

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	4,782,267,700	\$	4,611,966,800	\$	5,842,397,800	\$	6,167,112,500	\$	6,926,219,000	\$	8,442,993,000						
Ethnicity																		
All Minority	\$	1,268,268,800	27%	\$	1,360,530,600	30%	\$	1,677,480,300	29%	\$	1,819,944,500	30%	\$	2,227,922,400	32%	\$	2,649,416,100	31%
AMERICAN INDIAN	\$	21,931,600	0%	\$	19,448,700	0%	\$	33,718,700	1%	\$	21,093,900	0%	\$	42,665,400	1%	\$	67,486,800	1%
ASIAN OR PACIFI	\$	940,952,000	20%	\$	1,025,272,600	22%	\$	1,196,800,600	20%	\$	1,343,964,000	22%	\$	1,613,343,600	23%	\$	1,859,812,500	22%
BLACK	\$	83,065,000	2%	\$	101,958,800	2%	\$	106,360,200	2%	\$	120,225,700	2%	\$	157,528,600	2%	\$	233,810,300	3%
HISPANIC	\$	222,320,200	5%	\$	213,850,500	5%	\$	340,600,800	6%	\$	334,660,900	5%	\$	414,384,800	6%	\$	488,306,500	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	535,638,700	11%	\$	714,366,300	15%	\$	822,449,800	14%	\$	821,386,100	13%	\$	976,780,100	14%	\$	1,381,178,000	16%
WHITE	\$	2,978,360,200	62%	\$	2,537,069,900	55%	\$	3,342,467,700	57%	\$	3,525,781,900	57%	\$	3,721,516,500	54%	\$	4,412,398,900	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	739,913,200	15%	\$	745,209,600	16%	\$	946,569,000	16%	\$	976,901,100	16%	\$	1,042,011,800	15%	\$	1,251,970,100	15%
Female Owned more than 50%	\$	611,954,000	13%	\$	571,007,300	12%	\$	742,759,400	13%	\$	884,334,200	14%	\$	1,009,329,800	15%	\$	1,165,595,700	14%
Male Owned	\$	3,430,400,500	72%	\$	3,295,749,900	71%	\$	4,153,069,400	71%	\$	4,305,877,200	70%	\$	4,874,877,400	70%	\$	6,025,427,200	71%
Veteran	\$	170,038,900	4%	\$	169,578,500	4%	\$	267,779,800	5%	\$	324,316,400	5%	\$	258,521,300	4%	\$	321,117,000	4%
EXISTING BUSINESS	\$	3,548,783,100	74%	\$	3,326,755,500	72%	\$	3,909,558,000	67%	\$	3,928,110,900	64%	\$	4,477,198,600	65%	\$	4,588,321,700	54%
NEW BUSINESS	\$	1,225,583,600	26%	\$	1,270,023,700	28%	\$	1,916,908,000	33%	\$	2,219,058,100	36%	\$	2,438,369,300	35%	\$	3,627,109,400	43%
Rural	\$	668,103,500	14%	\$	740,127,000	16%	\$	983,486,400	17%	\$	977,276,200	16%	\$	980,010,400	14%	\$	1,104,143,200	13%
Urban	\$	4,114,164,200	86%	\$	3,871,839,800	84%	\$	4,858,911,400	83%	\$	5,189,836,300	84%	\$	5,946,208,600	86%	\$	7,338,849,800	87%
Export	\$	260,512,900	5%	\$	322,888,200	7%	\$	378,694,800	6%	\$	388,302,800	6%	\$	875,642,200	13%	\$	325,808,900	4%
CAPLine	\$	150,295,300	3%	\$	101,084,200	2%	\$	133,906,100	2%	\$	90,264,900	1%	\$	60,328,800	1%	\$	91,130,500	1%
PLP	\$	2,628,902,200	55%	\$	2,746,481,200	60%	\$	3,593,842,700	62%	\$	3,946,617,500	64%	\$	4,688,629,000	68%	\$	6,420,193,700	76%
Express	\$	472,261,100	10%	\$	423,745,000	9%	\$	554,696,600	9%	\$	577,026,000	9%	\$	541,245,600	8%	\$	622,474,500	7%
\$150K and Under	\$	396,445,700	8%	\$	430,545,000	9%	\$	581,794,000	10%	\$	597,586,100	10%	\$	565,212,400	8%	\$	646,773,100	8%
>\$150K - \$350K	\$	609,887,000	13%	\$	532,463,300	12%	\$	660,872,600	11%	\$	699,848,400	11%	\$	743,645,400	11%	\$	853,144,500	10%
>\$350K - \$2M	\$	2,553,127,200	53%	\$	2,337,279,100	51%	\$	2,772,153,500	47%	\$	3,008,569,900	49%	\$	3,143,744,900	45%	\$	3,726,933,700	44%
