|  | 2015 |  |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | \$ | 2,798,206,500 | \$ | 2,802,716,100 | \$ | 3,061,077,800 | \$ | 3,420,322,800 | \$ | 2,931,714,900 | \$ | 3,385,456,800 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 825,336,200 | 29\% \$ | 840,310,400 | 30\% \$ | 979,393,200 | 32\% \$ | 1,058,484,200 | 31\% \$ | 1,039,422,600 | 35\% \$ | 1,124,074,000 | 33\% |
| AMERICAN INDIAN | \$ | 22,102,200 | 1\%'\$ | 6,616,500 | 0\%'\$ | 11,481,900 | 0\%'\$ | 18,670,900 | 1\%"\$ | 29,928,900 | 1\%"\$ | 15,264,700 | 0\% |
| ASIAN OR PACIFI | \$ | 576,144,400 | 21\%"\$ | 635,559,300 | 23\%"\$ | 718,544,900 | 23\%"\$ | 758,329,800 | 22\%"\$ | 731,842,000 | 25\%"\$ | 807,729,200 | 24\% |
| BLACK | \$ | 54,213,500 | 2\%"\$ | 50,370,000 | 2\%"\$ | 75,727,800 | 2\%"\$ | 90,955,800 | 3\%"\$ | 95,563,200 | 3\%" | 95,930,900 | 3\% |
| HISPANIC | \$ | 172,876,100 | 6\%"\$ | 147,764,600 | 5\%"\$ | 173,638,600 | 6\%"\$ | 190,527,700 | 6\%"\$ | 182,088,500 | 6\%"\$ | 205,149,200 | 6\% |
| MULTI-GROUP | \$ | - | 0\%'\$ | - | 0\%'\$ | - | 0\%'\$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\% |
| UNDETERMINED | \$ | 402,574,900 | 14\%"\$ | 386,090,000 | 14\%"\$ | 454,147,500 | 15\%"\$ | 519,637,300 | 15\%"\$ | 490,626,600 | 17\%"\$ | 668,290,700 | 20\% |
| WHITE | \$ | 1,570,295,400 | 56\%'\$ | 1,576,315,700 | 56\%"\$ | 1,627,537,100 | 53\%"\$ | 1,842,201,300 | 54\%'\$ | 1,401,665,700 | 48\%"\$ | 1,593,092,100 | 47\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | \$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\% ${ }^{\text {\% }}$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\% |
| Female Owned $50 \%$ or less | \$ | 451,379,200 | 16\%"\$ | 436,143,800 | 16\%"\$ | 426,218,900 | 14\%"\$ | 512,590,400 | 15\%'\$ | 455,023,400 | 16\%"\$ | 482,500,100 | 14\% |
| Female Owned more than $50 \%$ | \$ | 324,572,300 | 12\%"\$ | 405,230,300 | 14\%"\$ | 454,175,900 | 15\%"\$ | 485,914,100 | 14\%"\$ | 409,712,600 | 14\%"\$ | 499,850,900 | 15\% |
| Male Owned | \$ | 2,022,255,000 | 72\%"\$ | 1,961,342,000 | 70\%"\$ | 2,180,683,000 | 71\%'\$ | 2,421,818,300 | 71\%'\$ | 2,066,978,900 | 71\%"\$ | 2,403,105,800 | 71\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\%"\$ |  | 0\%"\$ | - | 0\%"\$ |  | 0\%"\$ | 1,396,757,700 | 48\%"\$ | 1,548,623,000 | 46\% |
| New Business or 2 years or less | \$ | - | 0\%'\$ | - | 0\%'\$ | - | 0\%"\$ | - | 0\%"\$ | 334,011,800 | 11\%"\$ | 394,235,400 | 12\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\%"\$ | - | 0\%"\$ | 494,431,100 | 17\%"\$ | 556,556,900 | 16\% |
| Change of Ownership | \$ | - | 0\%'\$ | - | 0\%"\$ | - | 0\%'\$ | - | 0\%"\$ | 685,545,600 | 23\%"\$ | 869,090,700 | 26\% |
| Veteran | \$ | 117,399,500 | 4\%"\$ | 123,586,700 | 4\% \$ | 110,267,600 | 4\% \$ | 123,607,900 | 4\%"\$ | 113,531,200 | 4\%'\$ | 115,416,800 | 3\% |
| Rural | \$ | 535,426,700 | 19\%"\$ | 534,118,500 | 19\%"\$ | 521,957,200 | 17\%"\$ | 494,347,700 | 14\%'s | 469,090,300 | 16\%"\$ | 556,393,600 | 16\% |
