

| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | | | | |
|--|------|---------------|------|---------------|---------------|---------------|------|---------------|------|----------------|---------------|---------------|----|---------------|-----|
| All 7(A) | \$ | 6,506,191,700 | \$ | 8,123,467,600 | \$ | 8,789,352,100 | \$ | 9,506,572,100 | \$ | 10,627,376,300 | \$ | 9,756,631,300 | | | |
| Ethnicity | | | | | | | | | | | | | | | |
| All Minority | \$ | 1,865,075,500 | 29% | \$ | 2,296,908,400 | 28% | \$ | 2,602,952,800 | 30% | \$ | 3,382,294,700 | 32% | \$ | 3,211,868,400 | 33% |
| AMERICAN INDIAN | \$ | 24,306,000 | 0% | \$ | 50,584,100 | 1% | \$ | 38,555,400 | 0% | \$ | 62,904,200 | 1% | \$ | 73,938,400 | 1% |
| ASIAN OR PACIFI | \$ | 1,389,003,200 | 21% | \$ | 1,640,271,100 | 20% | \$ | 1,915,767,700 | 22% | \$ | 2,188,231,500 | 23% | \$ | 2,375,106,900 | 22% |
| BLACK | \$ | 129,915,400 | 2% | \$ | 154,314,400 | 2% | \$ | 172,838,300 | 2% | \$ | 224,962,900 | 2% | \$ | 300,345,400 | 3% |
| HISPANIC | \$ | 321,850,900 | 5% | \$ | 451,738,800 | 6% | \$ | 475,791,400 | 5% | \$ | 546,904,500 | 6% | \$ | 632,904,000 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 978,989,200 | 15% | \$ | 1,110,766,400 | 14% | \$ | 1,198,540,500 | 14% | \$ | 1,397,856,600 | 15% | \$ | 1,745,062,200 | 16% |
| WHITE | \$ | 3,662,127,000 | 56% | \$ | 4,715,792,800 | 58% | \$ | 4,987,858,800 | 57% | \$ | 5,085,712,400 | 53% | \$ | 5,500,019,400 | 52% |
| Gender | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 1,067,697,600 | 16% | \$ | 1,273,984,300 | 16% | \$ | 1,432,800,600 | 16% | \$ | 1,458,064,900 | 15% | \$ | 1,578,506,600 | 15% |
| Female Owned more than 50% | \$ | 796,248,900 | 12% | \$ | 1,025,672,700 | 13% | \$ | 1,247,154,600 | 14% | \$ | 1,374,294,100 | 14% | \$ | 1,493,134,600 | 14% |
| Male Owned | \$ | 4,642,245,200 | 71% | \$ | 5,823,810,600 | 72% | \$ | 6,109,396,900 | 70% | \$ | 6,674,213,100 | 70% | \$ | 7,555,735,100 | 71% |
| Business Age | | | | | | | | | | | | | | | |
| Existing or more than 2 years old | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 4,573,993,200 | 47% |
| New Business or 2 years or less | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 1,143,694,500 | 12% |
| Startup, Loan Funds will Open Business | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 1,707,511,800 | 18% |
| Change of Ownership | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 2,280,694,700 | 23% |
| Veteran | \$ | 222,800,300 | 3% | \$ | 393,744,900 | 5% | \$ | 436,015,300 | 5% | \$ | 358,199,900 | 4% | \$ | 418,233,900 | 4% |
| Rural | \$ | 1,088,325,600 | 17% | \$ | 1,460,649,300 | 18% | \$ | 1,568,299,700 | 18% | \$ | 1,624,861,000 | 17% | \$ | 1,741,354,800 | 16% |
| Urban | \$ | 5,417,866,100 | 83% | \$ | 6,662,818,300 | 82% | \$ | 7,221,052,400 | 82% | \$ | 7,881,711,100 | 83% | \$ | 8,886,021,500 | 84% |
| Export | \$ | 457,269,500 | 7% | \$ | 488,316,500 | 6% | \$ | 518,596,100 | 6% | \$ | 1,181,961,600 | 12% | \$ | 427,600,100 | 4% |
| CAPLine | \$ | 149,444,800 | 2% | \$ | 190,633,500 | 2% | \$ | 127,084,700 | 1% | \$ | 95,434,400 | 1% | \$ | 128,651,500 | 1% |
