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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 7(A) | 34,775 |  | 36,930 |  | 35,395 |  | 35,775 |  | 30,588 |  | 27,275 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 8,142 | 23\% | 9,487 | 26\% | 8,988 | 25\% | 9,249 | 26\% | 8,154 | 27\% | 7,268 | 27\% |
| AMERICAN INDIAN | 240 | 1\% | 251 | 1\%" | 254 | 1\%* | 249 | 1\% | 209 | 1\%" | 210 | 1\% |
| ASIAN OR PACIFI | 4,285 | 12\% | 4,729 | 13\% ${ }^{\prime \prime}$ | 4,522 | 13\% ${ }^{\prime \prime}$ | 4,550 | 13\% | 3,955 | 13\% ${ }^{\prime \prime}$ | 3,401 | 12\% |
| BLACK | 1,052 | 3\% | 1,364 | 4\%" | 1,385 | 4\%' | 1,546 | 4\% | 1,344 | 4\%' | 1,239 | 5\% |
| HISPANIC | 2,565 | 7\% | 3,143 | 9\%" | 2,825 | 8\%' | 2,904 | 8\%' | 2,646 | 9\%' | 2,418 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\%" | 2 | 0\%' | - | 0\%* | - | 0\%' | - | 0\% |
| UNDETERMINED | 4,709 | 14\% | 4,573 | 12\%" | 4,726 | 13\% ${ }^{\prime \prime}$ | 5,127 | 14\%" | 5,404 | 18\%" | 4,521 | 17\% |
| WHITE | 21,924 | 63\% | 22,870 | 62\%" | 21,681 | 61\%' | 21,399 | 60\% ${ }^{\prime \prime}$ | 17,030 | 56\%" | 15,486 | 57\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | 1 | 0\% | - | 0\%' | - | 0\% ${ }^{\prime \prime}$ | - | 0\%' | - | 0\% |
| Female Owned 50\% or less | 4,986 | 14\% | 5,103 | 14\% ${ }^{\prime}$ | 4,848 | 14\% ${ }^{\prime \prime}$ | 4,767 | 13\% ${ }^{\prime \prime}$ | 4,036 | 13\%" | 3,526 | 13\% |
| Female Owned more than 50\% | 5,992 | 17\% | 6,777 | 18\% ${ }^{\prime}$ | 6,401 | 18\% ${ }^{\prime \prime}$ | 6,266 | 18\% ${ }^{\prime \prime}$ | 5,231 | 17\%" | 4,978 | 18\% |
| Male Owned | 23,797 | 68\% | 25,049 | 68\%' | 24,146 | 68\% ${ }^{\prime \prime}$ | 24,742 | 69\% ${ }^{\prime \prime}$ | 21,321 | 70\%' | 18,771 | 69\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\%" | - | 0\% | 16,297 | 53\% | 14,599 | 54\% |
| New Business or 2 years or less | - | 0\% | - | 0\%" | - | 0\%' | - | 0\% | 1 | 0\%' | 803 | 3\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\%" | - | 0\%' | - | 0\% | 5,030 | 16\%" | 4,304 | 16\% |
| Change of Ownership | - | 0\% | - | 0\%" | - | 0\% ${ }^{\text {² }}$ | - | 0\% | 3,603 | 12\%" | 3,456 | 13\% |
| Veteran | 1,643 | 5\% | 1,845 | 5\%' | 1,904 | 5\%' | 1,754 | 5\% | 1,515 | 5\% ${ }^{\prime \prime}$ | 1,320 | 5\% |
| Rural | 6,210 | 18\% | 6,394 | 17\% | 6,104 | 17\% | 6,022 | 17\% | 4,901 | 16\% | 4,766 | 17\% |
| Urban | 28,565 | 82\% | 30,536 | 83\%' | 29,291 | 83\% | 29,753 | 83\% | 25,687 | 84\%' | 22,509 | 83\% |
| Export | 857 | 2\% | 954 | 3\%" | 1,640 | 5\% | 503 | 1\% | 500 | 2\% ${ }^{\prime \prime}$ | 371 | 1\% |
