

	2013		2014		2015		2016		2017		2018							
<b>All 7(A)</b>	\$	<b>17,865,672,500</b>	\$	<b>19,190,547,800</b>	\$	<b>23,583,863,400</b>	\$	<b>24,128,426,343</b>	\$	<b>25,447,458,500</b>	\$	<b>25,372,457,900</b>						
<b>Ethnicity</b>																		
<b>All Minority</b>	\$	<b>4,975,945,800</b>	28%	\$	<b>5,550,152,900</b>	29%	\$	<b>6,822,032,400</b>	29%	\$	<b>7,318,510,300</b>	30%	\$	<b>8,171,706,600</b>	32%	\$	<b>8,322,735,700</b>	33%
AMERICAN INDIAN	\$	84,876,300	0%	\$	96,110,300	1%	\$	140,604,400	1%	\$	138,450,800	1%	\$	175,828,400	1%			
ASIAN OR PACIFI	\$	3,719,527,300	21%	\$	4,080,769,800	21%	\$	4,823,251,500	20%	\$	5,288,530,600	22%	\$	5,932,773,200	23%	\$	5,834,260,000	23%
BLACK	\$	322,045,700	2%	\$	355,329,600	2%	\$	497,805,800	2%	\$	536,701,500	2%	\$	636,620,500	3%	\$	788,322,800	3%
HISPANIC	\$	849,496,500	5%	\$	1,017,943,200	5%	\$	1,360,370,700	6%	\$	1,362,588,300	6%	\$	1,460,284,100	6%	\$	1,523,186,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	3,578,000	0%	\$	1,138,500	0%			
UNDETERMINED	\$	2,389,365,700	13%	\$	2,791,951,300	15%	\$	3,240,759,700	14%	\$	3,242,882,143	13%	\$	3,855,436,500	15%	\$	4,146,590,800	16%
WHITE	\$	10,500,361,000	59%	\$	10,848,443,600	57%	\$	13,521,071,300	57%	\$	13,567,033,900	56%	\$	13,420,315,400	53%	\$	12,903,131,400	51%
<b>Gender</b>																		
Not Reported	\$	-	0%	\$	-	0%	\$	64,000	0%	\$	-	0%	\$	-	0%			
Female Owned 50% or less	\$	2,919,580,900	16%	\$	3,250,166,800	17%	\$	3,927,758,400	17%	\$	3,912,138,500	16%	\$	3,991,417,400	16%	\$	3,911,835,900	15%
Female Owned more than 50%	\$	2,299,372,100	13%	\$	2,529,604,500	13%	\$	3,092,423,500	13%	\$	3,369,672,843	14%	\$	3,595,762,500	14%	\$	3,455,321,300	14%
Male Owned	\$	12,646,719,500	71%	\$	13,410,776,500	70%	\$	16,563,681,500	70%	\$	16,846,551,000	70%	\$	17,860,278,600	70%	\$	18,005,300,700	71%
<b>Veteran</b>	\$	604,435,300	3%	\$	604,749,000	3%	\$	1,214,778,100	5%	\$	1,156,733,300	5%	\$	984,097,400	4%	\$	969,484,800	4%
<b>EXISTING BUSINESS</b>	\$	12,958,288,200	73%	\$	13,302,318,600	69%	\$	15,566,367,600	66%	\$	15,623,220,200	65%	\$	16,233,333,000	64%	\$	6,727,203,700	27%
<b>NEW BUSINESS</b>	\$	4,881,349,900	27%	\$	5,813,491,800	30%	\$	7,944,647,600	34%	\$	8,422,444,100	35%	\$	9,129,105,200	36%	\$	18,524,493,600	73%
<b>Rural</b>	\$	3,075,415,000	17%	\$	3,194,433,100	17%	\$	4,109,988,900	17%	\$	4,214,109,400	17%	\$	4,246,208,500	17%	\$	4,210,207,600	17%
<b>Urban</b>	\$	14,790,257,500	83%	\$	15,996,114,700	83%	\$	19,473,874,500	83%	\$	19,914,316,943	83%	\$	21,201,250,000	83%	\$	21,162,250,300	83%
