

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	11,059,774,000	\$	11,471,584,100	\$	13,836,955,500	\$	15,064,530,943	\$	16,340,622,300	\$	16,550,625,800						
Ethnicity																		
All Minority	\$	2,993,742,800	27%	\$	3,301,156,800	29%	\$	3,931,590,700	28%	\$	4,478,184,800	30%	\$	5,073,072,200	31%	\$	5,276,887,800	32%
AMERICAN INDIAN	\$	51,666,100	0%	\$	44,484,200	0%	\$	81,342,200	1%	\$	84,004,500	1%	\$	91,348,400	1%	\$	113,064,400	1%
ASIAN OR PACIFI	\$	2,230,586,500	20%	\$	2,436,552,100	21%	\$	2,789,692,100	20%	\$	3,286,788,500	22%	\$	3,689,096,100	23%	\$	3,711,809,700	22%
BLACK	\$	196,173,100	2%	\$	226,469,000	2%	\$	265,293,000	2%	\$	306,554,600	2%	\$	387,819,100	2%	\$	476,808,400	3%
HISPANIC	\$	515,317,100	5%	\$	593,651,500	5%	\$	795,263,400	6%	\$	800,837,200	5%	\$	901,230,600	6%	\$	975,205,300	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	3,578,000	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	1,339,441,100	12%	\$	1,665,606,400	15%	\$	1,799,479,500	13%	\$	2,021,434,843	13%	\$	2,448,743,000	15%	\$	2,739,999,500	17%
WHITE	\$	6,726,590,100	61%	\$	6,504,820,900	57%	\$	8,105,885,300	59%	\$	8,564,911,300	57%	\$	8,818,807,100	54%	\$	8,533,738,500	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	64,000	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	1,773,954,000	16%	\$	1,950,350,800	17%	\$	2,289,456,100	17%	\$	2,405,977,600	16%	\$	2,544,190,300	16%	\$	2,539,966,000	15%
Female Owned more than 50%	\$	1,415,693,600	13%	\$	1,444,620,100	13%	\$	1,796,210,000	13%	\$	2,193,989,443	15%	\$	2,321,824,800	14%	\$	2,268,430,200	14%
Male Owned	\$	7,870,126,400	71%	\$	8,076,613,200	70%	\$	9,751,289,400	70%	\$	10,464,499,900	69%	\$	11,474,607,200	70%	\$	11,742,229,600	71%
Veteran	\$	409,674,900	4%	\$	359,465,200	3%	\$	705,051,300	5%	\$	704,207,700	5%	\$	637,137,700	4%	\$	633,804,600	4%
EXISTING BUSINESS	\$	8,179,926,900	74%	\$	8,160,212,100	71%	\$	9,208,822,800	67%	\$	9,718,190,100	65%	\$	10,442,054,300	64%	\$	5,649,446,200	34%
NEW BUSINESS	\$	2,867,858,400	26%	\$	3,258,783,600	28%	\$	4,581,487,900	33%	\$	5,294,657,700	35%	\$	5,846,310,100	36%	\$	10,832,805,300	65%
Rural	\$	1,873,379,600	17%	\$	1,933,953,000	17%	\$	2,426,937,400	18%	\$	2,703,878,500	18%	\$	2,733,912,300	17%	\$	2,609,452,100	16%
Urban	\$	9,186,394,400	83%	\$	9,537,631,100	83%	\$	11,410,018,100	82%	\$	12,360,652,443	82%	\$	13,606,710,000	83%	\$	13,941,173,700	84%
Export	\$	602,697,900	5%	\$	751,541,300	7%	\$	790,094,900	6%	\$	898,518,800	6%	\$	1,466,598,200	9%	\$	672,665,600	4%
CAPLine	\$	371,208,600	3%	\$	267,051,500	2%	\$	282,705,400	2%	\$	212,209,800	1%	\$	170,027,400	1%	\$	216,197,100	1%
PLP	\$	6,091,994,600	55%	\$	6,778,922,200	59%	\$	8,523,325,300	62%	\$	9,485,394,543	63%	\$	11,470,859,500	70%	\$	12,232,230,600	74%
Express	\$	1,064,428,200	10%	\$	1,171,468,000	10%	\$	1,398,137,000	10%	\$	1,409,830,300	9%	\$	1,349,448,500	8%	\$	1,325,521,700	8%
\$150K and Under	\$	920,508,400	8%	\$	1,134,344,800	10%	\$	1,427,102,300	10%	\$	1,473,636,143	10%	\$	1,457,003,200	9%	\$	1,432,973,600	9%
>\$150K - \$350K	\$	1,426,212,100	13%	\$	1,368,715,200	12%	\$	1,619,065,800	12%	\$	1,748,273,600	12%	\$	1,795,954,700	11%	\$	1,808,914,400	11%
