

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	5,708,999,400	\$	5,529,401,100	\$	6,991,462,000	\$	7,452,170,700	\$	8,318,646,200	\$	9,593,472,800						
Ethnicity																		
All Minority	\$	1,528,242,000	27%	\$	1,586,943,500	29%	\$	1,978,123,900	28%	\$	2,207,819,000	30%	\$	2,644,184,500	32%	\$	3,042,024,200	32%
AMERICAN INDIAN	\$	27,103,800	0%	\$	22,611,000	0%	\$	39,144,700	1%	\$	24,841,900	0%	\$	51,185,500	1%	\$	71,195,400	1%
ASIAN OR PACIFI	\$	1,135,932,900	20%	\$	1,189,705,100	22%	\$	1,413,004,700	20%	\$	1,624,215,000	22%	\$	1,912,459,500	23%	\$	2,142,948,200	22%
BLACK	\$	95,944,500	2%	\$	112,620,500	2%	\$	128,510,400	2%	\$	154,450,500	2%	\$	190,777,900	2%	\$	261,733,000	3%
HISPANIC	\$	269,260,800	5%	\$	262,006,900	5%	\$	397,464,100	6%	\$	404,311,600	5%	\$	489,761,600	6%	\$	566,147,600	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	658,631,300	12%	\$	861,241,800	16%	\$	973,064,400	14%	\$	1,010,613,600	14%	\$	1,211,081,000	15%	\$	1,585,082,300	17%
WHITE	\$	3,522,126,100	62%	\$	3,081,215,800	56%	\$	4,040,273,700	58%	\$	4,233,738,100	57%	\$	4,463,380,700	54%	\$	4,966,366,300	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	896,887,800	16%	\$	903,458,500	16%	\$	1,105,037,400	16%	\$	1,198,872,600	16%	\$	1,265,094,600	15%	\$	1,437,901,500	15%
Female Owned more than 50%	\$	726,665,700	13%	\$	675,086,500	12%	\$	892,172,900	13%	\$	1,064,631,900	14%	\$	1,221,639,200	15%	\$	1,325,287,200	14%
Male Owned	\$	4,085,445,900	72%	\$	3,950,856,100	71%	\$	4,994,251,700	71%	\$	5,188,666,200	70%	\$	5,831,912,400	70%	\$	6,830,284,100	71%
Veteran	\$	203,190,200	4%	\$	189,338,700	3%	\$	333,699,300	5%	\$	379,292,000	5%	\$	312,698,200	4%	\$	375,084,000	4%
EXISTING BUSINESS	\$	4,231,033,200	74%	\$	3,981,496,800	72%	\$	4,692,715,300	67%	\$	4,749,111,800	64%	\$	5,332,658,800	64%	\$	4,748,360,500	49%
NEW BUSINESS	\$	1,469,595,200	26%	\$	1,529,994,400	28%	\$	2,280,031,200	33%	\$	2,678,679,400	36%	\$	2,962,875,700	36%	\$	4,812,308,000	50%
Rural	\$	825,842,900	14%	\$	923,660,100	17%	\$	1,180,025,600	17%	\$	1,171,998,600	16%	\$	1,186,281,600	14%	\$	1,317,308,700	14%
Urban	\$	4,883,156,500	86%	\$	4,605,741,000	83%	\$	5,811,436,400	83%	\$	6,280,172,100	84%	\$	7,132,364,600	86%	\$	8,276,164,100	86%
Export	\$	311,197,600	5%	\$	377,921,600	7%	\$	449,011,100	6%	\$	452,072,800	6%	\$	1,093,922,000	13%	\$	392,748,100	4%
CAPLine	\$	189,223,800	3%	\$	126,477,200	2%	\$	162,108,500	2%	\$	103,300,000	1%	\$	81,614,400	1%	\$	116,039,500	1%
PLP	\$	3,114,235,100	55%	\$	3,273,376,000	59%	\$	4,303,936,100	62%	\$	4,751,718,800	64%	\$	5,666,598,800	68%	\$	7,256,669,900	76%
Express	\$	556,648,900	10%	\$	526,944,300	10%	\$	679,199,400	10%	\$	697,189,200	9%	\$	652,408,400	8%	\$	718,097,600	7%
\$150K and Under	\$	468,474,600	8%	\$	523,881,400	9%	\$	709,856,600	10%	\$	726,633,600	10%	\$	689,119,300	8%	\$	760,237,300	8%
>\$150K - \$350K	\$	730,027,000	13%	\$	651,733,000	12%	\$	799,614,200	11%	\$	854,708,300	11%	\$	903,940,300	11%	\$	984,791,200	10%
>\$350K - \$2M	\$	3,024,567,000	53%	\$	2,777,739,900	50%	\$	3,323,868,000	48%	\$	3,624,969,200	49%	\$	3,791,612,500	46%	\$	4,260,194,500	44%
