

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	5,041,332,800	\$	4,848,583,600	\$	6,205,926,800	\$	6,603,125,600	\$	7,469,131,300	\$	8,745,985,600						
Ethnicity																		
All Minority	\$	1,333,568,300	26%	\$	1,423,920,800	29%	\$	1,778,956,500	29%	\$	2,395,755,800	32%	\$	2,755,455,900	32%			
AMERICAN INDIAN	\$	24,572,600	0%	\$	20,546,900	0%	\$	35,440,700	1%	\$	22,922,400	0%	\$	45,890,300	1%	\$	68,086,800	1%
ASIAN OR PACIFI	\$	984,989,100	20%	\$	1,073,106,900	22%	\$	1,277,845,700	21%	\$	1,426,589,100	22%	\$	1,730,212,800	23%	\$	1,946,205,500	22%
BLACK	\$	86,013,100	2%	\$	105,871,800	2%	\$	112,168,800	2%	\$	133,741,300	2%	\$	171,410,100	2%	\$	239,125,100	3%
HISPANIC	\$	237,993,500	5%	\$	224,395,200	5%	\$	353,501,300	6%	\$	359,094,700	5%	\$	448,242,600	6%	\$	502,038,500	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	575,165,400	11%	\$	772,401,300	16%	\$	858,783,200	14%	\$	885,357,000	13%	\$	1,064,606,700	14%	\$	1,438,569,100	16%
WHITE	\$	3,132,599,100	62%	\$	2,652,261,500	55%	\$	3,568,187,100	57%	\$	3,775,421,100	57%	\$	4,008,768,800	54%	\$	4,551,960,600	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	783,657,200	16%	\$	777,403,500	16%	\$	1,007,664,400	16%	\$	1,044,028,600	16%	\$	1,137,754,600	15%	\$	1,304,873,600	15%
Female Owned more than 50%	\$	639,219,500	13%	\$	602,670,400	12%	\$	788,016,800	13%	\$	949,355,900	14%	\$	1,086,703,400	15%	\$	1,207,364,900	14%
Male Owned	\$	3,618,456,100	72%	\$	3,468,509,700	72%	\$	4,410,245,600	71%	\$	4,609,741,100	70%	\$	5,244,673,300	70%	\$	6,233,747,100	71%
Veteran	\$	181,181,200	4%	\$	176,989,500	4%	\$	286,998,300	5%	\$	349,003,800	5%	\$	276,039,600	4%	\$	333,284,400	4%
EXISTING BUSINESS	\$	3,745,611,900	74%	\$	3,481,131,300	72%	\$	4,164,122,400	67%	\$	4,226,471,500	64%	\$	4,822,193,100	65%	\$	4,637,836,600	53%
NEW BUSINESS	\$	1,287,819,900	26%	\$	1,352,264,700	28%	\$	2,024,966,400	33%	\$	2,353,924,100	36%	\$	2,632,322,300	35%	\$	3,829,293,200	44%
Rural	\$	710,064,300	14%	\$	792,128,600	16%	\$	1,038,333,000	17%	\$	1,035,275,400	16%	\$	1,050,950,600	14%	\$	1,137,019,600	13%
Urban	\$	4,331,268,500	86%	\$	4,056,455,000	84%	\$	5,167,593,800	83%	\$	5,567,850,200	84%	\$	6,418,180,700	86%	\$	7,608,966,000	87%
Export	\$	275,550,400	5%	\$	334,729,000	7%	\$	405,239,300	7%	\$	412,757,600	6%	\$	975,149,300	13%	\$	336,485,200	4%
CAPLine	\$	163,645,300	3%	\$	105,064,200	2%	\$	142,406,100	2%	\$	94,014,900	1%	\$	71,328,800	1%	\$	103,043,500	1%
PLP	\$	2,755,275,200	55%	\$	2,879,143,000	59%	\$	3,816,455,700	61%	\$	4,227,750,900	64%	\$	5,073,810,200	68%	\$	6,627,062,800	76%
Express	\$	496,612,100	10%	\$	452,802,300	9%	\$	596,543,000	10%	\$	614,053,000	9%	\$	579,126,000	8%	\$	652,749,000	7%
\$150K and Under	\$	417,671,200	8%	\$	453,711,700	9%	\$	625,499,000	10%	\$	639,368,700	10%	\$	610,598,000	8%	\$	678,828,500	8%
>\$150K - \$350K	\$	642,038,000	13%	\$	566,356,800	12%	\$	708,916,500	11%	\$	752,022,200	11%	\$	801,638,400	11%	\$	893,126,000	10%
>\$350K - \$2M	\$	2,691,226,600	53%	\$	2,464,574,100	51%	\$	2,936,332,500	47%	\$	3,224,250,700	49%	\$	3,396,185,800	45%	\$	3,859,062,700	44%