>\$350K - \$2M	\$	5,718,686,000	52%	\$	5,659,353,700	49%	\$	6,579,850,600	48%	\$	7,129,860,700	47%	\$	7,480,602,800	46%	\$	7,312,631,400	44%
>\$2M	\$	2,994,367,500	27%	\$	3,309,170,400	29%	\$	4,210,936,800	30%	\$	4,712,760,500	31%	\$	5,607,061,600	34%	\$	5,996,106,400	36%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	29,579		31,962		38,805		41,577		39,903		39,824	
Ethnicity												
All Minority	6,668	23%	7,493	23%	9,232	24%	10,744	26%	10,231	26%	10,353	26%
AMERICAN INDIAN	214	1%	221	1%	276	1%	282	1%	281	1%	278	1%
ASIAN OR PACIFI	3,677	12%	4,047	13%	4,852	13%	5,400	13%	5,158	13%	5,075	13%
BLACK	702	2%	929	3%	1,196	3%	1,523	4%	1,573	4%	1,718	4%
HISPANIC	2,075	7%	2,296	7%	2,908	7%	3,539	9%	3,217	8%	3,282	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	2	0%	-	0%
UNDETERMINED	3,123	11%	3,916	12%	5,028	13%	4,991	12%	5,174	13%	5,751	14%
WHITE	19,788	67%	20,553	64%	24,545	63%	25,842	62%	24,498	61%	23,720	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	1	0%	-	0%	-	0%
Female Owned 50% or less	4,670	16%	4,998	16%	5,660	15%	5,781	14%	5,507	14%	5,336	13%
Female Owned more than 50%	4,840	16%	5,218	16%	6,776	17%	7,670	18%	7,188	18%	7,006	18%
Male Owned	20,069	68%	21,746	68%	26,369	68%	28,125	68%	27,208	68%	27,482	69%
Veteran	1,475	5%	1,357	4%	1,860	5%	2,095	5%	2,153	5%	1,980	5%
EXISTING BUSINESS	20,394	69%	22,080	69%	25,923	67%	25,552	61%	25,083	63%	14,434	36%
NEW BUSINESS	9,161	31%	9,827	31%	12,810	33%	15,956	38%	14,764	37%	25,306	64%
Rural	5,549	19%	5,823	18%	6,916	18%	7,208	17%	6,817	17%	6,730	17%
Urban	24,030	81%	26,139	82%	31,889	82%	34,369	83%	33,086	83%	33,094	83%
Export	825	3%	987	3%	986	3%	1,072	3%	1,759	4%	577	1%
CAPLine	491	2%	362	1%	385	1%	307	1%	253	1%	227	1%
PLP	8,106	27%	7,447	23%	9,506	24%	10,709	26%	15,403	39%	17,249	43%
Express	14,125	48%	16,406	51%	20,226	52%	21,659	52%	18,692	47%	18,639	47%
\$150K and Under	16,210	55%	18,980	59%	23,486	61%	25,201	61%	22,592	57%	22,565	57%
>\$150K - \$350K	5,647	19%	5,304	17%	6,255	16%	6,613	16%	6,807	17%	6,895	17%
>\$350K - \$2M	6,758	23%	6,589	21%	7,690	20%	8,236	20%	8,726	22%	8,475	21%
>\$2M	964	3%	1,089	3%	1,374	4%	1,527	4%	1,778	4%	1,889	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	3,398,144,000	\$	2,587,747,000	\$	2,725,498,000	\$	3,001,191,000	\$	3,461,309,000	\$	3,025,852,000						
Ethnicity																		
All Minority	\$	868,425,000	26%	\$	697,553,000	27%	\$	759,412,000	28%	\$	866,065,000	29%	\$	996,211,000	29%	\$	883,413,000	29%
AMERICAN INDIAN	\$	8,574,000	0%	\$	5,872,000	0%	\$	7,270,000	0%	\$	9,510,000	0%	\$	1,086,000	0%	\$	2,429,000	0%
ASIAN OR PACIFI	\$	623,631,000	18%	\$	456,570,000	18%	\$	482,669,000	18%	\$	580,442,000	19%	\$	740,036,000	21%	\$	651,740,000	22%
BLACK	\$	96,887,000	3%	\$	81,871,000	3%	\$	84,942,000	3%	\$	79,910,000	3%	\$	72,606,000	2%	\$	43,122,000	1%
HISPANIC	\$	139,333,000	4%	\$	153,240,000	6%	\$	184,531,000	7%	\$	196,203,000	7%	\$	182,483,000	5%	\$	186,122,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	240,628,000	7%	\$	211,660,000	8%	\$	225,306,000	8%	\$	247,322,000	8%	\$	344,061,000	10%	\$	480,327,000	16%
