | 599 | 16% | 421 | 15% | 428 | 16% | 466 | 17% | 460 | 15% | 319 | 12% |
| Male Owned | 3,133 | 83% | 2,328 | 84% | 2,282 | 84% | 2,248 | 82% | 2,412 | 79% | 1,691 | 63% |
| Veteran | 203 | 5% | 124 | 4% | 110 | 4% | 123 | 5% | 108 | 4% | 72 | 3% |
| EXISTING BUSINESS | 3,322 | 89% | 2,358 | 86% | 2,311 | 85% | 2,390 | 88% | 2,669 | 87% | 1,391 | 52% |
| NEW BUSINESS | 431 | 11% | 398 | 14% | 414 | 15% | 335 | 12% | 396 | 13% | 1,268 | 48% |
| Rural | 920 | 25% | 671 | 24% | 664 | 24% | 668 | 25% | 803 | 26% | 721 | 27% |
| Urban | 2,833 | 75% | 2,085 | 76% | 2,061 | 76% | 2,057 | 75% | 2,262 | 74% | 1,943 | 73% |
| Export | 90 | 2% | 102 | 4% | 99 | 4% | 84 | 3% | 36 | 1% | 22 | 1% |
| \$150K and Under | 414 | 11% | 300 | 11% | 262 | 10% | 264 | 10% | 282 | 9% | 215 | 8% |
| >\$150K - \$350K | 1,146 | 31% | 837 | 30% | 797 | 29% | 731 | 27% | 830 | 27% | 773 | 29% |
| >\$350K - \$2M | 1,978 | 53% | 1,445 | 52% | 1,497 | 55% | 1,482 | 54% | 1,684 | 55% | 1,462 | 55% |
| >\$2M | 215 | 6% | 174 | 6% | 169 | 6% | 248 | 9% | 269 | 9% | 214 | 8% |

All Activity illustrated above is as of 03/30 for each FY listed.