

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	7,012,122,200	\$	6,791,880,100	\$	8,594,570,500	\$	9,280,823,300	\$	10,062,003,700	\$	11,106,363,800						
Ethnicity																		
All Minority	\$	1,891,414,200	27%	\$	1,942,440,000	29%	\$	2,432,340,000	28%	\$	2,742,251,800	30%	\$	3,193,557,100	32%	\$	3,536,384,500	32%
AMERICAN INDIAN	\$	31,121,100	0%	\$	24,796,200	0%	\$	52,152,800	1%	\$	40,684,400	0%	\$	64,107,900	1%	\$	76,524,400	1%
ASIAN OR PACIFI	\$	1,399,360,700	20%	\$	1,441,743,400	21%	\$	1,728,507,000	20%	\$	2,013,143,800	22%	\$	2,297,668,500	23%	\$	2,491,494,300	22%
BLACK	\$	122,771,000	2%	\$	138,206,400	2%	\$	162,743,100	2%	\$	186,472,400	2%	\$	240,470,100	2%	\$	312,085,500	3%
HISPANIC	\$	338,161,400	5%	\$	337,694,000	5%	\$	488,937,100	6%	\$	501,951,200	5%	\$	591,310,600	6%	\$	656,280,300	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	812,606,200	12%	\$	1,011,672,400	15%	\$	1,151,602,600	13%	\$	1,274,244,900	14%	\$	1,480,284,000	15%	\$	1,819,176,200	16%
WHITE	\$	4,308,101,800	61%	\$	3,837,767,700	57%	\$	5,010,627,900	58%	\$	5,264,326,600	57%	\$	5,388,162,600	54%	\$	5,750,803,100	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	1,108,427,200	16%	\$	1,122,836,600	17%	\$	1,359,300,200	16%	\$	1,502,020,100	16%	\$	1,545,634,400	15%	\$	1,680,084,300	15%
Female Owned more than 50%	\$	922,160,800	13%	\$	830,908,500	12%	\$	1,087,944,100	13%	\$	1,322,983,100	14%	\$	1,450,471,400	14%	\$	1,545,688,800	14%
Male Owned	\$	4,981,534,200	71%	\$	4,838,135,000	71%	\$	6,147,326,200	72%	\$	6,455,820,100	70%	\$	7,065,897,900	70%	\$	7,880,590,700	71%
Veteran	\$	254,685,100	4%	\$	232,489,300	3%	\$	420,900,900	5%	\$	453,452,600	5%	\$	378,664,200	4%	\$	433,930,100	4%
EXISTING BUSINESS	\$	5,184,769,600	74%	\$	4,879,636,900	72%	\$	5,743,705,200	67%	\$	5,881,698,100	63%	\$	6,433,483,300	64%	\$	4,973,473,700	45%
NEW BUSINESS	\$	1,817,565,500	26%	\$	1,889,398,800	28%	\$	2,823,918,000	33%	\$	3,372,625,800	36%	\$	3,599,665,800	36%	\$	6,092,454,700	55%
Rural	\$	1,024,000,400	15%	\$	1,129,465,100	17%	\$	1,432,323,900	17%	\$	1,465,284,000	16%	\$	1,451,295,800	14%	\$	1,567,107,100	14%
Urban	\$	5,988,121,800	85%	\$	5,662,415,000	83%	\$	7,162,246,600	83%	\$	7,815,539,300	84%	\$	8,610,707,900	86%	\$	9,539,256,700	86%
Export	\$	361,355,100	5%	\$	483,405,600	7%	\$	521,767,100	6%	\$	551,469,000	6%	\$	1,224,516,400	12%	\$	445,512,200	4%
CAPLine	\$	236,886,800	3%	\$	156,856,800	2%	\$	196,083,500	2%	\$	133,589,700	1%	\$	101,248,400	1%	\$	147,764,600	1%
PLP	\$	3,823,206,400	55%	\$	3,983,116,200	59%	\$	5,300,905,500	62%	\$	5,871,195,900	63%	\$	6,935,486,100	69%	\$	8,275,665,900	75%
Express	\$	672,827,500	10%	\$	659,615,700	10%	\$	839,411,900	10%	\$	868,146,600	9%	\$	803,950,100	8%	\$	850,448,300	8%
\$150K and Under	\$	573,582,300	8%	\$	655,295,400	10%	\$	868,051,500	10%	\$	913,043,100	10%	\$	856,266,700	9%	\$	915,621,200	8%
>\$150K - \$350K	\$	896,432,500	13%	\$	805,793,900	12%	\$	993,115,400	12%	\$	1,086,296,300	12%	\$	1,110,523,500	11%	\$	1,155,770,500	10%
>\$350K - \$2M	\$	3,692,720,200	53%	\$	3,410,474,700	50%	\$	4,098,079,600	48%	\$	4,472,118,800	48%	\$	4,595,839,700	46%	\$	4,918,999,300	44%