| PLP | \$ | 3,825,986,500 | 59% | \$ | 5,000,209,800 | 62% | \$ | 5,598,225,700 | 64% | \$ | 6,560,767,600 | 69% | \$ | 7,945,009,800 | 75% |
| Express | \$ | 625,760,000 | 10% | \$ | 788,467,400 | 10% | \$ | 819,664,400 | 9% | \$ | 754,998,100 | 8% | \$ | 815,673,600 | 8% |
| \$150K and Under | \$ | 618,251,500 | 10% | \$ | 819,039,800 | 10% | \$ | 854,310,200 | 10% | \$ | 805,708,700 | 8% | \$ | 872,555,400 | 8% |
| >\$150K - \$350K | \$ | 771,355,500 | 12% | \$ | 936,881,400 | 12% | \$ | 1,021,305,000 | 12% | \$ | 1,047,408,800 | 11% | \$ | 1,107,108,100 | 10% |
| >\$350K - \$2M | \$ | 3,275,038,200 | 50% | \$ | 3,863,961,200 | 48% | \$ | 4,231,552,000 | 48% | \$ | 4,361,250,500 | 46% | \$ | 4,718,636,600 | 44% |
| >\$2M | \$ | 1,841,546,500 | 28% | \$ | 2,503,585,200 | 31% | \$ | 2,682,184,900 | 31% | \$ | 3,292,204,100 | 35% | \$ | 3,929,076,200 | 37% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | |
|--|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| All 7(A) | 17,756 | | 22,419 | | 24,224 | | 22,835 | | 24,651 | | 20,971 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 4,252 | 24% | 5,290 | 24% | 6,329 | 26% | 5,918 | 26% | 6,457 | 26% | 5,698 | 27% |
| AMERICAN INDIAN | 138 | 1% | 159 | 1% | 155 | 1% | 166 | 1% | 172 | 1% | 145 | 1% |
| ASIAN OR PACIFI | 2,343 | 13% | 2,804 | 13% | 3,218 | 13% | 3,041 | 13% | 3,206 | 13% | 2,799 | 13% |
| BLACK | 502 | 3% | 666 | 3% | 909 | 4% | 876 | 4% | 1,049 | 4% | 945 | 5% |
| HISPANIC | 1,269 | 7% | 1,661 | 7% | 2,047 | 8% | 1,835 | 8% | 2,030 | 8% | 1,809 | 9% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 2,112 | 12% | 3,141 | 14% | 2,946 | 12% | 2,915 | 13% | 3,521 | 14% | 3,630 | 17% |
| WHITE | 11,392 | 64% | 13,988 | 62% | 14,949 | 62% | 14,002 | 61% | 14,673 | 60% | 11,643 | 56% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 2,768 | 16% | 3,234 | 14% | 3,395 | 14% | 3,142 | 14% | 3,267 | 13% | 2,798 | 13% |
| Female Owned more than 50% | 2,883 | 16% | 3,910 | 17% | 4,454 | 18% | 4,220 | 18% | 4,371 | 18% | 3,569 | 17% |
| Male Owned | 12,105 | 68% | 15,275 | 68% | 16,375 | 68% | 15,473 | 68% | 17,013 | 69% | 14,604 | 70% |
| Business Age | | | | | | | | | | | | |
| Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 11,006 | 52% |
| New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 3,764 | 18% |
| Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 3,588 | 17% |
| Change of Ownership | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 2,567 | 12% |
| Veteran | 821 | 5% | 1,052 | 5% | 1,250 | 5% | 1,215 | 5% | 1,229 | 5% | 1,002 | 5% |
| Rural | 3,146 | 18% | 3,938 | 18% | 4,086 | 17% | 3,965 | 17% | 4,164 | 17% | 3,405 | 16% |
| Urban | 14,610 | 82% | 18,481 | 82% | 20,138 | 83% | 18,870 | 83% | 20,487 | 83% | 17,566 | 84% |
| Export | 585 | 3% | 584 | 3% | 667 | 3% | 1,457 | 6% | 343 | 1% | 349 | 2% |
| CAPLine | 204 | 1% | 242 | 1% | 179 | 1% | 150 | 1% | 128 | 1% | 131 | 1% |
| PLP | 4,431 | 25% | 5,510 | 25% | 6,385 | 26% | 8,247 | 36% | 10,831 | 44% | 10,382 | 50% |
| Express | 8,757 | 49% | 11,498 | 51% | 12,486 | 52% | 10,511 | 46% | 11,446 | 46% | 8,541 | 41% |
| \$150K and Under | 10,329 | 58% | 13,454 | 60% | 14,616 | 60% | 12,667 | 55% | 13,755 | 56% | 10,456 | 50% |