>\$2M	\$	1,485,930,800	26%	\$	1,576,046,800	29%	\$	2,158,123,200	31%	\$	2,245,859,600	30%	\$	2,933,974,100	35%	\$	3,588,249,800	37%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	15,114		15,045		19,351		20,623		19,684		21,736	
Ethnicity												
All Minority	3,439	23%	3,629	24%	4,606	24%	5,410	26%	5,128	26%	5,699	26%
AMERICAN INDIAN	125	1%	118	1%	138	1%	125	1%	146	1%	162	1%
ASIAN OR PACIFI	1,882	12%	1,992	13%	2,446	13%	2,755	13%	2,650	13%	2,879	13%
BLACK	371	2%	438	3%	568	3%	766	4%	744	4%	918	4%
HISPANIC	1,061	7%	1,081	7%	1,454	8%	1,764	9%	1,588	8%	1,740	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,540	10%	1,805	12%	2,756	14%	2,510	12%	2,520	13%	3,164	15%
WHITE	10,135	67%	9,611	64%	11,989	62%	12,703	62%	12,036	61%	12,873	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2,371	16%	2,356	16%	2,836	15%	2,906	14%	2,715	14%	2,891	13%
Female Owned more than 50%	2,472	16%	2,449	16%	3,380	17%	3,787	18%	3,605	18%	3,839	18%
Male Owned	10,271	68%	10,240	68%	13,135	68%	13,930	68%	13,364	68%	15,006	69%
Veteran	737	5%	710	5%	891	5%	1,045	5%	1,031	5%	1,064	5%
EXISTING BUSINESS	10,418	69%	10,421	69%	12,999	67%	12,503	61%	12,266	62%	10,990	51%
NEW BUSINESS	4,686	31%	4,600	31%	6,311	33%	8,087	39%	7,391	38%	10,697	49%
Rural	1,819	12%	2,472	16%	3,086	16%	3,475	17%	3,006	15%	3,205	15%
Urban	13,295	88%	12,573	84%	16,265	84%	17,148	83%	16,678	85%	18,531	85%
Export	381	3%	481	3%	529	3%	579	3%	1,340	7%	308	1%
CAPLine	247	2%	171	1%	211	1%	154	1%	125	1%	114	1%
PLP	4,230	28%	3,851	26%	4,737	24%	5,426	26%	6,893	35%	9,781	45%
Express	7,187	48%	7,374	49%	9,953	51%	10,676	52%	9,067	46%	9,934	46%
\$150K and Under	8,176	54%	8,751	58%	11,657	60%	12,469	60%	10,868	55%	11,935	55%
>\$150K - \$350K	2,895	19%	2,527	17%	3,092	16%	3,237	16%	3,423	17%	3,757	17%
>\$350K - \$2M	3,558	24%	3,252	22%	3,900	20%	4,179	20%	4,460	23%	4,922	23%
>\$2M	485	3%	515	3%	702	4%	738	4%	933	5%	1,122	5%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	1,877,620,000	\$	1,411,853,000	\$	1,404,835,000	\$	1,593,695,000	\$	1,741,448,000	\$	1,593,560,000						
Ethnicity																		
All Minority	\$	430,808,000	23%	\$	353,567,000	25%	\$	353,123,000	25%	\$	465,732,000	29%	\$	544,510,000	31%	\$	447,087,000	28%
AMERICAN INDIAN	\$	842,000	0%	\$	1,748,000	0%	\$	2,689,000	0%	\$	4,185,000	0%	\$	760,000	0%	\$	1,339,000	0%
ASIAN OR PACIFI	\$	317,089,000	17%	\$	254,709,000	18%	\$	222,279,000	16%	\$	334,183,000	21%	\$	388,514,000	22%	\$	332,360,000	21%
BLACK	\$	38,497,000	2%	\$	26,070,000	2%	\$	22,009,000	2%	\$	25,654,000	2%	\$	44,801,000	3%	\$	19,931,000	1%
HISPANIC	\$	74,380,000	4%	\$	71,040,000	5%	\$	106,146,000	8%	\$	101,710,000	6%	\$	110,435,000	6%	\$	93,457,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	147,957,000	8%	\$	125,753,000	9%	\$	118,859,000	8%	\$	126,609,000	8%	\$	148,482,000	9%	\$	247,379,000	16%
WHITE	\$	1,298,855,000	69%	\$	932,533,000	66%	\$	932,853,000	66%	\$	1,001,354,000	63%	\$	1,048,456,000	60%	\$	899,094,000	56%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	8,785,000	0%	\$	5,137,000	0%	\$	5,241,000	0%	\$	8,213,000	1%	\$	82,799,000	5%	\$	328,224,000	21%