| Urban | \$ | 2,262,779,800 | 81\%'\$ | 2,268,597,600 | 81\%'\$ | 2,539,120,600 | 83\%'\$ | 2,925,975,100 | 86\% ' | 2,462,624,600 | 84\%"\$ | 2,829,063,200 | 84\% |
| Export | \$ | 152,541,200 | 5\%'\$ | 184,430,800 | 7\%'\$ | 158,535,300 | 5\%'\$ | 139,842,400 | 4\%'\$ | 144,966,500 | 5\% \$ | 111,457,200 | 3\% |
| CAPLine | \$ | 74,448,600 | 3\%'\$ | 45,160,300 | 2\%'\$ | 25,208,800 | 1\%'\$ | 33,012,900 | 1\%'\$ | 39,209,300 | 1\%"\$ | 43,835,500 | 1\% |
| PLP | \$ | 1,656,537,700 | 59\%"\$ | 1,710,835,100 | 61\% \$ | 1,937,492,500 | 63\%"\$ | 2,459,751,400 | 72\% \$ | 2,157,753,200 | 74\%'\$ | 2,596,023,700 | 77\% |
| Express | \$ | 286,118,300 | 10\%'\$ | 282,957,700 | 10\%'s | 262,002,300 | 9\%'\$ | 301,198,100 | 9\%'\$ | 214,158,900 | 7\%" | 258,631,500 | 8\% |
| Community Advantage | \$ | 11,758,600 | 0\%'\$ | 11,443,300 | 0\%'\$ | 18,787,700 | 1\%'\$ | 18,788,100 | 1\%'\$ | 18,597,800 | 1\% ${ }^{\text {/ }}$ | 15,867,300 | 0\% |
| \$150K and Under | \$ | 296,656,700 | 11\%'\$ | 292,332,000 | 10\%"\$ | 274,116,400 | 9\%'\$ | 306,957,700 | 9\%'\$ | 213,986,100 | 7\% \$ | 240,698,700 | 7\% |
| >\$150K - \$ 350 K | \$ | 331,815,800 | 12\%'\$ | 336,900,600 | 12\% \$ | 340,388,000 | 11\%'\$ | 384,556,100 | 11\%'\$ | 352,199,700 | 12\%"\$ | 410,487,600 | 12\% |
| >\$350K-\$2M | S | 1,308,382,000 | 47\%'\$ | 1,378,466,300 | 49\%'\$ | 1,405,755,200 | 46\%'\$ | 1,505,780,000 | 44\%'s | 1,321,156,500 | 45\%'\$ | 1,499,471,800 | 44\% |
| >\$2M | \$ | 861,352,000 | 31\%'\$ | 795,0017,200 | 28\%'\$ | 1,040,818,200 | 34\%'\$ | 1,223,029,000 | 36\%'\$ | 1,044,372,600 | 36\%"\$ | 1,234,798,700 | 36\% |

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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | 7,979 |  | 8,336 |  | 7,791 |  | 8,733 |  | 6,649 |  | 7,405 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 1,987 | 25\% | 2,286 | 27\% | 2,078 | 27\% | 2,333 | 27\% | 1,885 | 28\% | 2,098 | 28\% |
| AMERICAN INDIAN | 62 | 1\% | 49 | 1\% | 47 | 1\% | 62 | 1\% | 53 | 1\% | 56 | 1\% |
| ASIAN OR PACIFI | 1,026 | 13\% | 1,167 | 14\% | 1,061 | 14\% | 1,151 | 13\% | 934 | 14\% | 984 | 13\% |
| BLACK | 240 | 3\% | 347 | 4\%' | 325 | 4\% | 402 | 5\% | 302 | 5\% | 364 | 5\% |
| HISPANIC | 659 | 8\% | 723 | 9\% | 645 | 8\%' | 718 | 8\% | 596 | 9\% | 694 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| UNDETERMINED | 1,157 | 15\% | 986 | 12\% | 976 | 13\% | 1,181 | 14\% | 1,018 | 15\% | 1,234 | 17\% |
| WHITE | 4,835 | 61\% | 5,064 | 61\% | 4,737 | 61\% | 5,219 | 60\% | 3,746 | 56\% | 4,073 | 55\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 1,213 | 15\% | 1,151 | 14\% | 1,044 | 13\% | 1,145 | 13\% | 958 | 14\% | 936 | 13\% |
| Female Owned more than 50\% | 1,370 | 17\% | 1,555 | 19\% | 1,453 | 19\% | 1,566 | 18\% | 1,182 | 18\% | 1,380 | 19\% |