<b>Export</b>	\$	975,986,100	5%	\$	1,171,157,500	6%	\$	1,269,654,200	5%	\$	1,333,572,900	6%	\$	1,758,165,200	7%	\$	1,056,838,300	4%
<b>CAPLine</b>	\$	504,190,900	3%	\$	415,069,000	2%	\$	452,176,700	2%	\$	335,183,600	1%	\$	280,715,300	1%	\$	331,547,500	1%
<b>PLP</b>	\$	10,287,182,000	58%	\$	11,657,376,700	61%	\$	15,063,956,200	64%	\$	15,554,593,743	64%	\$	18,248,609,200	72%	\$	18,820,650,500	74%
<b>Express</b>	\$	1,645,907,100	9%	\$	1,906,406,900	10%	\$	2,201,339,000	9%	\$	2,161,014,400	9%	\$	2,108,215,100	8%	\$	1,977,426,500	8%
<b>\$150K and Under</b>	\$	1,445,653,200	8%	\$	1,861,165,900	10%	\$	2,281,337,100	10%	\$	2,258,135,843	9%	\$	2,334,775,000	9%	\$	2,179,217,200	9%
<b>&gt;\$150K - \$350K</b>	\$	2,282,954,100	13%	\$	2,210,412,700	12%	\$	2,633,638,000	11%	\$	2,753,205,200	11%	\$	2,746,424,100	11%	\$	2,780,619,600	11%
<b>&gt;\$350K - \$2M</b>	\$	9,181,685,400	51%	\$	9,437,689,600	49%	\$	11,398,825,700	48%	\$	11,317,109,700	47%	\$	11,631,452,200	46%	\$	11,160,419,900	44%
<b>&gt;\$2M</b>	\$	4,955,379,800	28%	\$	5,681,279,600	30%	\$	7,270,062,600	31%	\$	7,799,975,600	32%	\$	8,734,807,200	34%	\$	9,252,201,200	36%

All Activity illustrated above is as of 09/30 for each FY listed.

	2013		2014		2015		2016		2017		2018	
<b>All 7(A)</b>	<b>46,395</b>		<b>52,044</b>		<b>63,461</b>		<b>64,074</b>		<b>62,430</b>		<b>60,353</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>10,992</b>	<b>24%</b>	<b>12,445</b>	<b>24%</b>	<b>15,770</b>	<b>25%</b>	<b>16,699</b>	<b>26%</b>	<b>16,554</b>	<b>27%</b>	<b>16,187</b>	<b>27%</b>
AMERICAN INDIAN	339	1%	366	1%	447	1%	413	1%	446	1%	423	1%
ASIAN OR PACIFI	6,157	13%	6,668	13%	8,079	13%	8,389	13%	8,328	13%	7,870	13%
BLACK	1,147	2%	1,565	3%	2,120	3%	2,371	4%	2,499	4%	2,736	5%
HISPANIC	3,349	7%	3,846	7%	5,124	8%	5,526	9%	5,279	8%	5,157	9%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	2	0%	1	0%
UNDETERMINED	5,145	11%	6,636	13%	8,080	13%	7,660	12%	8,221	13%	8,835	15%
WHITE	30,258	65%	32,963	63%	39,611	62%	39,715	62%	37,655	60%	35,331	59%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	1	0%	-	0%	-	0%
Female Owned 50% or less	7,453	16%	8,034	15%	9,309	15%	9,034	14%	8,560	14%	8,190	14%
Female Owned more than 50%	7,689	17%	8,802	17%	11,362	18%	11,832	18%	11,319	18%	10,709	18%
Male Owned	31,253	67%	35,208	68%	42,790	67%	43,207	67%	42,551	68%	41,454	69%
<b>Veteran</b>	2,224	5%	2,101	4%	3,109	5%	3,264	5%	3,300	5%	3,084	5%
