

| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | | | | |
|----------------------------------------|------|---------------|------|---------------|---------------|---------------|------|---------------|------|---------------|---------------|---------------|----|---------------|-----|
| All 7(A) | \$ | 5,529,401,100 | \$ | 6,918,620,900 | \$ | 7,356,793,900 | \$ | 8,232,813,200 | \$ | 9,593,472,800 | \$ | 8,151,949,500 | | | |
| Ethnicity | | | | | | | | | | | | | | | |
| All Minority | \$ | 1,588,748,500 | 29% | \$ | 1,966,023,000 | 28% | \$ | 2,173,856,400 | 30% | \$ | 3,047,304,200 | 32% | \$ | 2,700,515,300 | 33% |
| AMERICAN INDIAN | \$ | 22,501,000 | 0% | \$ | 40,644,700 | 1% | \$ | 25,081,900 | 0% | \$ | 51,160,500 | 1% | \$ | 71,070,400 | 1% |
| ASIAN OR PACIFI | \$ | 1,189,704,100 | 22% | \$ | 1,408,244,800 | 20% | \$ | 1,595,177,100 | 22% | \$ | 1,903,972,400 | 23% | \$ | 2,141,297,600 | 22% |
| BLACK | \$ | 112,645,500 | 2% | \$ | 126,267,800 | 2% | \$ | 152,075,800 | 2% | \$ | 189,417,200 | 2% | \$ | 270,706,700 | 3% |
| HISPANIC | \$ | 263,897,900 | 5% | \$ | 390,865,700 | 6% | \$ | 401,521,600 | 5% | \$ | 481,358,300 | 6% | \$ | 564,229,500 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 857,628,500 | 16% | \$ | 964,246,200 | 14% | \$ | 1,000,732,700 | 14% | \$ | 1,202,425,000 | 15% | \$ | 1,587,747,300 | 17% |
| WHITE | \$ | 3,083,024,100 | 56% | \$ | 3,988,351,700 | 58% | \$ | 4,182,204,800 | 57% | \$ | 4,404,479,800 | 53% | \$ | 4,958,421,300 | 52% |
| Gender | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 897,586,500 | 16% | \$ | 1,090,691,400 | 16% | \$ | 1,174,965,700 | 16% | \$ | 1,253,204,300 | 15% | \$ | 1,417,807,000 | 15% |
| Female Owned more than 50% | \$ | 676,801,300 | 12% | \$ | 889,540,200 | 13% | \$ | 1,055,861,700 | 14% | \$ | 1,200,577,900 | 15% | \$ | 1,330,412,400 | 14% |
| Male Owned | \$ | 3,955,013,300 | 72% | \$ | 4,938,389,300 | 71% | \$ | 5,125,966,500 | 70% | \$ | 5,779,031,000 | 70% | \$ | 6,845,253,400 | 71% |
| Business Age | | | | | | | | | | | | | | | |
| Existing or more than 2 years old | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 3,831,787,500 | 47% |
| New Business or 2 years or less | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 988,463,600 | 12% |
| Startup, Loan Funds will Open Business | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 1,397,660,800 | 17% |
| Change of Ownership | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 1,894,481,800 | 23% |
| Veteran | \$ | 191,970,700 | 3% | \$ | 325,535,100 | 5% | \$ | 377,277,600 | 5% | \$ | 312,343,900 | 4% | \$ | 374,565,400 | 4% |
| Rural | \$ | 948,974,200 | 17% | \$ | 1,218,790,700 | 18% | \$ | 1,295,036,600 | 18% | \$ | 1,415,068,500 | 17% | \$ | 1,561,225,800 | 16% |
| Urban | \$ | 4,580,426,900 | 83% | \$ | 5,699,830,200 | 82% | \$ | 6,061,757,300 | 82% | \$ | 6,817,744,700 | 83% | \$ | 8,032,247,000 | 84% |
| Export | \$ | 377,319,600 | 7% | \$ | 439,464,000 | 6% | \$ | 440,177,000 | 6% | \$ | 1,071,955,600 | 13% | \$ | 392,688,100 | 4% |
| CAPLine | \$ | 126,477,200 | 2% | \$ | 160,608,500 | 2% | \$ | 102,900,000 | 1% | \$ | 80,888,800 | 1% | \$ | 116,039,500 | 1% |
