

| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | | | | |
|--|------|----------------|------|----------------|----------------|----------------|------|----------------|------|----------------|----------------|----------------|----|----------------|-----|
| All 7(A) | \$ | 12,707,386,400 | \$ | 15,155,274,100 | \$ | 16,501,831,743 | \$ | 17,803,910,200 | \$ | 18,017,510,600 | \$ | 16,442,671,600 | | | |
| Ethnicity | | | | | | | | | | | | | | | |
| All Minority | \$ | 3,659,757,700 | 29% | \$ | 4,288,332,500 | 28% | \$ | 4,955,769,000 | 30% | \$ | 5,762,073,800 | 32% | \$ | 5,259,971,800 | 32% |
| AMERICAN INDIAN | \$ | 51,498,300 | 0% | \$ | 89,422,500 | 1% | \$ | 89,287,300 | 1% | \$ | 129,989,100 | 1% | \$ | 117,218,100 | 1% |
| ASIAN OR PACIFI | \$ | 2,700,687,600 | 21% | \$ | 3,043,127,800 | 20% | \$ | 3,612,453,300 | 22% | \$ | 4,069,773,200 | 23% | \$ | 3,599,042,900 | 22% |
| BLACK | \$ | 249,177,600 | 2% | \$ | 295,010,700 | 2% | \$ | 342,202,400 | 2% | \$ | 430,512,300 | 2% | \$ | 520,759,000 | 3% |
| HISPANIC | \$ | 658,394,200 | 5% | \$ | 860,771,500 | 6% | \$ | 911,826,000 | 6% | \$ | 982,540,500 | 6% | \$ | 1,041,552,500 | 6% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 3,578,000 | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 1,883,184,100 | 15% | \$ | 1,989,550,000 | 13% | \$ | 2,209,342,443 | 13% | \$ | 2,664,899,600 | 15% | \$ | 2,910,097,500 | 16% |
| WHITE | \$ | 7,164,444,600 | 56% | \$ | 8,877,391,600 | 59% | \$ | 9,336,720,300 | 57% | \$ | 9,595,368,900 | 54% | \$ | 9,345,339,300 | 52% |
| Gender | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | 64,000 | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 2,148,885,400 | 17% | \$ | 2,523,580,700 | 17% | \$ | 2,619,739,600 | 16% | \$ | 2,766,834,900 | 16% | \$ | 2,747,309,100 | 15% |
| Female Owned more than 50% | \$ | 1,628,460,800 | 13% | \$ | 1,975,446,200 | 13% | \$ | 2,381,626,043 | 14% | \$ | 2,534,248,000 | 14% | \$ | 2,456,121,200 | 14% |
| Male Owned | \$ | 8,930,040,200 | 70% | \$ | 10,656,247,200 | 70% | \$ | 11,500,402,100 | 70% | \$ | 12,502,827,300 | 70% | \$ | 12,814,080,300 | 71% |
| Business Age | | | | | | | | | | | | | | | |
| Existing or more than 2 years old | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 7,697,121,100 | 47% |
| New Business or 2 years or less | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 1,958,093,300 | 12% |
| Startup, Loan Funds will Open Business | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 2,816,980,300 | 17% |
| Change of Ownership | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 3,894,682,100 | 24% |
| Veteran | \$ | 400,627,900 | 3% | \$ | 773,995,200 | 5% | \$ | 760,512,500 | 5% | \$ | 712,577,400 | 4% | \$ | 680,233,800 | 4% |
| Rural | \$ | 2,166,618,100 | 17% | \$ | 2,668,519,700 | 18% | \$ | 2,928,520,200 | 18% | \$ | 2,959,952,800 | 17% | \$ | 2,911,492,200 | 16% |
| Urban | \$ | 10,540,768,300 | 83% | \$ | 12,486,754,400 | 82% | \$ | 13,573,311,543 | 82% | \$ | 14,843,957,400 | 83% | \$ | 15,106,018,400 | 84% |
| Export | \$ | 821,900,500 | 6% | \$ | 888,987,900 | 6% | \$ | 955,871,500 | 6% | \$ | 1,493,332,300 | 8% | \$ | 746,037,000 | 4% |
| CAPLine | \$ | 286,518,500 | 2% | \$ | 308,732,200 | 2% | \$ | 225,740,600 | 1% | \$ | 195,309,000 | 1% | \$ | 236,494,700 | 1% |
