

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	7,749,530,100	\$	7,559,167,800	\$	9,479,748,300	\$	10,285,055,400	\$	11,197,273,600	\$	12,060,046,500						
Ethnicity																		
All Minority	\$	2,088,785,500	27%	\$	2,165,923,400	29%	\$	2,669,755,500	28%	\$	3,021,953,700	29%	\$	3,511,496,700	31%	\$	3,793,989,500	31%
AMERICAN INDIAN	\$	35,969,800	0%	\$	27,998,000	0%	\$	55,101,400	1%	\$	47,941,800	0%	\$	72,210,000	1%	\$	79,506,500	1%
ASIAN OR PACIFI	\$	1,545,535,300	20%	\$	1,606,880,300	21%	\$	1,901,513,000	20%	\$	2,211,368,500	22%	\$	2,527,611,100	23%	\$	2,677,811,800	22%
BLACK	\$	136,130,600	2%	\$	158,708,700	2%	\$	172,765,000	2%	\$	204,669,600	2%	\$	264,349,100	2%	\$	333,517,500	3%
HISPANIC	\$	371,149,800	5%	\$	372,336,400	5%	\$	540,376,100	6%	\$	557,973,800	5%	\$	643,748,500	6%	\$	703,153,700	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	3,578,000	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	922,653,700	12%	\$	1,106,983,500	15%	\$	1,274,117,500	13%	\$	1,390,287,900	14%	\$	1,665,279,700	15%	\$	2,005,515,100	17%
WHITE	\$	4,738,090,900	61%	\$	4,286,260,900	57%	\$	5,535,875,300	58%	\$	5,872,813,800	57%	\$	6,020,497,200	54%	\$	6,260,541,900	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	1,238,381,300	16%	\$	1,253,530,400	17%	\$	1,530,202,300	16%	\$	1,677,392,800	16%	\$	1,730,883,400	15%	\$	1,808,696,000	15%
Female Owned more than 50%	\$	1,001,130,300	13%	\$	936,394,100	12%	\$	1,205,530,800	13%	\$	1,486,884,300	14%	\$	1,580,742,300	14%	\$	1,683,645,400	14%
Male Owned	\$	5,510,018,500	71%	\$	5,369,243,300	71%	\$	6,744,015,200	71%	\$	7,120,778,300	69%	\$	7,885,647,900	70%	\$	8,567,705,100	71%
Veteran	\$	273,023,000	4%	\$	263,767,700	3%	\$	462,990,300	5%	\$	514,811,800	5%	\$	430,372,400	4%	\$	460,020,800	4%
EXISTING BUSINESS	\$	5,746,983,200	74%	\$	5,407,730,700	72%	\$	6,351,047,300	67%	\$	6,519,488,100	63%	\$	7,173,689,000	64%	\$	5,065,226,400	42%
NEW BUSINESS	\$	1,992,630,900	26%	\$	2,123,717,100	28%	\$	3,100,172,700	33%	\$	3,731,520,900	36%	\$	3,993,827,600	36%	\$	6,946,454,800	58%
Rural	\$	1,144,491,100	15%	\$	1,251,779,800	17%	\$	1,585,375,200	17%	\$	1,646,432,400	16%	\$	1,571,150,300	14%	\$	1,672,617,300	14%
Urban	\$	6,605,039,000	85%	\$	6,307,388,000	83%	\$	7,894,373,100	83%	\$	8,638,623,000	84%	\$	9,626,123,300	86%	\$	10,387,429,200	86%
Export	\$	393,102,500	5%	\$	531,465,400	7%	\$	569,199,900	6%	\$	619,476,400	6%	\$	1,259,638,700	11%	\$	497,016,700	4%
CAPLine	\$	256,482,800	3%	\$	183,369,100	2%	\$	212,873,300	2%	\$	141,622,700	1%	\$	110,196,900	1%	\$	154,204,600	1%
PLP	\$	4,224,619,700	55%	\$	4,413,737,200	58%	\$	5,836,830,400	62%	\$	6,484,032,500	63%	\$	7,758,106,600	69%	\$	8,995,472,600	75%
Express	\$	743,880,600	10%	\$	742,821,600	10%	\$	925,180,600	10%	\$	952,097,400	9%	\$	896,120,500	8%	\$	933,563,700	8%
\$150K and Under	\$	631,453,600	8%	\$	732,790,400	10%	\$	957,438,700	10%	\$	1,006,709,700	10%	\$	961,210,500	9%	\$	1,003,962,300	8%
>\$150K - \$350K	\$	986,681,700	13%	\$	902,868,900	12%	\$	1,097,404,900	12%	\$	1,198,312,300	12%	\$	1,233,459,300	11%	\$	1,267,383,100	11%