>\$2M	\$	1,222,807,800	26%	\$	1,311,679,400	28%	\$	1,827,577,700	31%	\$	1,861,108,100	30%	\$	2,473,616,300	36%	\$	3,216,141,700	38%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	12,760		12,462		15,950		17,074		16,270		18,854	
Ethnicity												
All Minority	2,896	23%	3,049	24%	3,853	24%	4,521	26%	4,289	26%	4,991	26%
AMERICAN INDIAN	109	1%	93	1%	122	1%	98	1%	113	1%	146	1%
ASIAN OR PACIFI	1,580	12%	1,684	14%	2,053	13%	2,300	13%	2,234	14%	2,506	13%
BLACK	310	2%	360	3%	469	3%	634	4%	615	4%	812	4%
HISPANIC	897	7%	912	7%	1,209	8%	1,489	9%	1,327	8%	1,527	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,269	10%	1,502	12%	2,253	14%	2,017	12%	2,078	13%	2,686	14%
WHITE	8,595	67%	7,911	63%	9,844	62%	10,536	62%	9,903	61%	11,177	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,980	16%	1,931	15%	2,383	15%	2,382	14%	2,236	14%	2,513	13%
Female Owned more than 50%	2,086	16%	2,061	17%	2,819	18%	3,172	19%	2,958	18%	3,340	18%
Male Owned	8,694	68%	8,470	68%	10,748	67%	11,520	67%	11,076	68%	13,001	69%
Veteran	634	5%	627	5%	728	5%	853	5%	841	5%	913	5%
EXISTING BUSINESS	8,792	69%	8,661	69%	10,709	67%	10,312	60%	10,114	62%	10,470	56%
NEW BUSINESS	3,960	31%	3,779	30%	5,206	33%	6,736	39%	6,137	38%	8,109	43%
Rural	1,517	12%	2,006	16%	2,543	16%	2,887	17%	2,492	15%	2,548	14%
Urban	11,243	88%	10,456	84%	13,407	84%	14,187	83%	13,778	85%	16,306	86%
Export	311	2%	401	3%	442	3%	493	3%	1,025	6%	257	1%
CAPLine	199	2%	138	1%	173	1%	126	1%	102	1%	90	0%
PLP	3,578	28%	3,335	27%	3,914	25%	4,508	26%	5,446	33%	8,484	45%
Express	6,119	48%	6,028	48%	8,140	51%	8,865	52%	7,535	46%	8,656	46%
\$150K and Under	6,937	54%	7,222	58%	9,554	60%	10,339	61%	8,975	55%	10,292	55%
>\$150K - \$350K	2,417	19%	2,074	17%	2,550	16%	2,651	16%	2,815	17%	3,245	17%
>\$350K - \$2M	3,003	24%	2,737	22%	3,256	20%	3,472	20%	3,693	23%	4,316	23%
>\$2M	403	3%	429	3%	590	4%	612	4%	787	5%	1,001	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	1,602,247,000	\$	1,209,060,000	\$	1,173,558,000	\$	1,378,415,000	\$	1,467,770,000	\$	1,302,457,000						
Ethnicity																		
All Minority	\$	355,702,000	22%	\$	300,250,000	25%	\$	299,801,000	26%	\$	407,777,000	30%	\$	436,725,000	30%	\$	374,683,000	29%
AMERICAN INDIAN	\$	842,000	0%	\$	1,564,000	0%	\$	2,186,000	0%	\$	3,849,000	0%	\$	760,000	0%	\$	1,339,000	0%
ASIAN OR PACIFI	\$	261,748,000	16%	\$	220,842,000	18%	\$	193,123,000	16%	\$	291,313,000	21%	\$	308,791,000	21%	\$	282,535,000	22%
BLACK	\$	29,926,000	2%	\$	21,499,000	2%	\$	20,275,000	2%	\$	22,732,000	2%	\$	39,630,000	3%	\$	16,138,000	1%
HISPANIC	\$	63,186,000	4%	\$	56,345,000	5%	\$	84,217,000	7%	\$	89,883,000	7%	\$	87,544,000	6%	\$	74,671,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	126,815,000	8%	\$	110,001,000	9%	\$	99,070,000	8%	\$	111,194,000	8%	\$	132,947,000	9%	\$	195,841,000	15%
WHITE	\$	1,119,730,000	70%	\$	798,809,000	66%	\$	774,687,000	66%	\$	859,444,000	62%	\$	898,098,000	61%	\$	731,933,000	56%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	8,360,000	1%	\$	5,137,000	0%	\$	3,728,000	0%	\$	5,367,000	0%	\$	68,342,000	5%	\$	269,444,000	21%