| PLP | \$ | 7,535,534,600 | 59% | \$ | 9,364,407,900 | 62% | \$ | 10,473,225,843 | 63% | \$ | 12,583,229,400 | 71% | \$ | 13,332,457,800 | 74% |
| Express | \$ | 1,299,720,200 | 10% | \$ | 1,525,057,100 | 10% | \$ | 1,544,452,800 | 9% | \$ | 1,477,026,200 | 8% | \$ | 1,440,167,500 | 8% |
| \$150K and Under | \$ | 1,260,799,600 | 10% | \$ | 1,555,855,600 | 10% | \$ | 1,607,932,043 | 10% | \$ | 1,593,475,100 | 9% | \$ | 1,545,104,600 | 9% |
| >\$150K - \$350K | \$ | 1,501,978,200 | 12% | \$ | 1,760,873,200 | 12% | \$ | 1,912,199,100 | 12% | \$ | 1,941,729,400 | 11% | \$ | 1,971,549,100 | 11% |
| >\$350K - \$2M | \$ | 6,290,293,400 | 50% | \$ | 7,236,941,400 | 48% | \$ | 7,754,790,200 | 47% | \$ | 8,158,825,800 | 46% | \$ | 7,923,261,200 | 44% |
| >\$2M | \$ | 3,654,315,200 | 29% | \$ | 4,601,603,900 | 30% | \$ | 5,226,910,400 | 32% | \$ | 6,109,879,900 | 34% | \$ | 6,577,595,700 | 37% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | |
|--|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| All 7(A) | 35,382 | | 42,442 | | 45,376 | | 43,539 | | 43,140 | | 37,266 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 8,339 | 24% | 10,188 | 24% | 11,762 | 26% | 11,212 | 26% | 11,321 | 26% | 10,054 | 27% |
| AMERICAN INDIAN | 241 | 1% | 308 | 1% | 304 | 1% | 307 | 1% | 300 | 1% | 272 | 1% |
| ASIAN OR PACIFI | 4,487 | 13% | 5,318 | 13% | 5,914 | 13% | 5,646 | 13% | 5,550 | 13% | 4,821 | 13% |
| BLACK | 1,043 | 3% | 1,352 | 3% | 1,662 | 4% | 1,733 | 4% | 1,881 | 4% | 1,669 | 4% |
| HISPANIC | 2,568 | 7% | 3,210 | 8% | 3,882 | 9% | 3,524 | 8% | 3,590 | 8% | 3,292 | 9% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | 2 | 0% | - | 0% | - | 0% |
| UNDETERMINED | 4,414 | 12% | 5,441 | 13% | 5,402 | 12% | 5,631 | 13% | 6,011 | 14% | 6,457 | 17% |
| WHITE | 22,629 | 64% | 26,813 | 63% | 28,212 | 62% | 26,696 | 61% | 25,808 | 60% | 20,755 | 56% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | 1 | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 5,524 | 16% | 6,208 | 15% | 6,277 | 14% | 5,987 | 14% | 5,772 | 13% | 4,905 | 13% |
| Female Owned more than 50% | 5,842 | 17% | 7,451 | 18% | 8,410 | 19% | 7,896 | 18% | 7,614 | 18% | 6,527 | 18% |
| Male Owned | 24,016 | 68% | 28,783 | 68% | 30,688 | 68% | 29,656 | 68% | 29,754 | 69% | 25,834 | 69% |
| Business Age | | | | | | | | | | | | |
| Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 19,923 | 53% |
| New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 6,826 | 18% |
| Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 6,072 | 16% |
| Change of Ownership | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 4,378 | 12% |
| Veteran | 1,489 | 4% | 2,041 | 5% | 2,267 | 5% | 2,335 | 5% | 2,154 | 5% | 1,831 | 5% |
| Rural | 6,422 | 18% | 7,552 | 18% | 7,835 | 17% | 7,400 | 17% | 7,268 | 17% | 6,001 | 16% |
| Urban | 28,960 | 82% | 34,890 | 82% | 37,541 | 83% | 36,139 | 83% | 35,872 | 83% | 31,265 | 84% |
| Export | 1,084 | 3% | 1,091 | 3% | 1,146 | 3% | 1,788 | 4% | 635 | 1% | 597 | 2% |
| CAPLine | 396 | 1% | 424 | 1% | 324 | 1% | 280 | 1% | 255 | 1% | 225 | 1% |
| PLP | 8,263 | 23% | 10,425 | 25% | 11,733 | 26% | 16,887 | 39% | 18,644 | 43% | 17,261 | 46% |
| Express | 18,203 | 51% | 22,165 | 52% | 23,662 | 52% | 20,533 | 47% | 20,235 | 47% | 16,188 | 43% |
| \$150K and Under | 21,042 | 59% | 25,672 | 60% | 27,481 | 61% | 24,754 | 57% | 24,360 | 56% | 19,400 | 52% |