| CAPLine | 349 | 1\% | 261 | 1\%" | 229 | 1\% | 198 | 1\%' | 187 | 1\%' | 163 | 1\% |
| PLP | 8,469 | 24\% | 9,475 | 26\%" | 13,547 | 38\% | 15,496 | 43\%" | 14,416 | 47\%' | 12,376 | 45\% |
| Express | 18,089 | 52\% | 19,238 | 52\%' | 16,442 | 46\%' | 16,786 | 47\% | 13,046 | 43\% | 12,071 | 44\% |
| Community Advantage | 427 | 1\% | 561 | 2\%' | 622 | 2\%' | 611 | 2\% ${ }^{\text {² }}$ | 568 | 2\%' | 413 | 2\% |
| \$150K and Under | 21,024 | 60\% | 22,445 | 61\%' | 19,926 | 56\%' | 20,238 | 57\% | 15,860 | 52\% | 13,549 | 50\% |
| >\$150K - \$350K | 5,659 | 16\% | 5,863 | 16\%' | 6,050 | 17\% ${ }^{\prime}$ | 6,196 | 17\% ${ }^{\prime}$ | 6,160 | 20\% | 5,440 | 20\% |
| >\$350K - \$2M | 6,863 | 20\% | 7,283 | 20\%' | 7,817 | 22\% ${ }^{\prime \prime}$ | 7,634 | 21\% ${ }^{\prime \prime}$ | 7,000 | 23\%' | 6,717 | 25\% |
| >\$2M | 1,229 | 4\% | 1,339 | 4\%' | 1,602 | 5\%' | 1,707 | 5\% ${ }^{\prime}$ | 1,568 | 5\%' | 1,569 | 6\% |

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|  | 2015 |  | 2016 |  | 2017 |  | 2018 |  | 2019 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All 504 | 3,381 |  | 3,409 |  | 3,804 |  | 3,284 |  | 3,508 |  | 4,268 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 784 | 23\% | 818 | 24\% | 873 | 23\% | 773 | 24\% | 837 | 24\% | 966 | 23\% |
| AMERICAN INDIAN | 11 | 0\% | 13 | 0\%" | 3 | 0\%" | 7 | 0\% ${ }^{\prime}$ | 5 | 0\% ${ }^{\prime \prime}$ | 6 | 0\% |
| ASIAN OR PACIFI | 394 | 12\% | 394 | 12\% ${ }^{\prime \prime}$ | 505 | 13\% ${ }^{\prime \prime}$ | 436 | 13\% | 425 | 12\% ${ }^{\prime \prime}$ | 484 | 11\% |
| BLACK | 130 | 4\% | 132 | 4\% ${ }^{\prime}$ | 92 | 2\% ${ }^{\prime}$ | 70 | 2\% ${ }^{\prime}$ | 76 | 2\% ${ }^{\prime}$ | 94 | 2\% |
| HISPANIC | 249 | 7\% | 279 | 8\% ${ }^{\prime}$ | 273 | 7\%' | 260 | 8\%' | 331 | 9\%' | 382 | 9\% |
| MULTI-GROUP | - | 0\% | - | 0\%" | - | 0\%" | - | 0\% ${ }^{\prime}$ | - | 0\%' | - | 0\% |
| UNDETERMINED | 282 | 8\% | 273 | 8\%" | 368 | 10\% | 479 | 15\%" | 504 | 14\%" | 702 | 16\% |
| WHITE | 2,315 | 68\% | 2,318 | 68\%" | 2,563 | 67\% ${ }^{\prime}$ | 2,032 | 62\% ${ }^{\prime \prime}$ | 2,167 | 62\% ${ }^{\prime \prime}$ | 2,600 | 61\% |
| Gender |  |  | - |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\%' | - | 0\%' | - | 0\% ${ }^{\prime}$ | - | 0\%' | - | 0\% |
| Female Owned $50 \%$ or less | 30 | 1\% | 46 | 1\%" | 376 | 10\% ${ }^{\prime}$ | 811 | 25\% ${ }^{\prime \prime}$ | 878 | 25\%" | 1,049 | 25\% |
| Female Owned more than 50\% | 494 | 15\% | 519 | 15\%' | 547 | 14\% ${ }^{\prime}$ | 386 | 12\% ${ }^{\prime \prime}$ | 447 | 13\% ${ }^{\prime \prime}$ | 542 | 13\% |