WHITE	\$	2,289,091,000	67%	\$	1,678,534,000	65%	\$	1,740,780,000	64%	\$	1,887,804,000	63%	\$	2,121,037,000	61%	\$	1,662,112,000	55%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	16,834,000	0%	\$	7,928,000	0%	\$	12,671,000	0%	\$	28,923,000	1%	\$	209,726,000	6%	\$	657,054,000	22%
Female Owned more than 50%	\$	435,111,000	13%	\$	307,782,000	12%	\$	359,768,000	13%	\$	383,180,000	13%	\$	361,273,000	10%	\$	288,516,000	10%
Male Owned	\$	2,946,199,000	87%	\$	2,272,037,000	88%	\$	2,353,059,000	86%	\$	2,589,088,000	86%	\$	2,890,310,000	84%	\$	2,080,282,000	69%
Veteran	\$	145,825,000	4%	\$	96,198,000	4%	\$	82,720,000	3%	\$	89,584,000	3%	\$	95,431,000	3%	\$	49,699,000	2%
EXISTING BUSINESS	\$	2,927,378,000	86%	\$	2,129,958,000	82%	\$	2,265,017,000	83%	\$	2,552,597,000	85%	\$	2,951,853,000	85%	\$	1,179,439,000	39%
NEW BUSINESS	\$	470,766,000	14%	\$	457,789,000	18%	\$	460,481,000	17%	\$	448,594,000	15%	\$	509,456,000	15%	\$	1,839,521,000	61%
Rural	\$	425,661,000	13%	\$	361,434,000	14%	\$	331,740,000	12%	\$	343,397,000	11%	\$	424,191,000	12%	\$	402,478,000	13%
Urban	\$	2,972,483,000	87%	\$	2,226,313,000	86%	\$	2,393,758,000	88%	\$	2,657,794,000	89%	\$	3,037,118,000	88%	\$	2,623,374,000	87%
Export	\$	96,612,000	3%	\$	124,358,000	5%	\$	138,204,000	5%	\$	132,831,000	4%	\$	56,114,000	2%	\$	51,769,000	2%
\$150K and Under	\$	59,164,000	2%	\$	43,880,000	2%	\$	40,180,000	1%	\$	39,228,000	1%	\$	43,845,000	1%	\$	34,768,000	1%
>\$150K - \$350K	\$	371,640,000	11%	\$	273,548,000	11%	\$	267,353,000	10%	\$	251,657,000	8%	\$	281,907,000	8%	\$	258,251,000	9%
>\$350K - \$2M	\$	2,055,559,000	60%	\$	1,573,129,000	61%	\$	1,658,920,000	61%	\$	1,672,511,000	56%	\$	1,925,533,000	56%	\$	1,670,048,000	55%
>\$2M	\$	911,781,000	27%	\$	697,190,000	27%	\$	759,045,000	28%	\$	1,037,795,000	35%	\$	1,210,024,000	35%	\$	1,062,785,000	35%

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	2013		2014		2015		2016		2017		2018	
All 504	5,029		3,707		3,760		3,746		4,235		3,709	
Ethnicity												
All Minority	1,143	23%	828	22%	863	23%	872	23%	982	23%	881	24%
AMERICAN INDIAN	11	0%	9	0%	11	0%	12	0%	3	0%	9	0%
ASIAN OR PACIFI	663	13%	416	11%	452	12%	448	12%	583	14%	497	13%
BLACK	153	3%	121	3%	118	3%	113	3%	98	2%	76	2%
HISPANIC	316	6%	282	8%	282	8%	299	8%	298	7%	299	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	311	6%	265	7%	275	7%	284	8%	344	8%	491	13%
WHITE	3,575	71%	2,614	71%	2,622	70%	2,590	69%	2,909	69%	2,337	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	32	1%	13	0%	20	1%	28	1%	313	7%	943	25%
Female Owned more than 50%	783	16%	579	16%	604	16%	623	17%	622	15%	450	12%
Male Owned	4,214	84%	3,115	84%	3,136	83%	3,095	83%	3,300	78%	2,316	62%
Veteran	255	5%	163	4%	142	4%	151	4%	152	4%	96	3%
EXISTING BUSINESS	4,466	89%	3,158	85%	3,185	85%	3,286	88%	3,673	87%	1,490	40%
NEW BUSINESS	563	11%	549	15%	575	15%	460	12%	562	13%	2,213	60%
Rural	736	15%	562	15%	557	15%	580	15%	690	16%	629	17%
Urban	4,293	85%	3,145	85%	3,203	85%	3,166	85%	3,545	84%	3,080	83%
Export	113	2%	127	3%	145	4%	118	3%	43	1%	46	1%
\$150K and Under	547	11%	395	11%	362	10%	362	10%	383	9%	305	8%
>\$150K - \$350K	1,530	30%	1,129	30%	1,082	29%	1,016	27%	1,143	27%	1,041	28%
>\$350K - \$2M	2,657	53%	1,960	53%	2,066	55%	2,043	55%	2,327	55%	2,029	55%
>\$2M	295	6%	223	6%	250	7%	325	9%	382	9%	334	9%

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