| >\$150K - \$350K | 5,818 | 16% | 6,803 | 16% | 7,234 | 16% | 7,362 | 17% | 7,515 | 17% | 7,543 | 20% |
| >\$350K - \$2M | 7,324 | 21% | 8,461 | 20% | 8,973 | 20% | 9,485 | 22% | 9,188 | 21% | 8,447 | 23% |
| >\$2M | 1,198 | 3% | 1,506 | 4% | 1,688 | 4% | 1,938 | 4% | 2,077 | 5% | 1,876 | 5% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | | | | | | | |
|--|------|---------------|------|---------------|---------------|---------------|------|---------------|------|---------------|---------------|---------------|----|---------------|-----|----|---------------|-----|
| All 504 | \$ | 2,819,709,000 | \$ | 2,981,337,000 | \$ | 3,209,849,000 | \$ | 3,732,660,000 | \$ | 3,308,650,000 | \$ | 3,478,199,000 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 764,739,000 | 27% | \$ | 831,057,000 | 28% | \$ | 947,199,000 | 30% | \$ | 1,084,018,000 | 29% | \$ | 960,209,000 | 29% | \$ | 935,387,000 | 27% |
| AMERICAN INDIAN | \$ | 6,401,000 | 0% | \$ | 7,814,000 | 0% | \$ | 9,510,000 | 0% | \$ | 1,772,000 | 0% | \$ | 3,315,000 | 0% | \$ | 1,706,000 | 0% |
| ASIAN OR PACIFI | \$ | 493,445,000 | 17% | \$ | 519,245,000 | 17% | \$ | 615,810,000 | 19% | \$ | 806,798,000 | 22% | \$ | 706,877,000 | 21% | \$ | 627,699,000 | 18% |
| BLACK | \$ | 105,470,000 | 4% | \$ | 106,289,000 | 4% | \$ | 115,673,000 | 4% | \$ | 78,537,000 | 2% | \$ | 45,896,000 | 1% | \$ | 49,651,000 | 1% |
| HISPANIC | \$ | 159,423,000 | 6% | \$ | 197,709,000 | 7% | \$ | 206,206,000 | 6% | \$ | 196,911,000 | 5% | \$ | 204,121,000 | 6% | \$ | 256,331,000 | 7% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 230,096,000 | 8% | \$ | 265,122,000 | 9% | \$ | 281,368,000 | 9% | \$ | 429,677,000 | 12% | \$ | 535,483,000 | 16% | \$ | 573,223,000 | 16% |
| WHITE | \$ | 1,824,874,000 | 65% | \$ | 1,885,158,000 | 63% | \$ | 1,981,282,000 | 62% | \$ | 2,218,965,000 | 59% | \$ | 1,812,958,000 | 55% | \$ | 1,969,589,000 | 57% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 15,016,000 | 1% | \$ | 26,652,000 | 1% | \$ | 47,306,000 | 1% | \$ | 336,856,000 | 9% | \$ | 717,734,000 | 22% | \$ | 737,252,000 | 21% |
| Female Owned more than 50% | \$ | 333,664,000 | 12% | \$ | 367,704,000 | 12% | \$ | 383,169,000 | 12% | \$ | 386,905,000 | 10% | \$ | 309,002,000 | 9% | \$ | 376,737,000 | 11% |
| Male Owned | \$ | 2,471,029,000 | 88% | \$ | 2,586,981,000 | 87% | \$ | 2,779,374,000 | 87% | \$ | 3,008,899,000 | 81% | \$ | 2,281,914,000 | 69% | \$ | 2,364,210,000 | 68% |
| Business Age | | | | | | | | | | | | | | | | | | |
| Existing or more than 2 years old | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 2,536,227,000 | 73% |
| New Business or 2 years or less | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 357,388,000 | 10% |
| Startup, Loan Funds will Open Business | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 565,159,000 | 16% |
| Change of Ownership | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | 19,425,000 | 1% |
| Veteran | \$ | 104,772,000 | 4% | \$ | 85,281,000 | 3% | \$ | 96,764,000 | 3% | \$ | 95,518,000 | 3% | \$ | 60,405,000 | 2% | \$ | 48,161,000 | 1% |
| Rural | \$ | 379,554,000 | 13% | \$ | 364,779,000 | 12% | \$ | 366,702,000 | 11% | \$ | 452,008,000 | 12% | \$ | 434,169,000 | 13% | \$ | 440,568,000 | 13% |