| >\$150K - \$350K | 2,996 | 17% | 3,628 | 16% | 3,860 | 16% | 3,973 | 17% | 4,220 | 17% | 4,259 | 20% |
| >\$350K - \$2M | 3,827 | 22% | 4,524 | 20% | 4,871 | 20% | 5,142 | 23% | 5,446 | 22% | 5,124 | 24% |
| >\$2M | 604 | 3% | 813 | 4% | 877 | 4% | 1,053 | 5% | 1,230 | 5% | 1,132 | 5% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | | | | | | | |
|--|------|---------------|------|---------------|---------------|---------------|------|---------------|------|---------------|---------------|---------------|----|---------------|-----|----|---------------|-----|
| All 504 | \$ | 1,620,991,000 | \$ | 1,613,135,000 | \$ | 1,854,097,000 | \$ | 2,001,705,000 | \$ | 1,807,499,000 | \$ | 1,893,796,000 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 431,160,000 | 27% | \$ | 450,867,000 | 28% | \$ | 575,095,000 | 31% | \$ | 612,382,000 | 31% | \$ | 535,568,000 | 30% | \$ | 514,760,000 | 27% |
| AMERICAN INDIAN | \$ | 1,748,000 | 0% | \$ | 6,588,000 | 0% | \$ | 5,199,000 | 0% | \$ | 643,000 | 0% | \$ | 1,484,000 | 0% | \$ | 208,000 | 0% |
| ASIAN OR PACIFI | \$ | 281,894,000 | 17% | \$ | 263,457,000 | 16% | \$ | 384,821,000 | 21% | \$ | 433,955,000 | 22% | \$ | 399,298,000 | 22% | \$ | 345,687,000 | 18% |
| BLACK | \$ | 62,212,000 | 4% | \$ | 67,511,000 | 4% | \$ | 66,314,000 | 4% | \$ | 51,379,000 | 3% | \$ | 25,697,000 | 1% | \$ | 30,084,000 | 2% |
| HISPANIC | \$ | 85,306,000 | 5% | \$ | 113,311,000 | 7% | \$ | 118,761,000 | 6% | \$ | 126,405,000 | 6% | \$ | 109,089,000 | 6% | \$ | 138,781,000 | 7% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 144,891,000 | 9% | \$ | 145,832,000 | 9% | \$ | 150,831,000 | 8% | \$ | 212,953,000 | 11% | \$ | 285,551,000 | 16% | \$ | 311,049,000 | 16% |
| WHITE | \$ | 1,044,940,000 | 64% | \$ | 1,016,436,000 | 63% | \$ | 1,128,171,000 | 61% | \$ | 1,176,370,000 | 59% | \$ | 986,380,000 | 55% | \$ | 1,067,987,000 | 56% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 12,175,000 | 1% | \$ | 12,613,000 | 1% | \$ | 26,235,000 | 1% | \$ | 147,359,000 | 7% | \$ | 367,006,000 | 20% | \$ | 371,343,000 | 20% |
| Female Owned more than 50% | \$ | 164,356,000 | 10% | \$ | 190,480,000 | 12% | \$ | 228,858,000 | 12% | \$ | 216,853,000 | 11% | \$ | 165,541,000 | 9% | \$ | 209,860,000 | 11% |
| Male Owned | \$ | 1,444,460,000 | 89% | \$ | 1,410,042,000 | 87% | \$ | 1,599,004,000 | 86% | \$ | 1,637,493,000 | 82% | \$ | 1,274,952,000 | 71% | \$ | 1,312,593,000 | 69% |
| Business Age | | | | | | | | | | | | | | | | | | |
| Existing or more than 2 years old | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 1,370,216,000 | 72% |
| New Business or 2 years or less | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 191,250,000 | 10% |
| Startup, Loan Funds will Open Business | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 323,478,000 | 17% |
| Change of Ownership | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 8,852,000 | 0% |
| Veteran | \$ | 62,399,000 | 4% | \$ | 57,682,000 | 4% | \$ | 60,293,000 | 3% | \$ | 41,040,000 | 2% | \$ | 30,598,000 | 2% | \$ | 25,019,000 | 1% |
| Rural | \$ | 212,652,000 | 13% | \$ | 208,450,000 | 13% | \$ | 231,756,000 | 12% | \$ | 249,432,000 | 12% | \$ | 251,532,000 | 14% | \$ | 264,804,000 | 14% |