>\$2M	\$	1,290,397,000	26%	\$	1,363,941,000	28%	\$	1,935,178,800	31%	\$	1,987,484,000	30%	\$	2,660,709,100	36%	\$	3,314,968,400	38%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	13,438		13,164		17,074		18,241		17,490		19,675	
Ethnicity												
All Minority	3,043	23%	3,221	24%	4,114	24%	4,807	26%	4,597	26%	5,188	26%
AMERICAN INDIAN	115	1%	102	1%	127	1%	104	1%	127	1%	149	1%
ASIAN OR PACIFI	1,656	12%	1,763	13%	2,199	13%	2,451	13%	2,377	14%	2,615	13%
BLACK	324	2%	391	3%	499	3%	674	4%	660	4%	836	4%
HISPANIC	948	7%	965	7%	1,289	8%	1,578	9%	1,433	8%	1,588	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,350	10%	1,596	12%	2,403	14%	2,183	12%	2,238	13%	2,809	14%
WHITE	9,045	67%	8,347	63%	10,557	62%	11,251	62%	10,655	61%	11,678	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2,079	15%	2,048	16%	2,530	15%	2,552	14%	2,410	14%	2,635	13%
Female Owned more than 50%	2,188	16%	2,169	16%	3,008	18%	3,384	19%	3,192	18%	3,497	18%
Male Owned	9,171	68%	8,947	68%	11,536	68%	12,305	67%	11,888	68%	13,543	69%
Veteran	668	5%	646	5%	776	5%	922	5%	897	5%	953	5%
EXISTING BUSINESS	9,275	69%	9,129	69%	11,469	67%	11,052	61%	10,892	62%	10,640	54%
NEW BUSINESS	4,155	31%	4,013	30%	5,568	33%	7,159	39%	6,575	38%	8,694	44%
Rural	1,599	12%	2,135	16%	2,703	16%	3,077	17%	2,660	15%	2,670	14%
Urban	11,839	88%	11,029	84%	14,371	84%	15,164	83%	14,830	85%	17,005	86%
Export	328	2%	423	3%	465	3%	519	3%	1,164	7%	271	1%
CAPLine	217	2%	144	1%	181	1%	132	1%	114	1%	100	1%
PLP	3,772	28%	3,476	26%	4,187	25%	4,835	27%	6,004	34%	8,814	45%
Express	6,433	48%	6,405	49%	8,747	51%	9,420	52%	8,033	46%	9,046	46%
\$150K and Under	7,299	54%	7,631	58%	10,259	60%	11,009	60%	9,621	55%	10,772	55%
>\$150K - \$350K	2,546	19%	2,205	17%	2,739	16%	2,851	16%	3,042	17%	3,400	17%
>\$350K - \$2M	3,168	24%	2,881	22%	3,451	20%	3,727	20%	3,979	23%	4,469	23%
>\$2M	425	3%	447	3%	625	4%	654	4%	848	5%	1,034	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	1,671,650,000	\$	1,263,633,000	\$	1,253,323,000	\$	1,426,256,000	\$	1,560,443,000	\$	1,387,073,000						
Ethnicity																		
All Minority	\$	371,441,000	22%	\$	305,632,000	24%	\$	315,852,000	25%	\$	417,249,000	29%	\$	471,080,000	30%	\$	401,226,000	29%
AMERICAN INDIAN	\$	842,000	0%	\$	1,564,000	0%	\$	2,516,000	0%	\$	3,849,000	0%	\$	760,000	0%	\$	1,339,000	0%
ASIAN OR PACIFI	\$	275,749,000	16%	\$	225,846,000	18%	\$	199,368,000	16%	\$	299,287,000	21%	\$	335,734,000	22%	\$	303,075,000	22%
BLACK	\$	30,175,000	2%	\$	21,499,000	2%	\$	21,456,000	2%	\$	22,936,000	2%	\$	41,110,000	3%	\$	16,896,000	1%
HISPANIC	\$	64,675,000	4%	\$	56,723,000	4%	\$	92,512,000	7%	\$	91,177,000	6%	\$	93,476,000	6%	\$	79,916,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	136,955,000	8%	\$	113,474,000	9%	\$	107,989,000	9%	\$	115,763,000	8%	\$	136,128,000	9%	\$	198,832,000	14%
WHITE	\$	1,163,254,000	70%	\$	844,527,000	67%	\$	829,482,000	66%	\$	893,244,000	63%	\$	953,235,000	61%	\$	787,015,000	57%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	8,576,000	1%	\$	5,137,000	0%	\$	4,646,000	0%	\$	5,664,000	0%	\$	71,194,000	5%	\$	287,506,000	21%
