

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	6,271,684,000	\$	6,118,265,800	\$	7,740,254,400	\$	8,325,016,600	\$	9,141,817,400	\$	10,295,412,000						
Ethnicity																		
All Minority	\$	1,679,767,200	27%	\$	1,766,688,800	29%	\$	2,176,911,700	28%	\$	2,456,196,000	30%	\$	2,909,750,000	32%	\$	3,276,371,200	32%
AMERICAN INDIAN	\$	28,338,700	0%	\$	24,080,400	0%	\$	44,548,700	1%	\$	34,663,400	0%	\$	62,499,200	1%	\$	73,260,400	1%
ASIAN OR PACIFI	\$	1,247,283,600	20%	\$	1,317,583,000	22%	\$	1,547,454,900	20%	\$	1,807,484,300	22%	\$	2,101,755,000	23%	\$	2,307,327,100	22%
BLACK	\$	107,174,800	2%	\$	127,837,700	2%	\$	145,392,200	2%	\$	165,255,100	2%	\$	218,301,500	2%	\$	281,047,000	3%
HISPANIC	\$	296,970,100	5%	\$	297,187,700	5%	\$	439,515,900	6%	\$	448,793,200	5%	\$	527,194,300	6%	\$	614,736,700	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	716,609,700	11%	\$	935,292,900	15%	\$	1,050,375,900	14%	\$	1,145,446,200	14%	\$	1,336,107,700	15%	\$	1,704,834,400	17%
WHITE	\$	3,875,307,100	62%	\$	3,416,284,100	56%	\$	4,512,966,800	58%	\$	4,723,374,400	57%	\$	4,895,959,700	54%	\$	5,314,206,400	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	977,194,500	16%	\$	1,009,761,300	17%	\$	1,228,301,200	16%	\$	1,353,603,800	16%	\$	1,407,396,300	15%	\$	1,551,356,100	15%
Female Owned more than 50%	\$	803,669,500	13%	\$	750,389,000	12%	\$	982,236,600	13%	\$	1,190,427,300	14%	\$	1,320,196,500	14%	\$	1,433,928,900	14%
Male Owned	\$	4,490,820,000	72%	\$	4,358,115,500	71%	\$	5,529,716,600	71%	\$	5,780,985,500	69%	\$	6,414,224,600	70%	\$	7,310,127,000	71%
Veteran	\$	217,502,600	3%	\$	210,008,000	3%	\$	385,445,800	5%	\$	416,855,100	5%	\$	341,233,900	4%	\$	403,938,300	4%
EXISTING BUSINESS	\$	4,647,637,500	74%	\$	4,384,903,900	72%	\$	5,191,092,400	67%	\$	5,281,786,000	63%	\$	5,869,744,600	64%	\$	4,853,855,700	47%
NEW BUSINESS	\$	1,614,755,500	26%	\$	1,711,282,500	28%	\$	2,528,247,500	33%	\$	3,017,460,800	36%	\$	3,246,564,200	36%	\$	5,407,678,000	53%
Rural	\$	891,521,100	14%	\$	1,027,516,400	17%	\$	1,302,915,400	17%	\$	1,325,015,800	16%	\$	1,317,049,000	14%	\$	1,426,372,900	14%
Urban	\$	5,380,162,900	86%	\$	5,090,749,400	83%	\$	6,437,339,000	83%	\$	7,000,000,800	84%	\$	7,824,768,400	86%	\$	8,869,039,100	86%
Export	\$	326,880,700	5%	\$	415,842,000	7%	\$	475,254,000	6%	\$	495,803,700	6%	\$	1,185,596,500	13%	\$	417,922,500	4%
CAPLine	\$	210,238,800	3%	\$	143,848,800	2%	\$	183,175,500	2%	\$	119,364,700	1%	\$	86,859,400	1%	\$	127,151,500	1%
PLP	\$	3,413,019,600	54%	\$	3,598,821,500	59%	\$	4,752,387,400	61%	\$	5,300,010,000	64%	\$	6,300,539,700	69%	\$	7,707,168,000	75%
Express	\$	616,031,800	10%	\$	584,725,900	10%	\$	752,626,300	10%	\$	772,805,700	9%	\$	723,436,700	8%	\$	787,564,200	8%
\$150K and Under	\$	520,061,700	8%	\$	578,616,800	9%	\$	782,031,600	10%	\$	808,359,000	10%	\$	768,292,800	8%	\$	837,954,100	8%
>\$150K - \$350K	\$	804,496,300	13%	\$	726,201,500	12%	\$	892,956,900	12%	\$	959,405,900	12%	\$	1,003,965,300	11%	\$	1,068,290,000	10%