<b>EXISTING BUSINESS</b>	31,780	68%	35,672	69%	41,396	65%	39,391	61%	39,297	63%	18,263	30%
<b>NEW BUSINESS</b>	14,575	31%	16,288	31%	21,964	35%	24,583	38%	23,051	37%	41,955	70%
<b>Rural</b>	8,537	18%	9,122	18%	10,989	17%	10,959	17%	10,457	17%	10,235	17%
<b>Urban</b>	37,858	82%	42,922	82%	52,472	83%	53,115	83%	51,973	83%	50,118	83%
<b>Export</b>	1,271	3%	1,479	3%	1,596	3%	1,599	2%	2,043	3%	914	2%
<b>CAPLine</b>	693	1%	562	1%	627	1%	463	1%	379	1%	360	1%
<b>PLP</b>	13,355	29%	12,557	24%	16,535	26%	17,239	27%	25,035	40%	26,497	44%
<b>Express</b>	21,612	47%	26,556	51%	32,265	51%	32,577	51%	29,459	47%	27,794	46%
<b>\$150K and Under</b>	24,923	54%	30,675	59%	37,705	59%	38,043	59%	35,805	57%	33,971	56%
<b>&gt;\$150K - \$350K</b>	9,032	19%	8,513	16%	10,118	16%	10,396	16%	10,385	17%	10,591	18%
<b>&gt;\$350K - \$2M</b>	10,842	23%	10,987	21%	13,264	21%	13,119	20%	13,477	22%	12,883	21%
<b>&gt;\$2M</b>	1,598	3%	1,869	4%	2,374	4%	2,516	4%	2,763	4%	2,908	5%

All Activity illustrated above is as of 09/30 for each FY listed.

	2013		2014		2015		2016		2017		2018							
<b>All 504</b>	\$	<b>5,227,392,000</b>	\$	<b>4,199,431,000</b>	\$	<b>4,297,938,000</b>	\$	<b>4,740,082,000</b>	\$	<b>5,013,723,000</b>	\$	<b>4,753,644,000</b>						
<b>Ethnicity</b>																		
<b>All Minority</b>	\$	<b>1,360,512,000</b>	26%	\$	<b>1,077,231,000</b>	26%	\$	<b>1,211,311,000</b>	28%	\$	<b>1,437,201,000</b>	30%	\$	<b>1,416,934,000</b>	28%	\$	<b>1,364,350,000</b>	29%
AMERICAN INDIAN	\$	9,348,000	0%	\$	9,260,000	0%	\$	8,530,000	0%	\$	11,340,000	0%	\$	4,008,000	0%	\$	5,109,000	0%
ASIAN OR PACIFI	\$	959,904,000	18%	\$	694,627,000	17%	\$	777,218,000	18%	\$	972,819,000	21%	\$	1,049,983,000	21%	\$	974,155,000	20%
BLACK	\$	168,686,000	3%	\$	146,561,000	3%	\$	154,731,000	4%	\$	165,812,000	3%	\$	102,193,000	2%	\$	68,473,000	1%
HISPANIC	\$	222,574,000	4%	\$	226,783,000	5%	\$	270,832,000	6%	\$	287,230,000	6%	\$	260,750,000	5%	\$	316,613,000	7%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	391,941,000	7%	\$	326,873,000	8%	\$	374,578,000	9%	\$	441,801,000	9%	\$	590,121,000	12%	\$	757,801,000	16%
WHITE	\$	3,474,939,000	66%	\$	2,795,327,000	67%	\$	2,712,049,000	63%	\$	2,861,080,000	60%	\$	3,006,668,000	60%	\$	2,631,493,000	55%
<b>Gender</b>																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	24,713,000	0%	\$	13,919,000	0%	\$	30,692,000	1%	\$	124,027,000	3%	\$	527,162,000	11%	\$	1,034,347,000	22%