| Male Owned | 5,396 | 68\% | 5,630 | 68\% | 5,294 | 68\% | 6,022 | 69\% | 4,509 | 68\% | 5,089 | 69\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 3,437 | 52\% | 3,924 | 53\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 1,310 | 20\% | 1,301 | 18\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 1,063 | 16\% | 1,234 | 17\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 820 | 12\% | 932 | 13\% |
| Veteran | 339 | 4\% | 385 | 5\% | 388 | 5\% | 419 | 5\% | 301 | 5\% | 350 | 5\% |
| Rural | 1,384 | 17\% | 1,405 | 17\% | 1,345 | 17\% | 1,440 | 16\% | 1,045 | 16\% | 1,270 | 17\% |
| Urban | 6,595 | 83\% | 6,931 | 83\% | 6,446 | 83\% | 7,293 | 84\% | 5,604 | 84\% | 6,135 | 83\% |
| Export | 198 | 2\% | 233 | 3\% | 161 | 2\% | 100 | 1\% | 130 | $2 \%$ | 92 | 1\% |
| CAPLine | 98 | 1\% | 71 | 1\% | 48 | 1\% | 31 | 0\% | 42 | 1\% | 46 | 1\% |
| PLP | 1,863 | 23\% | 2,019 | 24\% ${ }^{\prime}$ | 2,136 | 27\% | 3,567 | 41\% | 3,007 | 45\% | 3,345 | 45\% |
| Express | 4,180 | 52\% | 4,526 | 54\% ${ }^{\prime}$ | 3,820 | 49\% | 4,360 | 50\% | 2,858 | 43\% | 3,311 | 45\% |
| Community Advantage | 86 | 1\% | 101 | 1\% | 140 | 2\% | 139 | 2\% | 134 | 2\% ${ }^{\prime}$ | 114 | 2\% |
| \$150K and Under | 4,878 | 61\% | 5,222 | 63\% | 4,517 | 58\% | 5,121 | 59\%' | 3,372 | 51\% | 3,749 | 51\% |
| >\$150K - \$350K | 1,280 | 16\% | 1,281 | 15\% ${ }^{\prime}$ | 1,284 | 16\% | 1,471 | 17\% | 1,355 | 20\% | 1,560 | 21\% |
| >\$350K - \$2M | 1,542 | 19\% | 1,575 | 19\% | 1,656 | 21\% | 1,758 | 20\% | 1,585 | 24\% | 1,723 | 23\% |
| >\$2M | 279 | 3\% | 258 | 3\% | 334 | 4\%' | 383 | 4\% | 337 | 5\% | 373 | 5\% |

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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | 862 |  | 851 |  | 828 |  | 873 |  | 900 |  | 1,175 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 225 | 26\% | 209 | 25\% | 203 | 25\% | 208 | 24\% | 208 | 23\% | 279 | 24\% |
| AMERICAN INDIAN | 1 | 0\% | 1 | 0\% | 1 | 0\% | 1 | 0\% | - | 0\% | 1 | 0\% |
| ASIAN OR PACIFI | 108 | 13\% | 107 | 13\% | 116 | 14\% | 119 | 14\% | 108 | 12\% | 132 | 11\% |
| BLACK | 34 | 4\% | 35 | 4\% | 23 | 3\% | 16 | 2\% | 19 | 2\% | 29 | 2\% |
| HISPANIC | 82 | 10\% | 66 | 8\%' | 63 | 8\%' | 72 | 8\% | 81 | 9\%' | 117 | 10\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\%' | - | 0\% |
| UNDETERMINED | 64 | 7\% | 71 | 8\%' | 77 | 9\%' | 124 | 14\% | 137 | 15\% | 194 | 17\% |
| WHITE | 573 | 66\% | 571 | 67\% | 548 | 66\% | 541 | 62\% | 555 | 62\% ${ }^{\prime}$ | 702 | 60\% |
| Gender |  |  | - |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 8 | 1\% | 6 | 1\% | 78 | 9\% | 210 | 24\% | 218 | 24\% | 296 | 25\% |
| Female Owned more than 50\% | 118 | 14\% | 127 | 15\% | 124 | 15\% | 107 | 12\% | 105 | 12\% ${ }^{\prime}$ | 166 | 14\% |
| Male Owned | 736 | 85\% | 718 | 84\% ${ }^{\prime}$ | 626 | 76\% | 556 | 64\% | 577 | 64\% | 713 | 61\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 714 | 79\% | 954 | 81\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 69 | 8\%' | 27 | 2\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 115 | 13\% | 175 | 15\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 2 | 0\% | 19 | 2\% |
