

| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | | | | | | |
|----------------------------|------|-----------------------|------|-----------------------|----------------------|-----------------------|------|-----------------------|------|-----------------------|----------------------|-----------------------|----|----------------------|-----|----|----------------------|-----|
| All 7(A) | \$ | 12,702,128,400 | \$ | 13,502,490,900 | \$ | 16,250,692,400 | \$ | 17,578,051,043 | \$ | 18,865,473,500 | \$ | 18,993,715,500 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 3,474,186,300 | 27% | \$ | 3,892,188,100 | 29% | \$ | 4,625,752,000 | 28% | \$ | 5,276,087,800 | 30% | \$ | 5,933,424,300 | 31% | \$ | 6,108,659,400 | 32% |
| AMERICAN INDIAN | \$ | 58,541,600 | 0% | \$ | 57,422,100 | 0% | \$ | 96,187,500 | 1% | \$ | 90,875,500 | 1% | \$ | 100,171,500 | 1% | \$ | 139,539,000 | 1% |
| ASIAN OR PACIFI | \$ | 2,586,149,400 | 20% | \$ | 2,873,753,500 | 21% | \$ | 3,303,644,700 | 20% | \$ | 3,841,638,100 | 22% | \$ | 4,310,618,200 | 23% | \$ | 4,322,310,900 | 23% |
| BLACK | \$ | 232,756,200 | 2% | \$ | 258,916,400 | 2% | \$ | 315,911,300 | 2% | \$ | 363,396,800 | 2% | \$ | 459,081,000 | 2% | \$ | 538,218,000 | 3% |
| HISPANIC | \$ | 596,739,100 | 5% | \$ | 702,096,100 | 5% | \$ | 910,008,500 | 6% | \$ | 980,177,400 | 6% | \$ | 1,059,975,600 | 6% | \$ | 1,108,591,500 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 3,578,000 | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 1,559,245,100 | 12% | \$ | 1,997,368,600 | 15% | \$ | 2,146,830,500 | 13% | \$ | 2,357,107,543 | 13% | \$ | 2,810,682,900 | 15% | \$ | 3,057,410,300 | 16% |
| WHITE | \$ | 7,668,697,000 | 60% | \$ | 7,612,934,200 | 56% | \$ | 9,478,109,900 | 58% | \$ | 9,944,855,700 | 57% | \$ | 10,121,366,300 | 54% | \$ | 9,827,645,800 | 52% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 64,000 | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 2,034,896,400 | 16% | \$ | 2,299,767,700 | 17% | \$ | 2,718,888,800 | 17% | \$ | 2,798,180,200 | 16% | \$ | 2,931,049,900 | 16% | \$ | 2,901,454,300 | 15% |
| Female Owned more than 50% | \$ | 1,613,929,200 | 13% | \$ | 1,742,315,800 | 13% | \$ | 2,116,415,300 | 13% | \$ | 2,509,805,343 | 14% | \$ | 2,702,858,400 | 14% | \$ | 2,594,095,000 | 14% |
| Male Owned | \$ | 9,053,302,800 | 71% | \$ | 9,460,407,400 | 70% | \$ | 11,415,388,300 | 70% | \$ | 12,270,001,500 | 70% | \$ | 13,231,565,200 | 70% | \$ | 13,498,166,200 | 71% |