>\$350K - \$2M	\$	3,318,869,200	53%	\$	3,086,864,100	50%	\$	3,677,524,700	48%	\$	4,010,937,800	48%	\$	4,168,561,600	46%	\$	4,569,699,100	44%
>\$2M	\$	1,628,256,800	26%	\$	1,726,583,400	28%	\$	2,387,741,200	31%	\$	2,546,313,900	31%	\$	3,200,997,700	35%	\$	3,819,468,800	37%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	16,696		16,681		21,410		22,937		21,844		23,754	
Ethnicity												
All Minority	3,770	23%	4,015	24%	5,040	24%	5,985	26%	5,683	26%	6,203	26%
AMERICAN INDIAN	138	1%	133	1%	153	1%	145	1%	163	1%	169	1%
ASIAN OR PACIFI	2,074	12%	2,208	13%	2,664	12%	3,056	13%	2,922	13%	3,101	13%
BLACK	407	2%	477	3%	627	3%	840	4%	836	4%	998	4%
HISPANIC	1,151	7%	1,197	7%	1,596	7%	1,944	8%	1,762	8%	1,935	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,733	10%	1,997	12%	3,012	14%	2,797	12%	2,789	13%	3,443	14%
WHITE	11,193	67%	10,669	64%	13,358	62%	14,155	62%	13,372	61%	14,108	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2,611	16%	2,600	16%	3,109	15%	3,210	14%	3,021	14%	3,141	13%
Female Owned more than 50%	2,707	16%	2,712	16%	3,741	17%	4,228	18%	4,013	18%	4,229	18%
Male Owned	11,378	68%	11,369	68%	14,560	68%	15,499	68%	14,810	68%	16,384	69%
Veteran	819	5%	776	5%	1,019	5%	1,179	5%	1,164	5%	1,171	5%
EXISTING BUSINESS	11,488	69%	11,532	69%	14,360	67%	13,920	61%	13,621	62%	11,427	48%
NEW BUSINESS	5,196	31%	5,119	31%	7,007	33%	8,979	39%	8,192	38%	12,276	52%
Rural	2,018	12%	2,741	16%	3,402	16%	3,847	17%	3,369	15%	3,536	15%
Urban	14,678	88%	13,940	84%	18,008	84%	19,090	83%	18,475	85%	20,218	85%
Export	419	3%	544	3%	567	3%	642	3%	1,458	7%	334	1%
CAPLine	270	2%	192	1%	232	1%	167	1%	138	1%	126	1%
PLP	4,631	28%	4,202	25%	5,245	24%	6,042	26%	7,834	36%	10,486	44%
Express	7,961	48%	8,200	49%	11,001	51%	11,846	52%	10,061	46%	10,999	46%
\$150K and Under	9,072	54%	9,687	58%	12,859	60%	13,857	60%	12,096	55%	13,204	56%
>\$150K - \$350K	3,194	19%	2,820	17%	3,460	16%	3,623	16%	3,808	17%	4,074	17%
>\$350K - \$2M	3,904	23%	3,608	22%	4,314	20%	4,625	20%	4,919	23%	5,280	22%
>\$2M	526	3%	566	3%	777	4%	832	4%	1,021	5%	1,196	5%

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	2013		2014		2015		2016		2017		2018				
All 504	\$	2,025,398,000	\$	1,546,469,000	\$	1,562,559,000	\$	1,771,623,000	\$	1,903,706,000	\$	1,739,496,000			
Ethnicity															
All Minority	\$	469,805,000	23%	\$	400,421,000	26%	\$	401,230,000	26%	\$	518,367,000	29%	\$	511,277,000	29%
AMERICAN INDIAN	\$	3,921,000	0%	\$	1,748,000	0%	\$	6,588,000	0%	\$	4,528,000	0%	\$	1,274,000	0%
ASIAN OR PACIFI	\$	341,166,000	17%	\$	286,618,000	19%	\$	258,150,000	17%	\$	367,914,000	21%	\$	414,745,000	22%
BLACK	\$	41,869,000	2%	\$	26,911,000	2%	\$	24,665,000	2%	\$	32,886,000	2%	\$	45,128,000	2%
HISPANIC	\$	82,849,000	4%	\$	85,144,000	6%	\$	111,827,000	7%	\$	113,039,000	6%	\$	120,542,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	160,676,000	8%	\$	132,190,000	9%	\$	139,506,000	9%	\$	142,972,000	8%	\$	163,151,000	9%
WHITE	\$	1,394,917,000	69%	\$	1,013,858,000	66%	\$	1,021,823,000	65%	\$	1,110,284,000	63%	\$	1,158,866,000	61%