Female Owned more than 50%	\$	678,460,000	13%	\$	542,204,000	13%	\$	577,825,000	13%	\$	598,351,000	13%	\$	517,113,000	10%	\$	430,327,000	9%
Male Owned	\$	4,524,219,000	87%	\$	3,643,308,000	87%	\$	3,689,421,000	86%	\$	4,017,704,000	85%	\$	3,969,448,000	79%	\$	3,288,970,000	69%
<b>Veteran</b>	\$	<b>216,859,000</b>	<b>4%</b>	\$	<b>157,189,000</b>	<b>4%</b>	\$	<b>155,426,000</b>	<b>4%</b>	\$	<b>159,334,000</b>	<b>3%</b>	\$	<b>135,500,000</b>	<b>3%</b>	\$	<b>94,990,000</b>	<b>2%</b>
<b>EXISTING BUSINESS</b>	\$	<b>4,516,911,000</b>	<b>86%</b>	\$	<b>3,447,849,000</b>	<b>82%</b>	\$	<b>3,570,314,000</b>	<b>83%</b>	\$	<b>4,030,247,000</b>	<b>85%</b>	\$	<b>4,161,824,000</b>	<b>83%</b>	\$	<b>1,323,849,000</b>	<b>28%</b>
<b>NEW BUSINESS</b>	\$	<b>710,481,000</b>	<b>14%</b>	\$	<b>751,582,000</b>	<b>18%</b>	\$	<b>727,624,000</b>	<b>17%</b>	\$	<b>709,835,000</b>	<b>15%</b>	\$	<b>850,979,000</b>	<b>17%</b>	\$	<b>3,422,903,000</b>	<b>72%</b>
<b>Rural</b>	\$	<b>664,606,000</b>	<b>13%</b>	\$	<b>557,426,000</b>	<b>13%</b>	\$	<b>557,264,000</b>	<b>13%</b>	\$	<b>603,182,000</b>	<b>13%</b>	\$	<b>634,465,000</b>	<b>13%</b>	\$	<b>643,103,000</b>	<b>14%</b>
<b>Urban</b>	\$	<b>4,562,786,000</b>	<b>87%</b>	\$	<b>3,642,005,000</b>	<b>87%</b>	\$	<b>3,740,674,000</b>	<b>87%</b>	\$	<b>4,136,900,000</b>	<b>87%</b>	\$	<b>4,379,258,000</b>	<b>87%</b>	\$	<b>4,110,541,000</b>	<b>86%</b>
<b>Export</b>	\$	<b>110,165,000</b>	<b>2%</b>	\$	<b>166,088,000</b>	<b>4%</b>	\$	<b>209,630,000</b>	<b>5%</b>	\$	<b>200,074,000</b>	<b>4%</b>	\$	<b>76,920,000</b>	<b>2%</b>	\$	<b>79,038,000</b>	<b>2%</b>
<b>\$150K and Under</b>	\$	<b>90,087,000</b>	<b>2%</b>	\$	<b>66,908,000</b>	<b>2%</b>	\$	<b>60,501,000</b>	<b>1%</b>	\$	<b>61,548,000</b>	<b>1%</b>	\$	<b>64,256,000</b>	<b>1%</b>	\$	<b>54,060,000</b>	<b>1%</b>
<b>&gt;\$150K - \$350K</b>	\$	<b>571,922,000</b>	<b>11%</b>	\$	<b>425,629,000</b>	<b>10%</b>	\$	<b>406,770,000</b>	<b>9%</b>	\$	<b>396,978,000</b>	<b>8%</b>	\$	<b>420,310,000</b>	<b>8%</b>	\$	<b>410,322,000</b>	<b>9%</b>
<b>&gt;\$350K - \$2M</b>	\$	<b>3,187,928,000</b>	<b>61%</b>	\$	<b>2,536,774,000</b>	<b>60%</b>	\$	<b>2,538,933,000</b>	<b>59%</b>	\$	<b>2,692,939,000</b>	<b>57%</b>	\$	<b>2,811,786,000</b>	<b>56%</b>	\$	<b>2,661,560,000</b>	<b>56%</b>
<b>&gt;\$2M</b>	\$	<b>1,377,455,000</b>	<b>26%</b>	\$	<b>1,170,120,000</b>	<b>28%</b>	\$	<b>1,291,734,000</b>	<b>30%</b>	\$	<b>1,588,617,000</b>	<b>34%</b>	\$	<b>1,717,371,000</b>	<b>34%</b>	\$	<b>1,627,702,000</b>	<b>34%</b>

All Activity illustrated above is as of 09/30 for each FY listed.