| Urban | \$ | 2,440,155,000 | 87% | \$ | 2,616,558,000 | 88% | \$ | 2,843,147,000 | 89% | \$ | 3,280,652,000 | 88% | \$ | 2,874,481,000 | 87% | \$ | 3,037,631,000 | 87% |
| Export | \$ | 132,997,000 | 5% | \$ | 158,833,000 | 5% | \$ | 145,674,000 | 5% | \$ | 56,313,000 | 2% | \$ | 52,406,000 | 2% | \$ | 46,229,000 | 1% |
| >\$150K and Under | \$ | 47,938,000 | 2% | \$ | 43,239,000 | 1% | \$ | 41,725,000 | 1% | \$ | 47,358,000 | 1% | \$ | 39,399,000 | 1% | \$ | 37,569,000 | 1% |
| >\$150K - \$350K | \$ | 293,336,000 | 10% | \$ | 295,760,000 | 10% | \$ | 269,249,000 | 8% | \$ | 304,923,000 | 8% | \$ | 285,211,000 | 9% | \$ | 288,730,000 | 8% |
| >\$350K - \$2M | \$ | 1,703,432,000 | 60% | \$ | 1,802,271,000 | 60% | \$ | 1,787,346,000 | 56% | \$ | 2,081,378,000 | 56% | \$ | 1,826,823,000 | 55% | \$ | 2,053,603,000 | 59% |
| >\$2M | \$ | 775,003,000 | 27% | \$ | 840,067,000 | 28% | \$ | 1,111,529,000 | 35% | \$ | 1,299,001,000 | 35% | \$ | 1,157,217,000 | 35% | \$ | 1,098,297,000 | 32% |

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| | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 2019 | |
|--|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| All 504 | 4,013 | | 4,108 | | 4,004 | | 4,579 | | 4,088 | | 4,304 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 909 | 23% | 959 | 23% | 955 | 24% | 1,066 | 23% | 962 | 24% | 1,014 | 24% |
| AMERICAN INDIAN | 10 | 0% | 12 | 0% | 12 | 0% | 5 | 0% | 11 | 0% | 7 | 0% |
| ASIAN OR PACIFI | 448 | 11% | 488 | 12% | 478 | 12% | 631 | 14% | 542 | 13% | 533 | 12% |
| BLACK | 158 | 4% | 151 | 4% | 151 | 4% | 107 | 2% | 82 | 2% | 84 | 2% |
| HISPANIC | 293 | 7% | 308 | 7% | 314 | 8% | 323 | 7% | 327 | 8% | 390 | 9% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 288 | 7% | 316 | 8% | 321 | 8% | 411 | 9% | 542 | 13% | 568 | 13% |
| WHITE | 2,816 | 70% | 2,833 | 69% | 2,728 | 68% | 3,102 | 68% | 2,584 | 63% | 2,722 | 63% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 22 | 1% | 37 | 1% | 48 | 1% | 455 | 10% | 1,032 | 25% | 1,103 | 26% |
| Female Owned more than 50% | 615 | 15% | 626 | 15% | 633 | 16% | 660 | 14% | 492 | 12% | 546 | 13% |
| Male Owned | 3,376 | 84% | 3,445 | 84% | 3,323 | 83% | 3,464 | 76% | 2,564 | 63% | 2,655 | 62% |
| Business Age | | | | | | | | | | | | |
| Existing or more than 2 years old | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 3,322 | 77% |
| New Business or 2 years or less | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 375 | 9% |
| Startup, Loan Funds will Open Business | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 585 | 14% |
| Change of Ownership | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | 22 | 1% |
| Veteran | 174 | 4% | 154 | 4% | 159 | 4% | 153 | 3% | 115 | 3% | 78 | 2% |
| Rural | 598 | 15% | 607 | 15% | 621 | 16% | 739 | 16% | 691 | 17% | 743 | 17% |
| Urban | 3,415 | 85% | 3,501 | 85% | 3,383 | 84% | 3,840 | 84% | 3,397 | 83% | 3,561 | 83% |
| Export | 133 | 3% | 161 | 4% | 127 | 3% | 43 | 1% | 46 | 1% | 41 | 1% |
| \$150K and Under | 430 | 11% | 390 | 9% | 386 | 10% | 417 | 9% | 345 | 8% | 328 | 8% |
| >\$150K - \$350K | 1,209 | 30% | 1,197 | 29% | 1,087 | 27% | 1,237 | 27% | 1,151 | 28% | 1,148 | 27% |
| >\$350K - \$2M | 2,127 | 53% | 2,246 | 55% | 2,183 | 55% | 2,513 | 55% | 2,226 | 54% | 2,472 | 57% |
| >\$2M | 247 | 6% | 275 | 7% | 348 | 9% | 412 | 9% | 366 | 9% | 356 | 8% |

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