Gender															
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	8,879,000	0%	\$	5,137,000	0%	\$	7,039,000	0%	\$	8,213,000	0%	\$	94,042,000	5%
Female Owned more than 50%	\$	248,162,000	12%	\$	163,179,000	11%	\$	194,588,000	12%	\$	221,762,000	13%	\$	214,598,000	11%
Male Owned	\$	1,768,357,000	87%	\$	1,378,153,000	89%	\$	1,360,932,000	87%	\$	1,541,648,000	87%	\$	1,595,066,000	84%
Veteran	\$	87,934,000	4%	\$	60,083,000	4%	\$	59,520,000	4%	\$	58,737,000	3%	\$	50,291,000	3%
EXISTING BUSINESS	\$	1,727,120,000	85%	\$	1,280,628,000	83%	\$	1,306,850,000	84%	\$	1,457,381,000	82%	\$	1,629,823,000	86%
NEW BUSINESS	\$	298,278,000	15%	\$	265,841,000	17%	\$	255,709,000	16%	\$	314,242,000	18%	\$	273,883,000	14%
Rural	\$	442,198,000	22%	\$	337,719,000	22%	\$	355,346,000	23%	\$	388,174,000	22%	\$	409,937,000	22%
Urban	\$	1,583,200,000	78%	\$	1,208,750,000	78%	\$	1,207,213,000	77%	\$	1,383,449,000	78%	\$	1,493,769,000	78%
Export	\$	67,714,000	3%	\$	81,257,000	5%	\$	80,426,000	5%	\$	65,853,000	4%	\$	31,731,000	2%
\$150K and Under	\$	36,502,000	2%	\$	26,949,000	2%	\$	23,160,000	1%	\$	22,096,000	1%	\$	25,892,000	1%
>\$150K - \$350K	\$	229,499,000	11%	\$	155,384,000	10%	\$	154,881,000	10%	\$	149,547,000	8%	\$	165,077,000	9%
>\$350K - \$2M	\$	1,218,878,000	60%	\$	913,152,000	59%	\$	985,874,000	63%	\$	952,352,000	54%	\$	1,075,356,000	56%
>\$2M	\$	540,519,000	27%	\$	450,984,000	29%	\$	398,644,000	26%	\$	647,628,000	37%	\$	637,381,000	33%

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	2013		2014		2015		2016		2017		2018	
All 504	3,028		2,166		2,190		2,162		2,400		2,142	
Ethnicity												
All Minority	631	21%	456	21%	473	22%	473	22%	567	24%	515	24%
AMERICAN INDIAN	3	0%	3	0%	9	0%	6	0%	3	0%	4	0%
ASIAN OR PACIFI	380	13%	248	11%	250	11%	262	12%	332	14%	297	14%
BLACK	66	2%	46	2%	43	2%	38	2%	55	2%	43	2%
HISPANIC	182	6%	159	7%	171	8%	167	8%	177	7%	171	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	191	6%	155	7%	160	7%	170	8%	174	7%	282	13%
WHITE	2,206	73%	1,555	72%	1,557	71%	1,519	70%	1,659	69%	1,345	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	15	0%	6	0%	12	1%	11	1%	143	6%	522	24%
Female Owned more than 50%	467	15%	321	15%	335	15%	358	17%	356	15%	258	12%
Male Owned	2,546	84%	1,839	85%	1,843	84%	1,793	83%	1,901	79%	1,362	64%
Veteran	160	5%	101	5%	94	4%	101	5%	84	4%	59	3%
EXISTING BUSINESS	2,681	89%	1,854	86%	1,875	86%	1,882	87%	2,088	87%	1,316	61%
NEW BUSINESS	347	11%	312	14%	315	14%	280	13%	312	13%	821	38%
Rural	752	25%	517	24%	551	25%	540	25%	635	26%	570	27%
Urban	2,276	75%	1,649	76%	1,639	75%	1,622	75%	1,765	74%	1,572	73%
Export	74	2%	82	4%	90	4%	66	3%	29	1%	20	1%
\$150K and Under	339	11%	243	11%	204	9%	202	9%	228	10%	173	8%
>\$150K - \$350K	944	31%	645	30%	628	29%	603	28%	661	28%	610	28%
>\$350K - \$2M	1,571	52%	1,137	52%	1,227	56%	1,156	53%	1,310	55%	1,174	55%
>\$2M	174	6%	141	7%	131	6%	201	9%	201	8%	185	9%

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