	2013		2014		2015		2016		2017		2018	
<b>All 504</b>	<b>7,708</b>		<b>5,885</b>		<b>5,787</b>		<b>5,938</b>		<b>6,218</b>		<b>5,874</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>1,785</b>	<b>23%</b>	<b>1,301</b>	<b>22%</b>	<b>1,353</b>	<b>23%</b>	<b>1,432</b>	<b>24%</b>	<b>1,437</b>	<b>23%</b>	<b>1,380</b>	<b>23%</b>
AMERICAN INDIAN	14	0%	16	0%	14	0%	14	0%	11	0%	18	0%
ASIAN OR PACIFI	1,021	13%	653	11%	708	12%	746	13%	854	14%	759	13%
BLACK	268	3%	225	4%	210	4%	214	4%	137	2%	119	2%
HISPANIC	482	6%	407	7%	421	7%	458	8%	435	7%	484	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	509	7%	416	7%	426	7%	487	8%	578	9%	762	13%
WHITE	5,414	70%	4,168	71%	4,008	69%	4,019	68%	4,203	68%	3,732	64%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	50	1%	22	0%	41	1%	138	2%	801	13%	1,480	25%
Female Owned more than 50%	1,216	16%	934	16%	933	16%	969	16%	881	14%	700	12%
Male Owned	6,442	84%	4,929	84%	4,813	83%	4,831	81%	4,536	73%	3,694	63%
<b>Veteran</b>	<b>372</b>	<b>5%</b>	<b>252</b>	<b>4%</b>	<b>254</b>	<b>4%</b>	<b>244</b>	<b>4%</b>	<b>202</b>	<b>3%</b>	<b>158</b>	<b>3%</b>
<b>EXISTING BUSINESS</b>	<b>6,810</b>	<b>88%</b>	<b>4,976</b>	<b>85%</b>	<b>4,929</b>	<b>85%</b>	<b>5,208</b>	<b>88%</b>	<b>5,271</b>	<b>85%</b>	<b>1,663</b>	<b>28%</b>
<b>NEW BUSINESS</b>	<b>898</b>	<b>12%</b>	<b>909</b>	<b>15%</b>	<b>858</b>	<b>15%</b>	<b>730</b>	<b>12%</b>	<b>944</b>	<b>15%</b>	<b>4,205</b>	<b>72%</b>
<b>Rural</b>	<b>1,140</b>	<b>15%</b>	<b>897</b>	<b>15%</b>	<b>887</b>	<b>15%</b>	<b>933</b>	<b>16%</b>	<b>1,033</b>	<b>17%</b>	<b>1,006</b>	<b>17%</b>
<b>Urban</b>	<b>6,568</b>	<b>85%</b>	<b>4,988</b>	<b>85%</b>	<b>4,900</b>	<b>85%</b>	<b>5,005</b>	<b>84%</b>	<b>5,185</b>	<b>83%</b>	<b>4,868</b>	<b>83%</b>
<b>Export</b>	<b>136</b>	<b>2%</b>	<b>159</b>	<b>3%</b>	<b>203</b>	<b>4%</b>	<b>173</b>	<b>3%</b>	<b>56</b>	<b>1%</b>	<b>73</b>	<b>1%</b>
<b>\$150K and Under</b>	<b>823</b>	<b>11%</b>	<b>603</b>	<b>10%</b>	<b>547</b>	<b>9%</b>	<b>564</b>	<b>9%</b>	<b>568</b>	<b>9%</b>	<b>481</b>	<b>8%</b>
<b>&gt;\$150K - \$350K</b>	<b>2,354</b>	<b>31%</b>	<b>1,749</b>	<b>30%</b>	<b>1,650</b>	<b>29%</b>	<b>1,608</b>	<b>27%</b>	<b>1,715</b>	<b>28%</b>	<b>1,655</b>	<b>28%</b>
<b>&gt;\$350K - \$2M</b>	<b>4,084</b>	<b>53%</b>	<b>3,162</b>	<b>54%</b>	<b>3,165</b>	<b>55%</b>	<b>3,263</b>	<b>55%</b>	<b>3,391</b>	<b>55%</b>	<b>3,221</b>	<b>55%</b>
<b>&gt;\$2M</b>	<b>447</b>	<b>6%</b>	<b>371</b>	<b>6%</b>	<b>425</b>	<b>7%</b>	<b>503</b>	<b>8%</b>	<b>544</b>	<b>9%</b>	<b>517</b>	<b>9%</b>

All Activity illustrated above is as of 09/30 for each FY listed.