Female Owned more than 50%	\$	224,941,000	12%	\$	148,513,000	11%	\$	171,910,000	12%	\$	197,334,000	12%	\$	199,356,000	11%	\$	148,163,000	9%
Male Owned	\$	1,643,894,000	88%	\$	1,258,203,000	89%	\$	1,227,684,000	87%	\$	1,388,148,000	87%	\$	1,459,293,000	84%	\$	1,117,173,000	70%
Veteran	\$	70,696,000	4%	\$	58,402,000	4%	\$	54,727,000	4%	\$	49,664,000	3%	\$	47,861,000	3%	\$	29,009,000	2%
EXISTING BUSINESS	\$	1,595,598,000	85%	\$	1,169,658,000	83%	\$	1,175,888,000	84%	\$	1,299,681,000	82%	\$	1,493,524,000	86%	\$	973,396,000	61%
NEW BUSINESS	\$	282,022,000	15%	\$	242,195,000	17%	\$	228,947,000	16%	\$	294,014,000	18%	\$	247,924,000	14%	\$	613,482,000	38%
Rural	\$	417,049,000	22%	\$	313,872,000	22%	\$	324,449,000	23%	\$	353,169,000	22%	\$	367,395,000	21%	\$	329,152,000	21%
Urban	\$	1,460,571,000	78%	\$	1,097,981,000	78%	\$	1,080,386,000	77%	\$	1,240,526,000	78%	\$	1,374,053,000	79%	\$	1,264,408,000	79%
Export	\$	61,890,000	3%	\$	76,069,000	5%	\$	71,076,000	5%	\$	61,190,000	4%	\$	31,257,000	2%	\$	16,803,000	1%
\$150K and Under	\$	33,671,000	2%	\$	25,094,000	2%	\$	20,629,000	1%	\$	19,793,000	1%	\$	23,094,000	1%	\$	17,587,000	1%
>\$150K - \$350K	\$	214,890,000	11%	\$	141,422,000	10%	\$	143,244,000	10%	\$	131,676,000	8%	\$	148,093,000	9%	\$	138,375,000	9%
>\$350K - \$2M	\$	1,139,120,000	61%	\$	841,279,000	60%	\$	882,283,000	63%	\$	869,001,000	55%	\$	978,443,000	56%	\$	897,439,000	56%
>\$2M	\$	489,939,000	26%	\$	404,058,000	29%	\$	358,679,000	26%	\$	573,225,000	36%	\$	591,818,000	34%	\$	540,159,000	34%

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	2013		2014		2015		2016		2017		2018	
All 504	2,813		1,986		1,967		1,940		2,170		1,961	
Ethnicity												
All Minority	586	21%	410	21%	420	21%	420	22%	516	24%	460	23%
AMERICAN INDIAN	2	0%	3	0%	7	0%	5	0%	2	0%	4	0%
ASIAN OR PACIFI	354	13%	223	11%	221	11%	233	12%	301	14%	263	13%
BLACK	59	2%	44	2%	35	2%	32	2%	53	2%	39	2%
HISPANIC	171	6%	140	7%	157	8%	150	8%	160	7%	154	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	178	6%	146	7%	139	7%	153	8%	155	7%	263	13%
WHITE	2,049	73%	1,430	72%	1,408	72%	1,367	70%	1,499	69%	1,238	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	14	0%	6	0%	10	1%	11	1%	131	6%	465	24%
Female Owned more than 50%	428	15%	291	15%	298	15%	313	16%	321	15%	237	12%
Male Owned	2,371	84%	1,689	85%	1,659	84%	1,616	83%	1,718	79%	1,259	64%
Veteran	137	5%	98	5%	85	4%	91	5%	78	4%	53	3%
EXISTING BUSINESS	2,492	89%	1,703	86%	1,681	85%	1,683	87%	1,903	88%	1,273	65%
NEW BUSINESS	321	11%	283	14%	286	15%	257	13%	267	12%	683	35%
Rural	698	25%	484	24%	501	25%	482	25%	560	26%	529	27%
Urban	2,115	75%	1,502	76%	1,466	75%	1,458	75%	1,610	74%	1,432	73%
Export	70	2%	79	4%	82	4%	60	3%	28	1%	16	1%
\$150K and Under	313	11%	227	11%	182	9%	183	9%	205	9%	155	8%
>\$150K - \$350K	883	31%	588	30%	581	30%	532	27%	590	27%	556	28%
>\$350K - \$2M	1,460	52%	1,047	53%	1,087	55%	1,045	54%	1,189	55%	1,084	55%
>\$2M	157	6%	124	6%	117	6%	180	9%	186	9%	166	8%

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