| Male Owned | 2,857 | 85\% | 2,844 | 83\% ${ }^{\prime}$ | 2,881 | 76\% ${ }^{\prime \prime}$ | 2,087 | 64\% ${ }^{\prime \prime}$ | 2,183 | 62\% ${ }^{\prime \prime}$ | 2,677 | 63\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 2,730 | 78\%' | 3,475 | 81\% |
| New Business or 2 years or less | - | 0\% | - | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% ${ }^{\prime}$ | 1 | 0\% ${ }^{\prime}$ | 19 | 0\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\%" | - | 0\%' | - | 0\% ${ }^{\prime}$ | 467 | 13\% ${ }^{\prime}$ | 611 | 14\% |
| Change of Ownership | - | 0\% | - | 0\%" | - | 0\%' | - | 0\% | 11 | 0\% ${ }^{\prime \prime}$ | 84 | 2\% |
| Veteran | 125 | 4\% | 139 | 4\%" | 122 | 3\%' | 87 | 3\% | 62 | 2\% | 132 | 3\% |
| Rural | 502 | 15\% | 524 | 15\% ${ }^{\prime \prime}$ | 613 | 16\% ${ }^{\prime}$ | 563 | 17\% | 624 | 18\% | 752 | 18\% |
| Urban | 2,879 | 85\% | 2,885 | 85\%' | 3,191 | 84\% | 2,721 | 83\% | 2,884 | 82\% | 3,516 | 82\% |
| Export | 125 | 4\% | 109 | 3\%" | 41 | 1\% | 36 | 1\% | 29 | 1\% | 54 | 1\% |
| \$150K and Under | 331 | 10\% | 331 | 10\% ${ }^{\prime \prime}$ | 340 | 9\%' | 274 | 8\%' | 276 | 8\% ${ }^{\text {² }}$ | 318 | 7\% |
| >\$150K - \$ $\mathbf{3 5 0 K}$ | 986 | 29\% | 930 | 27\%" | 1,012 | 27\% ${ }^{\circ}$ | 929 | 28\% | 939 | 27\% ${ }^{\prime \prime}$ | 1,075 | 25\% |
| >\$350K - \$2M | 1,843 | 55\% | 1,851 | 54\%' | 2,115 | 56\%' | 1,789 | 54\% | 2,009 | 57\%' | 2,502 | 59\% |
| >\$2M | 221 | 7\% | 297 | 9\%' | 337 | 9\%' | 292 | 9\% ${ }^{\prime}$ | 284 | 8\%' | 373 | 9\% |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Community Advantage | \$ | 54,182,400 |  | \$ | 69,473,200 | \$ | 82,910,000 |  | 82,346,200 |  | \$ | 78,856,800 | \$ | 59,287,600 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | \$ | 16,562,500 | 31\% | \$ | 22,494,600 | 32\% \$ | 28,210,600 | 34\% | 29,704,500 | 36\% | \$ | 29,636,800 | 38\% \$ | 23,604,500 | 40\% |
| AMERICAN INDIAN | \$ | 525,000 | 1\% | \$ | 150,000 | 0\%'\$ | 495,000 | 1\%" | 1,278,400 | 2\%"\$ |  | 925,000 | 1\% \$ | 940,500 | 2\% |
| ASIAN OR PACIFI | \$ | 4,909,200 | 9\% | \$ | 3,905,000 | 6\%'\$ | 7,878,700 | 10\%" | 7,943,100 | 10\%"\$ |  | 6,089,900 | 8\% ${ }^{\text {\% }}$ | 6,901,500 | 12\% |
| BLACK | \$ | 5,577,900 | 10\% | \$ | 8,745,500 | 13\%'\$ | 10,259,400 | 12\%" | 8,928,100 | 11\%"\$ |  | 10,006,500 | 13\% \$ | 8,351,700 | 14\% |
| HISPANIC | \$ | 5,550,400 | 10\% | \$ | 9,694,100 | 14\%"\$ | 9,577,500 | 12\%" | 11,554,900 | 14\%"\$ |  | 12,615,400 | 16\%"\$ | 7,410,800 | 12\% |
| MULTI-GROUP | \$ | - | 0\% | \$ | - | 0\%'\$ | - | 0\%'\$ | - | 0\%"\$ |  | - | 0\% ${ }^{\text {\% }}$ | - | 0\% |