Female Owned more than 50%	\$	190,091,000	12%	\$	129,551,000	11%	\$	142,369,000	12%	\$	165,481,000	12%	\$	179,703,000	12%	\$	128,944,000	10%
Male Owned	\$	1,403,796,000	88%	\$	1,074,372,000	89%	\$	1,027,461,000	88%	\$	1,207,567,000	88%	\$	1,219,725,000	83%	\$	904,069,000	69%
Veteran	\$	59,896,000	4%	\$	54,784,000	5%	\$	47,747,000	4%	\$	44,785,000	3%	\$	42,305,000	3%	\$	24,012,000	2%
EXISTING BUSINESS	\$	1,364,921,000	85%	\$	999,495,000	83%	\$	978,804,000	83%	\$	1,115,730,000	81%	\$	1,259,499,000	86%	\$	909,032,000	70%
NEW BUSINESS	\$	237,326,000	15%	\$	209,565,000	17%	\$	194,754,000	17%	\$	262,685,000	19%	\$	208,271,000	14%	\$	386,743,000	30%
Rural	\$	343,637,000	21%	\$	264,590,000	22%	\$	259,505,000	22%	\$	299,724,000	22%	\$	305,686,000	21%	\$	271,213,000	21%
Urban	\$	1,258,610,000	79%	\$	944,470,000	78%	\$	914,053,000	78%	\$	1,078,691,000	78%	\$	1,162,084,000	79%	\$	1,031,244,000	79%
Export	\$	56,519,000	4%	\$	66,806,000	6%	\$	61,081,000	5%	\$	53,607,000	4%	\$	30,776,000	2%	\$	16,190,000	1%
\$150K and Under	\$	30,196,000	2%	\$	21,437,000	2%	\$	17,015,000	1%	\$	16,967,000	1%	\$	19,652,000	1%	\$	14,740,000	1%
>\$150K - \$350K	\$	180,092,000	11%	\$	119,306,000	10%	\$	117,108,000	10%	\$	116,590,000	8%	\$	122,530,000	8%	\$	115,271,000	9%
>\$350K - \$2M	\$	970,564,000	61%	\$	704,620,000	58%	\$	725,688,000	62%	\$	733,202,000	53%	\$	819,766,000	56%	\$	739,421,000	57%
>\$2M	\$	421,395,000	26%	\$	363,697,000	30%	\$	313,747,000	27%	\$	511,656,000	37%	\$	505,822,000	34%	\$	433,025,000	33%

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	2013		2014		2015		2016		2017		2018	
All 504	2,393		1,674		1,626		1,664		1,807		1,616	
Ethnicity												
All Minority	495	21%	348	21%	354	22%	360	22%	420	23%	386	24%
AMERICAN INDIAN	2	0%	2	0%	5	0%	4	0%	2	0%	4	0%
ASIAN OR PACIFI	297	12%	188	11%	189	12%	194	12%	246	14%	221	14%
BLACK	51	2%	36	2%	31	2%	28	2%	43	2%	33	2%
HISPANIC	145	6%	122	7%	129	8%	134	8%	129	7%	128	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	149	6%	126	8%	113	7%	132	8%	131	7%	210	13%
WHITE	1,749	73%	1,200	72%	1,159	71%	1,172	70%	1,256	70%	1,020	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	12	1%	6	0%	8	0%	9	1%	108	6%	386	24%
Female Owned more than 50%	360	15%	250	15%	244	15%	261	16%	281	16%	198	12%
Male Owned	2,021	84%	1,418	85%	1,374	85%	1,394	84%	1,418	78%	1,032	64%
Veteran	113	5%	88	5%	73	4%	79	5%	66	4%	46	3%
EXISTING BUSINESS	2,119	89%	1,446	86%	1,388	85%	1,440	87%	1,586	88%	1,196	74%
NEW BUSINESS	274	11%	228	14%	238	15%	224	13%	221	12%	415	26%
Rural	589	25%	408	24%	402	25%	415	25%	466	26%	437	27%
Urban	1,804	75%	1,266	76%	1,224	75%	1,249	75%	1,341	74%	1,179	73%
Export	63	3%	67	4%	68	4%	56	3%	27	1%	14	1%
\$150K and Under	280	12%	194	12%	151	9%	157	9%	175	10%	129	8%
>\$150K - \$350K	737	31%	493	29%	481	30%	466	28%	487	27%	462	29%
>\$350K - \$2M	1,242	52%	876	52%	892	55%	882	53%	984	54%	891	55%
>\$2M	134	6%	111	7%	102	6%	159	10%	161	9%	134	8%

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