| Veteran | \$ | 456,376,100 | 4% | \$ | 423,605,700 | 3% | \$ | 837,921,700 | 5% | \$ | 810,392,300 | 5% | \$ | 745,297,600 | 4% | \$ | 706,926,700 | 4% |
| EXISTING BUSINESS | \$ | 9,343,534,100 | 74% | \$ | 9,521,417,700 | 71% | \$ | 10,802,167,600 | 66% | \$ | 11,379,376,100 | 65% | \$ | 12,080,875,700 | 64% | \$ | 5,955,661,200 | 31% |
| NEW BUSINESS | \$ | 3,346,605,600 | 26% | \$ | 3,926,795,800 | 29% | \$ | 5,393,636,000 | 33% | \$ | 6,131,516,800 | 35% | \$ | 6,730,413,900 | 36% | \$ | 12,947,725,000 | 68% |
| Rural | \$ | 2,197,905,600 | 17% | \$ | 2,303,860,000 | 17% | \$ | 2,846,803,000 | 18% | \$ | 3,099,525,300 | 18% | \$ | 3,147,093,400 | 17% | \$ | 3,086,355,300 | 16% |
| Urban | \$ | 10,504,222,800 | 83% | \$ | 11,198,630,900 | 83% | \$ | 13,403,889,400 | 82% | \$ | 14,478,525,743 | 82% | \$ | 15,718,380,100 | 83% | \$ | 15,907,360,200 | 84% |
| Export | \$ | 691,828,900 | 5% | \$ | 863,224,900 | 6% | \$ | 939,303,400 | 6% | \$ | 1,012,768,700 | 6% | \$ | 1,536,340,700 | 8% | \$ | 788,311,500 | 4% |
| CAPLine | \$ | 408,265,500 | 3% | \$ | 297,078,500 | 2% | \$ | 327,628,300 | 2% | \$ | 246,490,600 | 1% | \$ | 209,909,000 | 1% | \$ | 244,050,000 | 1% |
| PLP | \$ | 7,080,913,300 | 56% | \$ | 8,037,433,100 | 60% | \$ | 10,070,258,200 | 62% | \$ | 11,163,899,043 | 64% | \$ | 13,354,149,700 | 71% | \$ | 14,065,082,000 | 74% |
| Express | \$ | 1,224,216,600 | 10% | \$ | 1,383,187,100 | 10% | \$ | 1,626,055,200 | 10% | \$ | 1,633,138,800 | 9% | \$ | 1,572,215,400 | 8% | \$ | 1,510,668,000 | 8% |
| \$150K and Under | \$ | 1,061,766,500 | 8% | \$ | 1,341,090,200 | 10% | \$ | 1,658,208,900 | 10% | \$ | 1,696,607,443 | 10% | \$ | 1,696,262,300 | 9% | \$ | 1,624,121,700 | 9% |
| >\$150K - \$350K | \$ | 1,643,565,100 | 13% | \$ | 1,602,287,700 | 12% | \$ | 1,885,973,500 | 12% | \$ | 2,033,466,800 | 12% | \$ | 2,057,260,000 | 11% | \$ | 2,076,198,900 | 11% |
| >\$350K - \$2M | \$ | 6,512,195,900 | 51% | \$ | 6,644,151,000 | 49% | \$ | 7,775,934,300 | 48% | \$ | 8,246,031,300 | 47% | \$ | 8,654,518,000 | 46% | \$ | 8,352,178,900 | 44% |
| >\$2M | \$ | 3,484,600,900 | 27% | \$ | 3,914,962,000 | 29% | \$ | 4,930,575,700 | 30% | \$ | 5,601,945,500 | 32% | \$ | 6,457,433,200 | 34% | \$ | 6,941,216,000 | 37% |

All Activity illustrated above is as of 07/06 for each FY listed.

| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | |
|----------------------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| All 7(A) | 33,992 | | 37,550 | | 45,320 | | 47,924 | | 46,187 | | 45,419 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 7,788 | 23% | 8,842 | 24% | 10,980 | 24% | 12,433 | 26% | 11,992 | 26% | 11,997 | 26% |
| AMERICAN INDIAN | 256 | 1% | 249 | 1% | 327 | 1% | 312 | 1% | 328 | 1% | 321 | 1% |
| ASIAN OR PACIFI | 4,300 | 13% | 4,765 | 13% | 5,712 | 13% | 6,256 | 13% | 6,036 | 13% | 5,893 | 13% |
| BLACK | 816 | 2% | 1,102 | 3% | 1,462 | 3% | 1,756 | 4% | 1,834 | 4% | 1,977 | 4% |
| HISPANIC | 2,416 | 7% | 2,726 | 7% | 3,479 | 8% | 4,109 | 9% | 3,792 | 8% | 3,806 | 8% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | 2 | 0% | - | 0% |
| UNDETERMINED | 3,636 | 11% | 4,702 | 13% | 5,793 | 13% | 5,727 | 12% | 5,974 | 13% | 6,315 | 14% |
| WHITE | 22,568 | 66% | 24,006 | 64% | 28,547 | 63% | 29,764 | 62% | 28,221 | 61% | 27,107 | 60% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | 1 | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 5,326 | 16% | 5,856 | 16% | 6,652 | 15% | 6,658 | 14% | 6,342 | 14% | 6,083 | 13% |
| Female Owned more than 50% | 5,567 | 16% | 6,236 | 17% | 7,943 | 18% | 8,863 | 18% | 8,384 | 18% | 8,072 | 18% |
| Male Owned | 23,099 | 68% | 25,458 | 68% | 30,725 | 68% | 32,402 | 68% | 31,461 | 68% | 31,264 | 69% |
| Veteran | 1,670 | 5% | 1,569 | 4% | 2,207 | 5% | 2,394 | 5% | 2,481 | 5% | 2,245 | 5% |
| EXISTING BUSINESS | 23,387 | 69% | 25,871 | 69% | 30,143 | 67% | 29,498 | 62% | 29,084 | 63% | 15,497 | 34% |
| NEW BUSINESS | 10,581 | 31% | 11,620 | 31% | 15,093 | 33% | 18,342 | 38% | 17,042 | 37% | 29,820 | 66% |
| Rural | 6,405 | 19% | 6,787 | 18% | 8,022 | 18% | 8,278 | 17% | 7,861 | 17% | 7,677 | 17% |
| Urban | 27,587 | 81% | 30,763 | 82% | 37,298 | 82% | 39,646 | 83% | 38,326 | 83% | 37,742 | 83% |
| Export | 938 | 3% | 1,146 | 3% | 1,174 | 3% | 1,235 | 3% | 1,841 | 4% | 675 | 1% |
| CAPLine | 541 | 2% | 415 | 1% | 451 | 1% | 348 | 1% | 295 | 1% | 261 | 1% |
| PLP | 9,370 | 28% | 8,787 | 23% | 11,200 | 25% | 12,461 | 26% | 18,016 | 39% | 19,736 | 43% |
| Express | 16,282 | 48% | 19,302 | 51% | 23,596 | 52% | 24,867 | 52% | 21,808 | 47% | 21,216 | 47% |
| \$150K and Under | 18,643 | 55% | 22,300 | 59% | 27,350 | 60% | 28,886 | 60% | 26,293 | 57% | 25,625 | 56% |
| >\$150K - \$350K | 6,518 | 19% | 6,204 | 17% | 7,280 | 16% | 7,701 | 16% | 7,794 | 17% | 7,917 | 17% |
| >\$350K - \$2M | 7,712 | 23% | 7,757 | 21% | 9,076 | 20% | 9,525 | 20% | 10,054 | 22% | 9,690 | 21% |
| >\$2M | 1,119 | 3% | 1,289 | 3% | 1,614 | 4% | 1,812 | 4% | 2,046 | 4% | 2,187 | 5% |

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| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | | | | | | |
|----------------------------|------|----------------------|------|----------------------|--------------------|----------------------|------|----------------------|------|----------------------|--------------------|----------------------|----|----------------------|-----|----|--------------------|-----|
| All 504 | \$ | 3,842,317,000 | \$ | 2,968,749,000 | \$ | 3,167,766,000 | \$ | 3,407,200,000 | \$ | 3,913,526,000 | \$ | 3,473,617,000 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 992,192,000 | 26% | \$ | 789,632,000 | 27% | \$ | 881,508,000 | 28% | \$ | 975,931,000 | 29% | \$ | 1,127,154,000 | 29% | \$ | 998,233,000 | 29% |