| PLP | \$ | 3,273,376,000 | 59% | \$ | 4,254,987,100 | 62% | \$ | 4,702,608,200 | 64% | \$ | 5,607,954,800 | 68% | \$ | 7,255,757,900 | 76% |
| Express | \$ | 526,944,300 | 10% | \$ | 671,064,600 | 10% | \$ | 688,719,200 | 9% | \$ | 645,285,100 | 8% | \$ | 718,592,600 | 7% |
| \$150K and Under | \$ | 523,881,400 | 9% | \$ | 703,011,300 | 10% | \$ | 715,794,300 | 10% | \$ | 682,182,700 | 8% | \$ | 760,237,300 | 8% |
| >\$150K - \$350K | \$ | 651,733,000 | 12% | \$ | 791,305,000 | 11% | \$ | 844,378,300 | 11% | \$ | 892,009,900 | 11% | \$ | 984,791,200 | 10% |
| >\$350K - \$2M | \$ | 2,777,739,900 | 50% | \$ | 3,285,277,700 | 47% | \$ | 3,578,750,300 | 49% | \$ | 3,756,275,400 | 46% | \$ | 4,260,194,500 | 44% |
| >\$2M | \$ | 1,576,046,800 | 29% | \$ | 2,139,026,900 | 31% | \$ | 2,217,871,000 | 30% | \$ | 2,902,345,200 | 35% | \$ | 3,588,249,800 | 37% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | |
|----------------------------------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| All 7(A) | 15,045 | | 19,154 | | 20,371 | | 19,472 | | 21,736 | | 17,406 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 3,635 | 24% | 4,576 | 24% | 5,345 | 26% | 5,078 | 26% | 5,711 | 26% | 4,762 | 27% |
| AMERICAN INDIAN | 118 | 1% | 139 | 1% | 122 | 1% | 144 | 1% | 161 | 1% | 124 | 1% |
| ASIAN OR PACIFI | 1,995 | 13% | 2,433 | 13% | 2,722 | 13% | 2,632 | 14% | 2,882 | 13% | 2,329 | 13% |
| BLACK | 439 | 3% | 565 | 3% | 752 | 4% | 735 | 4% | 928 | 4% | 802 | 5% |
| HISPANIC | 1,083 | 7% | 1,439 | 8% | 1,749 | 9% | 1,567 | 8% | 1,740 | 8% | 1,507 | 9% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 1,801 | 12% | 2,726 | 14% | 2,480 | 12% | 2,507 | 13% | 3,140 | 14% | 2,884 | 17% |
| WHITE | 9,609 | 64% | 11,852 | 62% | 12,546 | 62% | 11,887 | 61% | 12,885 | 59% | 9,760 | 56% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 2,355 | 16% | 2,803 | 15% | 2,861 | 14% | 2,686 | 14% | 2,883 | 13% | 2,363 | 14% |
| Female Owned more than 50% | 2,455 | 16% | 3,352 | 18% | 3,750 | 18% | 3,564 | 18% | 3,846 | 18% | 3,009 | 17% |
| Male Owned | 10,235 | 68% | 12,999 | 68% | 13,760 | 68% | 13,222 | 68% | 15,007 | 69% | 12,034 | 69% |
| Business Age | | | | | | | | | | | | |
| Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 9,089 | 52% |
| New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 3,170 | 18% |
| Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 2,987 | 17% |
| Change of Ownership | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 2,122 | 12% |
| Veteran | 711 | 5% | 876 | 5% | 1,032 | 5% | 1,027 | 5% | 1,076 | 5% | 835 | 5% |
| Rural | 2,717 | 18% | 3,325 | 17% | 3,411 | 17% | 3,363 | 17% | 3,635 | 17% | 2,823 | 16% |
| Urban | 12,328 | 82% | 15,829 | 83% | 16,960 | 83% | 16,109 | 83% | 18,101 | 83% | 14,583 | 84% |
| Export | 477 | 3% | 518 | 3% | 561 | 3% | 1,304 | 7% | 306 | 1% | 296 | 2% |
| CAPLine | 171 | 1% | 211 | 1% | 153 | 1% | 125 | 1% | 114 | 1% | 107 | 1% |
| PLP | 3,851 | 26% | 4,685 | 24% | 5,366 | 26% | 6,806 | 35% | 9,775 | 45% | 8,627 | 50% |
| Express | 7,374 | 49% | 9,850 | 51% | 10,554 | 52% | 8,964 | 46% | 9,939 | 46% | 7,131 | 41% |
| \$150K and Under | 8,751 | 58% | 11,540 | 60% | 12,314 | 60% | 10,750 | 55% | 11,935 | 55% | 8,665 | 50% |