>\$2M	\$	1,849,387,200	26%	\$	1,920,316,100	28%	\$	2,635,324,000	31%	\$	2,809,365,100	30%	\$	3,499,373,800	35%	\$	4,115,972,800	37%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	18,516		18,685		23,786		25,753		24,239		25,871	
Ethnicity												
All Minority	4,174	23%	4,454	24%	5,601	24%	6,688	26%	6,303	26%	6,773	26%
AMERICAN INDIAN	144	1%	144	1%	167	1%	163	1%	177	1%	184	1%
ASIAN OR PACIFI	2,314	12%	2,443	13%	2,960	12%	3,388	13%	3,209	13%	3,354	13%
BLACK	450	2%	533	3%	709	3%	953	4%	939	4%	1,102	4%
HISPANIC	1,266	7%	1,334	7%	1,765	7%	2,184	8%	1,978	8%	2,133	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,943	10%	2,223	12%	3,292	14%	3,128	12%	3,102	13%	3,719	14%
WHITE	12,399	67%	12,008	64%	14,893	63%	15,937	62%	14,834	61%	15,379	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2,924	16%	2,924	16%	3,438	14%	3,604	14%	3,316	14%	3,458	13%
Female Owned more than 50%	3,028	16%	3,032	16%	4,143	17%	4,749	18%	4,466	18%	4,554	18%
Male Owned	12,564	68%	12,729	68%	16,205	68%	17,400	68%	16,457	68%	17,859	69%
Veteran	911	5%	849	5%	1,132	5%	1,324	5%	1,293	5%	1,276	5%
EXISTING BUSINESS	12,750	69%	12,933	69%	15,892	67%	15,645	61%	15,109	62%	11,865	46%
NEW BUSINESS	5,751	31%	5,720	31%	7,847	33%	10,066	39%	9,097	38%	13,948	54%
Rural	2,348	13%	3,071	16%	3,763	16%	4,280	17%	3,766	16%	3,891	15%
Urban	16,168	87%	15,614	84%	20,023	84%	21,473	83%	20,473	84%	21,980	85%
Export	460	2%	618	3%	627	3%	715	3%	1,503	6%	358	1%
CAPLine	310	2%	211	1%	251	1%	189	1%	159	1%	139	1%
PLP	5,156	28%	4,607	25%	5,858	25%	6,731	26%	8,795	36%	11,322	44%
Express	8,770	47%	9,271	50%	12,218	51%	13,271	52%	11,199	46%	12,038	47%
\$150K and Under	10,035	54%	10,938	59%	14,278	60%	15,577	60%	13,483	56%	14,486	56%
>\$150K - \$350K	3,551	19%	3,129	17%	3,847	16%	4,101	16%	4,207	17%	4,409	17%
>\$350K - \$2M	4,333	23%	3,986	21%	4,807	20%	5,157	20%	5,428	22%	5,692	22%
>\$2M	597	3%	632	3%	854	4%	918	4%	1,121	5%	1,284	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	2,221,037,000	\$	1,704,965,000	\$	1,711,632,000	\$	1,963,620,000	\$	2,124,170,000	\$	1,887,346,000						
Ethnicity																		
All Minority	\$	516,257,000	23%	\$	433,052,000	25%	\$	454,602,000	27%	\$	579,573,000	30%	\$	628,468,000	30%	\$	556,892,000	30%
AMERICAN INDIAN	\$	5,498,000	0%	\$	2,080,000	0%	\$	7,010,000	0%	\$	6,326,000	0%	\$	1,274,000	0%	\$	1,484,000	0%
ASIAN OR PACIFI	\$	376,121,000	17%	\$	304,723,000	18%	\$	284,334,000	17%	\$	409,105,000	21%	\$	448,415,000	21%	\$	411,752,000	22%
BLACK	\$	44,518,000	2%	\$	32,062,000	2%	\$	36,042,000	2%	\$	38,950,000	2%	\$	48,119,000	2%	\$	27,513,000	1%
HISPANIC	\$	90,120,000	4%	\$	94,187,000	6%	\$	127,216,000	7%	\$	125,192,000	6%	\$	130,660,000	6%	\$	116,143,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	172,302,000	8%	\$	145,803,000	9%	\$	145,310,000	8%	\$	150,985,000	8%	\$	197,122,000	9%	\$	294,608,000	16%
WHITE	\$	1,532,478,000	69%	\$	1,126,110,000	66%	\$	1,111,720,000	65%	\$	1,233,062,000	63%	\$	1,298,580,000	61%	\$	1,035,846,000	55%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	12,252,000	1%	\$	5,345,000	0%	\$	7,039,000	0%	\$	10,838,000	1%	\$	105,976,000	5%	\$	394,500,000	21%