| AMERICAN INDIAN | \$ | 8,574,000 | 0% | \$ | 6,401,000 | 0% | \$ | 7,814,000 | 0% | \$ | 9,907,000 | 0% | \$ | 1,918,000 | 0% | \$ | 3,315,000 | 0% |
| ASIAN OR PACIFI | \$ | 716,951,000 | 19% | \$ | 509,683,000 | 17% | \$ | 557,598,000 | 18% | \$ | 659,938,000 | 19% | \$ | 831,525,000 | 21% | \$ | 729,068,000 | 21% |
| BLACK | \$ | 110,957,000 | 3% | \$ | 101,684,000 | 3% | \$ | 106,346,000 | 3% | \$ | 91,971,000 | 3% | \$ | 80,306,000 | 2% | \$ | 51,903,000 | 1% |
| HISPANIC | \$ | 155,710,000 | 4% | \$ | 171,864,000 | 6% | \$ | 209,750,000 | 7% | \$ | 214,115,000 | 6% | \$ | 213,405,000 | 5% | \$ | 213,947,000 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 275,736,000 | 7% | \$ | 236,418,000 | 8% | \$ | 264,644,000 | 8% | \$ | 291,326,000 | 9% | \$ | 394,346,000 | 10% | \$ | 559,761,000 | 16% |
| WHITE | \$ | 2,574,389,000 | 67% | \$ | 1,942,699,000 | 65% | \$ | 2,021,614,000 | 64% | \$ | 2,139,943,000 | 63% | \$ | 2,392,026,000 | 61% | \$ | 1,915,623,000 | 55% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 19,346,000 | 1% | \$ | 9,975,000 | 0% | \$ | 21,212,000 | 1% | \$ | 36,969,000 | 1% | \$ | 259,345,000 | 7% | \$ | 751,332,000 | 22% |
| Female Owned more than 50% | \$ | 483,525,000 | 13% | \$ | 370,074,000 | 12% | \$ | 416,297,000 | 13% | \$ | 431,283,000 | 13% | \$ | 414,812,000 | 11% | \$ | 319,146,000 | 9% |
| Male Owned | \$ | 3,339,446,000 | 87% | \$ | 2,588,700,000 | 87% | \$ | 2,730,257,000 | 86% | \$ | 2,938,948,000 | 86% | \$ | 3,239,369,000 | 83% | \$ | 2,403,139,000 | 69% |
| Veteran | \$ | 162,991,000 | 4% | \$ | 117,886,000 | 4% | \$ | 96,321,000 | 3% | \$ | 108,403,000 | 3% | \$ | 110,923,000 | 3% | \$ | 62,822,000 | 2% |
| EXISTING BUSINESS | \$ | 3,319,468,000 | 86% | \$ | 2,445,314,000 | 82% | \$ | 2,609,037,000 | 82% | \$ | 2,911,098,000 | 85% | \$ | 3,326,115,000 | 85% | \$ | 1,207,526,000 | 35% |
| NEW BUSINESS | \$ | 522,849,000 | 14% | \$ | 523,435,000 | 18% | \$ | 558,729,000 | 18% | \$ | 496,102,000 | 15% | \$ | 587,411,000 | 15% | \$ | 2,259,199,000 | 65% |
| Rural | \$ | 484,661,000 | 13% | \$ | 397,621,000 | 13% | \$ | 385,226,000 | 12% | \$ | 405,742,000 | 12% | \$ | 472,339,000 | 12% | \$ | 462,151,000 | 13% |
| Urban | \$ | 3,357,656,000 | 87% | \$ | 2,571,128,000 | 87% | \$ | 2,782,540,000 | 88% | \$ | 3,001,458,000 | 88% | \$ | 3,441,187,000 | 88% | \$ | 3,011,466,000 | 87% |
| Export | \$ | 103,764,000 | 3% | \$ | 135,107,000 | 5% | \$ | 168,964,000 | 5% | \$ | 151,575,000 | 4% | \$ | 58,274,000 | 1% | \$ | 57,256,000 | 2% |
| \$150K and Under | \$ | 69,717,000 | 2% | \$ | 49,939,000 | 2% | \$ | 44,995,000 | 1% | \$ | 44,400,000 | 1% | \$ | 49,451,000 | 1% | \$ | 40,739,000 | 1% |
| >\$150K - \$350K | \$ | 429,292,000 | 11% | \$ | 311,425,000 | 10% | \$ | 310,939,000 | 10% | \$ | 287,062,000 | 8% | \$ | 324,242,000 | 8% | \$ | 301,807,000 | 9% |
| >\$350K - \$2M | \$ | 2,336,928,000 | 61% | \$ | 1,793,718,000 | 60% | \$ | 1,903,505,000 | 60% | \$ | 1,912,891,000 | 56% | \$ | 2,191,582,000 | 56% | \$ | 1,925,582,000 | 55% |
| >\$2M | \$ | 1,006,380,000 | 26% | \$ | 813,667,000 | 27% | \$ | 908,327,000 | 29% | \$ | 1,162,847,000 | 34% | \$ | 1,348,251,000 | 34% | \$ | 1,205,489,000 | 35% |

All Activity illustrated above is as of 07/06 for each FY listed.

| | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | |
|----------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| All 504 | 5,759 | | 4,220 | | 4,332 | | 4,285 | | 4,820 | | 4,300 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 1,306 | 23% | 936 | 22% | 1,003 | 23% | 998 | 23% | 1,117 | 23% | 1,007 | 23% |
| AMERICAN INDIAN | 11 | 0% | 10 | 0% | 12 | 0% | 13 | 0% | 6 | 0% | 11 | 0% |
| ASIAN OR PACIFI | 764 | 13% | 467 | 11% | 522 | 12% | 518 | 12% | 657 | 14% | 564 | 13% |
| BLACK | 178 | 3% | 151 | 4% | 146 | 3% | 137 | 3% | 108 | 2% | 90 | 2% |
| HISPANIC | 353 | 6% | 308 | 7% | 323 | 7% | 330 | 8% | 346 | 7% | 342 | 8% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 368 | 6% | 301 | 7% | 318 | 7% | 337 | 8% | 393 | 8% | 560 | 13% |
| WHITE | 4,085 | 71% | 2,983 | 71% | 3,011 | 70% | 2,950 | 69% | 3,310 | 69% | 2,733 | 64% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 36 | 1% | 16 | 0% | 28 | 1% | 34 | 1% | 398 | 8% | 1,081 | 25% |
| Female Owned more than 50% | 887 | 15% | 657 | 16% | 690 | 16% | 709 | 17% | 694 | 14% | 526 | 12% |
| Male Owned | 4,836 | 84% | 3,547 | 84% | 3,614 | 83% | 3,542 | 83% | 3,728 | 77% | 2,693 | 63% |
| Veteran | 293 | 5% | 189 | 4% | 162 | 4% | 176 | 4% | 169 | 4% | 119 | 3% |
| EXISTING BUSINESS | 5,113 | 89% | 3,598 | 85% | 3,660 | 84% | 3,774 | 88% | 4,177 | 87% | 1,534 | 36% |
| NEW BUSINESS | 646 | 11% | 622 | 15% | 672 | 16% | 511 | 12% | 643 | 13% | 2,760 | 64% |
| Rural | 850 | 15% | 634 | 15% | 645 | 15% | 676 | 16% | 776 | 16% | 736 | 17% |
| Urban | 4,909 | 85% | 3,586 | 85% | 3,687 | 85% | 3,609 | 84% | 4,044 | 84% | 3,564 | 83% |
| Export | 126 | 2% | 135 | 3% | 170 | 4% | 134 | 3% | 45 | 1% | 52 | 1% |
| \$150K and Under | 643 | 11% | 447 | 11% | 406 | 9% | 411 | 10% | 437 | 9% | 358 | 8% |
| >\$150K - \$350K | 1,770 | 31% | 1,285 | 30% | 1,256 | 29% | 1,157 | 27% | 1,316 | 27% | 1,219 | 28% |
| >\$350K - \$2M | 3,021 | 52% | 2,229 | 53% | 2,372 | 55% | 2,350 | 55% | 2,639 | 55% | 2,342 | 54% |
| >\$2M | 325 | 6% | 259 | 6% | 298 | 7% | 367 | 9% | 428 | 9% | 381 | 9% |

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