>\$350K - \$2M	\$	4,068,239,900	52%	\$	3,769,958,200	50%	\$	4,529,701,400	48%	\$	4,931,999,300	48%	\$	5,098,651,800	46%	\$	5,323,468,800	44%
>\$2M	\$	2,063,154,900	27%	\$	2,153,550,300	28%	\$	2,895,203,300	31%	\$	3,148,034,100	31%	\$	3,903,952,000	35%	\$	4,465,232,300	37%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	20,384		20,907		26,222		28,410		26,934		28,231	
Ethnicity												
All Minority	4,595	23%	4,969	24%	6,170	24%	7,327	26%	6,910	26%	7,316	26%
AMERICAN INDIAN	160	1%	163	1%	184	1%	183	1%	202	1%	197	1%
ASIAN OR PACIFI	2,547	12%	2,709	13%	3,268	12%	3,699	13%	3,512	13%	3,615	13%
BLACK	493	2%	606	3%	783	3%	1,043	4%	1,032	4%	1,194	4%
HISPANIC	1,395	7%	1,491	7%	1,935	7%	2,402	8%	2,162	8%	2,310	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	2	0%	-	0%
UNDETERMINED	2,171	11%	2,486	12%	3,570	14%	3,433	12%	3,483	13%	4,069	14%
WHITE	13,618	67%	13,452	64%	16,482	63%	17,650	62%	16,541	61%	16,846	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	3,216	16%	3,300	16%	3,764	14%	3,964	14%	3,699	14%	3,763	13%
Female Owned more than 50%	3,282	16%	3,381	16%	4,586	17%	5,262	19%	4,896	18%	4,963	18%
Male Owned	13,886	68%	14,226	68%	17,872	68%	19,184	68%	18,339	68%	19,505	69%
Veteran	991	5%	936	4%	1,239	5%	1,468	5%	1,452	5%	1,364	5%
EXISTING BUSINESS	14,076	69%	14,468	69%	17,550	67%	17,347	61%	16,863	63%	12,290	44%
NEW BUSINESS	6,291	31%	6,402	31%	8,622	33%	11,016	39%	10,035	37%	15,876	56%
Rural	2,694	13%	3,444	16%	4,151	16%	4,710	17%	4,148	15%	4,247	15%
Urban	17,690	87%	17,463	84%	22,071	84%	23,700	83%	22,786	85%	23,984	85%
Export	510	3%	681	3%	690	3%	772	3%	1,558	6%	403	1%
CAPLine	343	2%	246	1%	278	1%	201	1%	175	1%	149	1%
PLP	5,669	28%	5,021	24%	6,491	25%	7,406	26%	9,953	37%	12,355	44%
Express	9,667	47%	10,455	50%	13,456	51%	14,628	51%	12,436	46%	13,143	47%
\$150K and Under	11,044	54%	12,282	59%	15,723	60%	17,176	60%	15,026	56%	15,833	56%
>\$150K - \$350K	3,904	19%	3,500	17%	4,250	16%	4,527	16%	4,671	17%	4,837	17%
>\$350K - \$2M	4,774	23%	4,418	21%	5,311	20%	5,675	20%	5,992	22%	6,163	22%
>\$2M	662	3%	707	3%	938	4%	1,032	4%	1,245	5%	1,398	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	2,426,332,000	\$	1,865,401,000	\$	1,840,437,000	\$	2,149,743,000	\$	2,361,195,000	\$	2,059,177,000						
Ethnicity																		
All Minority	\$	580,748,000	24%	\$	489,487,000	26%	\$	492,049,000	27%	\$	621,900,000	29%	\$	705,001,000	30%	\$	577,818,000	28%
AMERICAN INDIAN	\$	6,734,000	0%	\$	2,555,000	0%	\$	7,010,000	0%	\$	6,326,000	0%	\$	1,717,000	0%	\$	1,484,000	0%
ASIAN OR PACIFI	\$	418,022,000	17%	\$	335,764,000	18%	\$	308,575,000	17%	\$	429,695,000	20%	\$	504,577,000	21%	\$	427,755,000	21%
BLACK	\$	56,455,000	2%	\$	39,822,000	2%	\$	44,944,000	2%	\$	50,627,000	2%	\$	53,870,000	2%	\$	30,799,000	1%
HISPANIC	\$	99,537,000	4%	\$	111,346,000	6%	\$	131,520,000	7%	\$	135,252,000	6%	\$	144,837,000	6%	\$	117,780,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	189,705,000	8%	\$	150,522,000	8%	\$	156,434,000	8%	\$	169,823,000	8%	\$	219,698,000	9%	\$	323,233,000	16%
WHITE	\$	1,655,879,000	68%	\$	1,225,392,000	66%	\$	1,191,954,000	65%	\$	1,358,020,000	63%	\$	1,436,496,000	61%	\$	1,158,126,000	56%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	12,575,000	1%	\$	5,345,000	0%	\$	7,926,000	0%	\$	10,838,000	1%	\$	119,644,000	5%	\$	428,148,000	21%