Female Owned more than 50%	\$	275,248,000	12%	\$	184,837,000	11%	\$	217,383,000	13%	\$	249,175,000	13%	\$	232,165,000	11%	\$	173,740,000	9%
Male Owned	\$	1,933,537,000	87%	\$	1,514,783,000	89%	\$	1,487,210,000	87%	\$	1,703,607,000	87%	\$	1,786,029,000	84%	\$	1,319,106,000	70%
Veteran	\$	97,667,000	4%	\$	66,703,000	4%	\$	63,124,000	4%	\$	64,996,000	3%	\$	54,239,000	3%	\$	37,902,000	2%
EXISTING BUSINESS	\$	1,904,840,000	86%	\$	1,410,292,000	83%	\$	1,427,371,000	83%	\$	1,625,208,000	83%	\$	1,822,490,000	86%	\$	1,040,277,000	55%
NEW BUSINESS	\$	316,197,000	14%	\$	294,673,000	17%	\$	284,261,000	17%	\$	338,412,000	17%	\$	301,680,000	14%	\$	840,387,000	45%
Rural	\$	487,080,000	22%	\$	370,889,000	22%	\$	380,587,000	22%	\$	419,159,000	21%	\$	474,978,000	22%	\$	404,610,000	21%
Urban	\$	1,733,957,000	78%	\$	1,334,076,000	78%	\$	1,331,045,000	78%	\$	1,544,461,000	79%	\$	1,649,192,000	78%	\$	1,482,736,000	79%
Export	\$	73,009,000	3%	\$	89,050,000	5%	\$	84,877,000	5%	\$	78,110,000	4%	\$	35,875,000	2%	\$	23,025,000	1%
\$150K and Under	\$	40,216,000	2%	\$	29,624,000	2%	\$	26,011,000	2%	\$	24,890,000	1%	\$	27,923,000	1%	\$	22,133,000	1%
>\$150K - \$350K	\$	248,034,000	11%	\$	173,946,000	10%	\$	173,314,000	10%	\$	163,755,000	8%	\$	181,160,000	9%	\$	167,230,000	9%
>\$350K - \$2M	\$	1,352,340,000	61%	\$	1,009,401,000	59%	\$	1,075,139,000	63%	\$	1,058,918,000	54%	\$	1,213,834,000	57%	\$	1,047,195,000	55%
>\$2M	\$	580,447,000	26%	\$	491,994,000	29%	\$	437,168,000	26%	\$	716,057,000	36%	\$	701,253,000	33%	\$	650,788,000	34%

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	2013		2014		2015		2016		2017		2018	
All 504	3,320		2,399		2,416		2,401		2,663		2,344	
Ethnicity												
All Minority	695	21%	502	21%	534	22%	540	22%	628	24%	564	24%
AMERICAN INDIAN	5	0%	4	0%	10	0%	9	0%	3	0%	5	0%
ASIAN OR PACIFI	417	13%	265	11%	280	12%	294	12%	365	14%	326	14%
BLACK	73	2%	56	2%	56	2%	48	2%	60	2%	50	2%
HISPANIC	200	6%	177	7%	188	8%	189	8%	200	8%	183	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	211	6%	170	7%	176	7%	181	8%	205	8%	321	14%
WHITE	2,414	73%	1,727	72%	1,706	71%	1,680	70%	1,830	69%	1,459	62%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	19	1%	7	0%	12	0%	11	0%	159	6%	571	24%
Female Owned more than 50%	519	16%	360	15%	365	15%	405	17%	392	15%	286	12%
Male Owned	2,782	84%	2,032	85%	2,039	84%	1,985	83%	2,112	79%	1,487	63%
Veteran	177	5%	114	5%	102	4%	110	5%	96	4%	65	3%
EXISTING BUSINESS	2,943	89%	2,057	86%	2,052	85%	2,092	87%	2,318	87%	1,349	58%
NEW BUSINESS	377	11%	342	14%	364	15%	309	13%	345	13%	990	42%
Rural	824	25%	575	24%	601	25%	598	25%	706	27%	635	27%
Urban	2,496	75%	1,824	76%	1,815	75%	1,803	75%	1,957	73%	1,709	73%
Export	83	3%	90	4%	95	4%	74	3%	32	1%	21	1%
\$150K and Under	373	11%	267	11%	230	10%	231	10%	246	9%	195	8%
>\$150K - \$350K	1,019	31%	722	30%	699	29%	661	28%	727	27%	669	29%
>\$350K - \$2M	1,739	52%	1,255	52%	1,343	56%	1,286	54%	1,471	55%	1,278	55%
>\$2M	189	6%	155	6%	144	6%	223	9%	219	8%	202	9%

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