| Urban | \$ | 1,408,339,000 | 87% | \$ | 1,404,685,000 | 87% | \$ | 1,622,341,000 | 88% | \$ | 1,752,273,000 | 88% | \$ | 1,555,967,000 | 86% | \$ | 1,628,992,000 | 86% |
| Export | \$ | 82,956,000 | 5% | \$ | 82,982,000 | 5% | \$ | 67,588,000 | 4% | \$ | 33,942,000 | 2% | \$ | 21,919,000 | 1% | \$ | 20,354,000 | 1% |
| \$150K and Under | \$ | 28,068,000 | 2% | \$ | 23,978,000 | 1% | \$ | 23,620,000 | 1% | \$ | 26,923,000 | 1% | \$ | 20,784,000 | 1% | \$ | 20,212,000 | 1% |
| >\$150K - \$350K | \$ | 163,274,000 | 10% | \$ | 160,182,000 | 10% | \$ | 155,932,000 | 8% | \$ | 171,942,000 | 9% | \$ | 157,990,000 | 9% | \$ | 154,308,000 | 8% |
| >\$350K - \$2M | \$ | 961,060,000 | 59% | \$ | 1,018,961,000 | 63% | \$ | 1,005,330,000 | 54% | \$ | 1,127,953,000 | 56% | \$ | 997,523,000 | 55% | \$ | 1,097,599,000 | 58% |
| >\$2M | \$ | 468,589,000 | 29% | \$ | 410,014,000 | 25% | \$ | 669,215,000 | 36% | \$ | 674,887,000 | 34% | \$ | 631,202,000 | 35% | \$ | 621,677,000 | 33% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | |
|--|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| All 504 | 2,272 | | 2,263 | | 2,274 | | 2,508 | | 2,225 | | 2,304 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 495 | 22% | 534 | 24% | 541 | 24% | 598 | 24% | 541 | 24% | 552 | 24% |
| AMERICAN INDIAN | 3 | 0% | 9 | 0% | 8 | 0% | 2 | 0% | 5 | 0% | 1 | 0% |
| ASIAN OR PACIFI | 250 | 11% | 257 | 11% | 271 | 12% | 344 | 14% | 315 | 14% | 288 | 13% |
| BLACK | 83 | 4% | 93 | 4% | 86 | 4% | 64 | 3% | 44 | 2% | 48 | 2% |
| HISPANIC | 159 | 7% | 175 | 8% | 176 | 8% | 188 | 7% | 177 | 8% | 215 | 9% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 167 | 7% | 168 | 7% | 176 | 8% | 208 | 8% | 308 | 14% | 299 | 13% |
| WHITE | 1,610 | 71% | 1,561 | 69% | 1,557 | 68% | 1,702 | 68% | 1,376 | 62% | 1,453 | 63% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 16 | 1% | 18 | 1% | 21 | 1% | 201 | 8% | 541 | 24% | 574 | 25% |
| Female Owned more than 50% | 334 | 15% | 327 | 14% | 374 | 16% | 365 | 15% | 265 | 12% | 283 | 12% |
| Male Owned | 1,922 | 85% | 1,918 | 85% | 1,879 | 83% | 1,942 | 77% | 1,419 | 64% | 1,447 | 63% |
| Business Age | | | | | | | | | | | | |
| Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 1,791 | 78% |
| New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 197 | 9% |
| Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 309 | 13% |
| Change of Ownership | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 7 | 0% |
| Veteran | 106 | 5% | 94 | 4% | 103 | 5% | 83 | 3% | 60 | 3% | 43 | 2% |
| Rural | 334 | 15% | 352 | 16% | 368 | 16% | 412 | 16% | 391 | 18% | 423 | 18% |
| Urban | 1,938 | 85% | 1,911 | 84% | 1,906 | 84% | 2,096 | 84% | 1,834 | 82% | 1,881 | 82% |
| Export | 84 | 4% | 93 | 4% | 67 | 3% | 30 | 1% | 20 | 1% | 18 | 1% |
| \$150K and Under | 253 | 11% | 211 | 9% | 218 | 10% | 237 | 9% | 183 | 8% | 176 | 8% |
| >\$150K - \$350K | 678 | 30% | 649 | 29% | 630 | 28% | 688 | 27% | 635 | 29% | 612 | 27% |
| >\$350K - \$2M | 1,194 | 53% | 1,268 | 56% | 1,218 | 54% | 1,372 | 55% | 1,212 | 54% | 1,317 | 57% |
| >\$2M | 147 | 6% | 135 | 6% | 208 | 9% | 211 | 8% | 195 | 9% | 199 | 9% |

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