Female Owned more than 50%	\$	312,169,000	13%	\$	211,390,000	11%	\$	237,632,000	13%	\$	280,282,000	13%	\$	259,939,000	11%	\$	189,321,000	9%
Male Owned	\$	2,101,588,000	87%	\$	1,648,666,000	88%	\$	1,594,879,000	87%	\$	1,858,623,000	86%	\$	1,981,612,000	84%	\$	1,441,708,000	70%
Veteran	\$	108,314,000	4%	\$	70,742,000	4%	\$	66,080,000	4%	\$	70,369,000	3%	\$	57,656,000	2%	\$	33,953,000	2%
EXISTING BUSINESS	\$	2,078,711,000	86%	\$	1,541,862,000	83%	\$	1,526,945,000	83%	\$	1,794,980,000	83%	\$	2,024,512,000	86%	\$	1,071,667,000	52%
NEW BUSINESS	\$	347,621,000	14%	\$	323,539,000	17%	\$	313,492,000	17%	\$	354,763,000	17%	\$	336,683,000	14%	\$	980,828,000	48%
Rural	\$	534,967,000	22%	\$	409,028,000	22%	\$	404,001,000	22%	\$	451,368,000	21%	\$	513,945,000	22%	\$	442,200,000	21%
Urban	\$	1,891,365,000	78%	\$	1,456,373,000	78%	\$	1,436,436,000	78%	\$	1,698,375,000	79%	\$	1,847,250,000	78%	\$	1,616,977,000	79%
Export	\$	77,362,000	3%	\$	93,749,000	5%	\$	85,726,000	5%	\$	83,312,000	4%	\$	49,311,000	2%	\$	23,243,000	1%
\$150K and Under	\$	43,462,000	2%	\$	32,087,000	2%	\$	28,237,000	2%	\$	27,389,000	1%	\$	31,044,000	1%	\$	23,995,000	1%
>\$150K - \$350K	\$	269,728,000	11%	\$	193,344,000	10%	\$	189,888,000	10%	\$	176,200,000	8%	\$	197,532,000	8%	\$	186,511,000	9%
>\$350K - \$2M	\$	1,472,817,000	61%	\$	1,109,797,000	59%	\$	1,152,260,000	63%	\$	1,174,550,000	55%	\$	1,331,867,000	56%	\$	1,168,075,000	57%
>\$2M	\$	640,325,000	26%	\$	530,173,000	28%	\$	470,052,000	26%	\$	771,604,000	36%	\$	800,752,000	34%	\$	680,596,000	33%

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	2013		2014		2015		2016		2017		2018	
All 504	3,617		2,641		2,613		2,628		2,929		2,583	
Ethnicity												
All Minority	783	22%	563	21%	579	22%	597	23%	703	24%	606	23%
AMERICAN INDIAN	7	0%	5	0%	10	0%	9	0%	4	0%	5	0%
ASIAN OR PACIFI	462	13%	293	11%	299	11%	317	12%	403	14%	346	13%
BLACK	93	3%	68	3%	69	3%	67	3%	69	2%	57	2%
HISPANIC	221	6%	197	7%	201	8%	204	8%	227	8%	198	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	235	6%	181	7%	191	7%	201	8%	231	8%	350	14%
WHITE	2,599	72%	1,897	72%	1,843	71%	1,830	70%	1,995	68%	1,627	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	20	1%	7	0%	14	1%	11	0%	181	6%	635	25%
Female Owned more than 50%	574	16%	403	15%	401	15%	447	17%	441	15%	308	12%
Male Owned	3,023	84%	2,231	84%	2,198	84%	2,170	83%	2,307	79%	1,640	63%
Veteran	197	5%	121	5%	107	4%	118	4%	107	4%	68	3%
EXISTING BUSINESS	3,210	89%	2,263	86%	2,215	85%	2,298	87%	2,550	87%	1,381	53%
NEW BUSINESS	407	11%	378	14%	398	15%	330	13%	379	13%	1,197	46%
Rural	887	25%	642	24%	643	25%	647	25%	768	26%	698	27%
Urban	2,730	75%	1,999	76%	1,970	75%	1,981	75%	2,161	74%	1,885	73%
Export	89	2%	97	4%	96	4%	80	3%	36	1%	22	1%
\$150K and Under	402	11%	288	11%	250	10%	255	10%	273	9%	210	8%
>\$150K - \$350K	1,109	31%	801	30%	765	29%	712	27%	795	27%	747	29%
>\$350K - \$2M	1,898	52%	1,385	52%	1,444	55%	1,422	54%	1,610	55%	1,415	55%
>\$2M	208	6%	167	6%	154	6%	239	9%	251	9%	211	8%

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