| >\$150K - \$350K | 2,527 | 17% | 3,060 | 16% | 3,200 | 16% | 3,380 | 17% | 3,757 | 17% | 3,520 | 20% |
| >\$350K - \$2M | 3,252 | 22% | 3,859 | 20% | 4,128 | 20% | 4,419 | 23% | 4,922 | 23% | 4,268 | 25% |
| >\$2M | 515 | 3% | 695 | 4% | 729 | 4% | 923 | 5% | 1,122 | 5% | 953 | 5% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | | | | | | | |
|----------------------------------------|------|---------------|------|---------------|---------------|---------------|------|---------------|------|---------------|---------------|---------------|----|---------------|-----|----|---------------|-----|
| All 504 | \$ | 1,411,853,000 | \$ | 1,395,337,000 | \$ | 1,579,937,000 | \$ | 1,727,625,000 | \$ | 1,593,560,000 | \$ | 1,543,013,000 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 366,154,000 | 26% | \$ | 381,738,000 | 27% | \$ | 493,266,000 | 31% | \$ | 556,287,000 | 32% | \$ | 448,121,000 | 28% | \$ | 440,867,000 | 29% |
| AMERICAN INDIAN | \$ | 1,748,000 | 0% | \$ | 2,516,000 | 0% | \$ | 4,185,000 | 0% | \$ | 129,000 | 0% | \$ | 1,339,000 | 0% | \$ | 208,000 | 0% |
| ASIAN OR PACIFI | \$ | 242,272,000 | 17% | \$ | 215,644,000 | 15% | \$ | 330,783,000 | 21% | \$ | 396,472,000 | 23% | \$ | 333,907,000 | 21% | \$ | 296,568,000 | 19% |
| BLACK | \$ | 53,630,000 | 4% | \$ | 59,163,000 | 4% | \$ | 57,411,000 | 4% | \$ | 50,100,000 | 3% | \$ | 20,303,000 | 1% | \$ | 22,430,000 | 1% |
| HISPANIC | \$ | 68,504,000 | 5% | \$ | 104,415,000 | 7% | \$ | 100,887,000 | 6% | \$ | 109,586,000 | 6% | \$ | 92,572,000 | 6% | \$ | 121,661,000 | 8% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 129,365,000 | 9% | \$ | 123,595,000 | 9% | \$ | 127,780,000 | 8% | \$ | 181,192,000 | 10% | \$ | 249,269,000 | 16% | \$ | 249,017,000 | 16% |
| WHITE | \$ | 916,334,000 | 65% | \$ | 890,004,000 | 64% | \$ | 958,891,000 | 61% | \$ | 990,146,000 | 57% | \$ | 896,170,000 | 56% | \$ | 853,129,000 | 55% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 12,175,000 | 1% | \$ | 10,815,000 | 1% | \$ | 19,996,000 | 1% | \$ | 123,204,000 | 7% | \$ | 325,047,000 | 20% | \$ | 300,596,000 | 19% |
| Female Owned more than 50% | \$ | 142,312,000 | 10% | \$ | 160,315,000 | 11% | \$ | 193,379,000 | 12% | \$ | 195,192,000 | 11% | \$ | 146,582,000 | 9% | \$ | 174,289,000 | 11% |
| Male Owned | \$ | 1,257,366,000 | 89% | \$ | 1,224,207,000 | 88% | \$ | 1,366,562,000 | 86% | \$ | 1,409,229,000 | 82% | \$ | 1,121,931,000 | 70% | \$ | 1,068,128,000 | 69% |
| Business Age | | | | | | | | | | | | | | | | | | |
| Existing or more than 2 years old | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 1,128,643,000 | 73% |
| New Business or 2 years or less | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 150,960,000 | 10% |
| Startup, Loan Funds will Open Business | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 254,931,000 | 17% |
| Change of Ownership | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 8,479,000 | 1% |
| Veteran | \$ | 57,059,000 | 4% | \$ | 50,853,000 | 4% | \$ | 49,138,000 | 3% | \$ | 36,010,000 | 2% | \$ | 29,009,000 | 2% | \$ | 19,471,000 | 1% |
| Rural | \$ | 183,349,000 | 13% | \$ | 186,302,000 | 13% | \$ | 204,278,000 | 13% | \$ | 194,988,000 | 11% | \$ | 215,832,000 | 14% | \$ | 198,153,000 | 13% |