Female Owned more than 50%	\$	201,507,000	12%	\$	131,883,000	10%	\$	152,662,000	12%	\$	173,870,000	12%	\$	185,373,000	12%	\$	133,163,000	10%
Male Owned	\$	1,461,567,000	87%	\$	1,126,613,000	89%	\$	1,096,015,000	87%	\$	1,246,722,000	87%	\$	1,303,876,000	84%	\$	966,404,000	70%
Veteran	\$	63,066,000	4%	\$	55,286,000	4%	\$	50,048,000	4%	\$	46,704,000	3%	\$	43,695,000	3%	\$	26,794,000	2%
EXISTING BUSINESS	\$	1,425,091,000	85%	\$	1,046,019,000	83%	\$	1,046,573,000	84%	\$	1,155,854,000	81%	\$	1,343,371,000	86%	\$	928,700,000	67%
NEW BUSINESS	\$	246,559,000	15%	\$	217,614,000	17%	\$	206,750,000	16%	\$	270,402,000	19%	\$	217,072,000	14%	\$	451,691,000	33%
Rural	\$	362,643,000	22%	\$	281,029,000	22%	\$	283,118,000	23%	\$	314,003,000	22%	\$	336,902,000	22%	\$	279,490,000	20%
Urban	\$	1,309,007,000	78%	\$	982,604,000	78%	\$	970,205,000	77%	\$	1,112,253,000	78%	\$	1,223,541,000	78%	\$	1,107,583,000	80%
Export	\$	56,519,000	3%	\$	67,438,000	5%	\$	64,325,000	5%	\$	54,737,000	4%	\$	30,776,000	2%	\$	16,534,000	1%
\$150K and Under	\$	30,987,000	2%	\$	22,645,000	2%	\$	18,586,000	1%	\$	17,597,000	1%	\$	21,124,000	1%	\$	15,164,000	1%
>\$150K - \$350K	\$	187,988,000	11%	\$	125,694,000	10%	\$	127,276,000	10%	\$	122,304,000	9%	\$	131,441,000	8%	\$	121,689,000	9%
>\$350K - \$2M	\$	1,011,267,000	60%	\$	738,621,000	58%	\$	776,452,000	62%	\$	766,096,000	54%	\$	870,618,000	56%	\$	782,205,000	56%
>\$2M	\$	441,408,000	26%	\$	376,673,000	30%	\$	331,009,000	26%	\$	520,259,000	36%	\$	537,260,000	34%	\$	468,015,000	34%

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	2013		2014		2015		2016		2017		2018	
All 504	2,493		1,761		1,747		1,743		1,927		1,713	
Ethnicity												
All Minority	514	21%	359	20%	375	21%	369	21%	449	23%	409	24%
AMERICAN INDIAN	2	0%	2	0%	6	0%	4	0%	2	0%	4	0%
ASIAN OR PACIFI	310	12%	197	11%	198	11%	200	11%	265	14%	234	14%
BLACK	52	2%	36	2%	33	2%	29	2%	45	2%	35	2%
HISPANIC	150	6%	124	7%	138	8%	136	8%	137	7%	136	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	158	6%	131	7%	122	7%	138	8%	137	7%	218	13%
WHITE	1,821	73%	1,271	72%	1,250	72%	1,236	71%	1,341	70%	1,086	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	13	1%	6	0%	9	1%	10	1%	112	6%	407	24%
Female Owned more than 50%	379	15%	259	15%	265	15%	275	16%	298	15%	209	12%
Male Owned	2,101	84%	1,496	85%	1,473	84%	1,458	84%	1,517	79%	1,097	64%
Veteran	120	5%	90	5%	77	4%	83	5%	70	4%	49	3%
EXISTING BUSINESS	2,202	88%	1,520	86%	1,490	85%	1,507	86%	1,693	88%	1,221	71%
NEW BUSINESS	291	12%	241	14%	257	15%	236	14%	234	12%	487	28%
Rural	617	25%	431	24%	439	25%	436	25%	502	26%	457	27%
Urban	1,876	75%	1,330	76%	1,308	75%	1,307	75%	1,425	74%	1,256	73%
Export	63	3%	68	4%	73	4%	58	3%	27	1%	15	1%
\$150K and Under	288	12%	206	12%	165	9%	163	9%	187	10%	134	8%
>\$150K - \$350K	771	31%	520	30%	519	30%	491	28%	522	27%	488	28%
>\$350K - \$2M	1,293	52%	920	52%	955	55%	927	53%	1,049	54%	948	55%
>\$2M	141	6%	115	7%	108	6%	162	9%	169	9%	143	8%

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