| Veteran | 35 | 4\% | 41 | 5\% | 27 | 3\% | 26 | 3\% | 14 | 2\% | 43 | 4\% |
| Rural | 141 | 16\% | 147 | 17\% | 125 | 15\% | 155 | 18\% | 153 | 17\% | 214 | 18\% |
| Urban | 721 | 84\% | 704 | 83\% | 703 | 85\% | 718 | 82\% | 747 | 83\% | 961 | 82\% |
| Export | 34 | 4\% | 31 | 4\% ${ }^{\prime}$ | 13 | 2\% | 9 | 1\% | 5 | 1\% | 15 | 1\% |
| \$150K and Under | 79 | 9\% | 86 | 10\% ${ }^{\prime}$ | 86 | 10\% | 66 | 8\% | 69 | 8\% | 81 | 7\% |
| >\$150K - \$350K | 254 | 29\% | 222 | 26\% | 212 | 26\% | 236 | 27\% | 211 | 23\% | 278 | 24\% |
| >\$350K - \$ 2 M | 473 | 55\% | 458 | 54\%' | 471 | 57\% | 497 | 57\% | 533 | 59\%' | 704 | 60\% |
| >\$2M | 56 | 6\% | 85 | 10\% | 59 | 7\%' | 74 | 8\% ${ }^{\prime}$ | 87 | 10\%' | 112 | 10\% |

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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Community Advantage | 86 |  | 101 |  | 140 |  | 139 |  | 134 |  | 114 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 35 | 41\% | 41 | 41\% | 55 | 39\% | 52 | 37\% | 49 | 37\% | 49 | 43\% |
| AMERICAN INDIAN | 3 | 3\% | - | 0\% | 2 | 1\% | 1 | 1\% | 1 | 1\%' | 5 | 4\% |
| ASIAN OR PACIFI | 13 | 15\% | 7 | 7\%' | 17 | 12\% | 11 | 8\% | 10 | 7\%' | 12 | 11\% |
| BLACK | 7 | 8\% | 15 | 15\% | 15 | 11\% | 21 | 15\% | 17 | 13\% ${ }^{\prime}$ | 21 | 18\% |
| HISPANIC | 12 | 14\% | 19 | 19\% | 21 | 15\%' | 19 | 14\% | 21 | 16\% | 11 | 10\% |
| MULTI-GROUP | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\%' | - | 0\% |
| UNDETERMINED | 4 | 5\% | 2 | 2\% | 5 | 4\% | 8 | 6\% | 10 | 7\% | 17 | 15\% |
| WHITE | 47 | 55\% | 58 | 57\% | 80 | 57\% | 79 | 57\% | 75 | 56\% | 48 | 42\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% | - | 0\% |
| Female Owned 50\% or less | 13 | 15\% | 9 | 9\%' | 33 | 24\% | 20 | 14\% | 26 | 19\% | 19 | 17\% |
| Female Owned more than 50\% | 35 | 41\% | 35 | 35\%' | 32 | 23\% ${ }^{\prime}$ | 47 | 34\%' | 45 | 34\% | 32 | 28\% |
| Male Owned | 38 | 44\% | 57 | 56\% | 75 | 54\% | 72 | 52\% | 63 | 47\% | 63 | 55\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 48 | 36\%' | 49 | 43\% |
| New Business or 2 years or less | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 18 | 13\% | 11 | 10\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 53 | 40\% | 44 | 39\% |
| Change of Ownership | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 15 | 11\% | 10 | 9\% |
| Veteran | 4 | 0\% | 4 | 4\% | 7 | 5\% | 18 | 13\% | 12 | 9\% ${ }^{\prime}$ | 12 | 11\% |
| Rural | 10 | 12\% | 13 | 13\% | 17 | 12\% | 22 | 16\% | 14 | 10\% | 19 | 17\% |
| Urban | 76 | 88\% | 88 | 87\% | 123 | 88\% | 117 | 84\% | 120 | 90\% | 95 | 83\% |
| \$150K and Under | 62 | 72\% | 85 | 84\% ${ }^{\prime}$ | 106 | 76\% | 96 | 69\% | 90 | 67\% | 75 | 66\% |
| >\$150K - \$250K | 24 | 28\% | 16 | 16\% ${ }^{\prime}$ | 34 | 24\% | 43 | 31\% | 44 | 33\% | 39 | 34\% |

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