| Urban | \$ | 1,228,504,000 | 87% | \$ | 1,209,035,000 | 87% | \$ | 1,375,659,000 | 87% | \$ | 1,532,637,000 | 89% | \$ | 1,377,728,000 | 86% | \$ | 1,344,860,000 | 87% |
| Export | \$ | 76,069,000 | 5% | \$ | 70,535,000 | 5% | \$ | 58,762,000 | 4% | \$ | 31,115,000 | 2% | \$ | 16,803,000 | 1% | \$ | 15,836,000 | 1% |
| >\$150K and Under | \$ | 25,094,000 | 2% | \$ | 20,629,000 | 1% | \$ | 19,544,000 | 1% | \$ | 22,730,000 | 1% | \$ | 17,587,000 | 1% | \$ | 16,617,000 | 1% |
| >\$150K - \$350K | \$ | 141,422,000 | 10% | \$ | 141,316,000 | 10% | \$ | 130,881,000 | 8% | \$ | 144,814,000 | 8% | \$ | 138,375,000 | 9% | \$ | 119,468,000 | 8% |
| >\$350K - \$2M | \$ | 841,279,000 | 60% | \$ | 874,713,000 | 63% | \$ | 861,787,000 | 55% | \$ | 968,263,000 | 56% | \$ | 897,439,000 | 56% | \$ | 877,410,000 | 57% |
| >\$2M | \$ | 404,058,000 | 29% | \$ | 358,679,000 | 26% | \$ | 567,725,000 | 36% | \$ | 591,818,000 | 34% | \$ | 540,159,000 | 34% | \$ | 529,518,000 | 34% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | |
|----------------------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| All 504 | 1,986 | | 1,949 | | 1,923 | | 2,138 | | 1,961 | | 1,843 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 426 | 21% | 450 | 23% | 457 | 24% | 515 | 24% | 463 | 24% | 451 | 24% |
| AMERICAN INDIAN | 3 | 0% | 6 | 0% | 5 | 0% | 1 | 0% | 4 | 0% | 1 | 0% |
| ASIAN OR PACIFI | 219 | 11% | 215 | 11% | 229 | 12% | 300 | 14% | 266 | 14% | 234 | 13% |
| BLACK | 70 | 4% | 76 | 4% | 74 | 4% | 59 | 3% | 40 | 2% | 36 | 2% |
| HISPANIC | 134 | 7% | 153 | 8% | 149 | 8% | 155 | 7% | 153 | 8% | 180 | 10% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 147 | 7% | 143 | 7% | 153 | 8% | 173 | 8% | 269 | 14% | 229 | 12% |
| WHITE | 1,413 | 71% | 1,356 | 70% | 1,313 | 68% | 1,450 | 68% | 1,229 | 63% | 1,163 | 63% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 16 | 1% | 16 | 1% | 16 | 1% | 173 | 8% | 470 | 24% | 451 | 24% |
| Female Owned more than 50% | 287 | 14% | 278 | 14% | 303 | 16% | 316 | 15% | 230 | 12% | 224 | 12% |
| Male Owned | 1,683 | 85% | 1,655 | 85% | 1,604 | 83% | 1,649 | 77% | 1,261 | 64% | 1,168 | 63% |
| Business Age | | | | | | | | | | | | |
| Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 1,447 | 79% |
| New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 148 | 8% |
| Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 242 | 13% |
| Change of Ownership | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 6 | 0% |
| Veteran | 96 | 5% | 82 | 4% | 89 | 5% | 70 | 3% | 53 | 3% | 34 | 2% |
| Rural | 291 | 15% | 309 | 16% | 314 | 16% | 340 | 16% | 346 | 18% | 331 | 18% |
| Urban | 1,695 | 85% | 1,640 | 84% | 1,609 | 84% | 1,798 | 84% | 1,615 | 82% | 1,512 | 82% |
| Export | 79 | 4% | 81 | 4% | 57 | 3% | 27 | 1% | 16 | 1% | 14 | 1% |
| \$150K and Under | 227 | 11% | 182 | 9% | 181 | 9% | 202 | 9% | 155 | 8% | 142 | 8% |
| >\$150K - \$350K | 588 | 30% | 573 | 29% | 529 | 28% | 576 | 27% | 556 | 28% | 476 | 26% |
| >\$350K - \$2M | 1,047 | 53% | 1,077 | 55% | 1,034 | 54% | 1,174 | 55% | 1,084 | 55% | 1,055 | 57% |
| >\$2M | 124 | 6% | 117 | 6% | 179 | 9% | 186 | 9% | 166 | 8% | 170 | 9% |

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