| UNDETERMINED | \$ | 3,974,500 | 7\% | \$ | 3,311,100 | 5\%'\$ | 3,665,400 | 4\%'\$ | 6,641,500 | 8\%"\$ |  | 8,072,700 | 10\%"\$ | 7,619,500 | 13\% |
| WHITE | \$ | 33,645,400 | 62\% | \$ | 43,667,500 | 63\% ${ }^{\text {' }}$ | 51,034,000 | 62\%" | 46,000,200 | 56\%'\$ |  | 41,147,300 | 52\%"\$ | 28,063,600 | 47\% |
| Gender |  |  |  | \$ | - | \$ | - |  |  |  | \$ | - | \$ | - |  |
| Not Reported | \$ | - | 0\% | \$ | - | 0\%'\$ | - | 0\% ${ }^{\text {S }}$ | - | 0\%'\$ |  | - | 0\%" | - | 0\% |
| Female Owned 50\% or less | \$ | 8,504,900 | 16\% | \$ | 10,493,200 | 15\%"\$ | 13,652,600 | 16\%" | 13,061,400 | 16\%"\$ |  | 13,487,800 | 17\%"\$ | 9,696,000 | 16\% |
| Female Owned more than 50\% | \$ | 15,212,700 | 28\% | \$ | 20,270,000 | 29\%"\$ | 24,587,400 | 30\%' | 24,491,600 | 30\%"\$ |  | 23,595,900 | 30\%"\$ | 13,838,400 | 23\% |
| Male Owned | \$ | 30,464,800 | 56\% | \$ | 38,710,000 | 56\%"\$ | 44,670,000 | 54\%'\$ | 44,793,200 | 54\%'\$ |  | 41,773,100 | 53\%'\$ | 35,753,200 | 60\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | \$ | - | 0\% | \$ | - | 0\% \$ | - | 0\% | - | 0\% ${ }^{\text {\$ }}$ |  | 27,158,500 | 34\% \$ | 25,414,800 | 43\% |
| New Business or 2 years or less | \$ | - | 0\% | \$ | - | 0\%"\$ | - | 0\%" | - | 0\%"\$ |  | - | 0\%" | 647,200 | 1\% |
| Startup, Loan Funds will Open Business | \$ | - | 0\% | \$ | - | 0\%"\$ | - | 0\%'\$ | - | 0\%"\$ |  | 34,070,400 | 43\%"\$ | 19,706,700 | 33\% |
| Change of Ownership | \$ | - | 0\% | \$ | - | 0\%"\$ | - | 0\%" | - | 0\%"\$ |  | 8,506,400 | 11\%"\$ | 7,074,300 | 12\% |
| Veteran | \$ | 3,693,000 | 7\% | \$ | 5,951,500 | 9\%"\$ | 8,036,500 | 10\%' | 8,591,300 | 10\%'\$ |  | 7,287,300 | 9\% ${ }^{\text {S }}$ | 5,611,700 | 9\% |
| Rural | \$ | 6,849,400 | 13\% | \$ | 7,136,200 | 10\% ${ }^{\text {' }}$ | 9,124,300 | 11\% ${ }^{\text {S }}$ | 9,652,900 | 12\% \$ |  | 7,431,500 | 9\% \$ | 7,593,800 | 13\% |
| Urban | \$ | 47,333,000 | 87\% | \$ | 62,337,000 | 90\% ${ }^{\text {\$ }}$ | 73,785,700 | 89\%' | 72,693,300 | 88\% ${ }^{\text {' }}$ |  | 71,425,300 | 91\% \$ | 51,693,800 | 87\% |
| \$150K and Under | \$ | 29,364,100 | 54\% | \$ | 41,269,100 | 59\% ${ }^{\text {\% }}$ | 43,605,000 | 53\% ${ }^{\text {S }}$ | 42,612,600 | 52\% \$ |  | 35,482,500 | 45\% \$ | 26,701,500 | 45\% |
| >\$150K - \$250K | \$ | 24,818,300 | 46\% | \$ | 28,204,100 | 41\% \$ | 39,305,000 | 47\% ${ }^{\text {² }}$ | 39,733,600 | 48\% \$ |  | 43,374,300 | 55\% \$ | 32,586,100 | 55\% |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| All Community Advantage | 427 |  | 561 |  | 622 |  | 611 |  | 568 |  | 413 |  |
| Ethnicity |  |  |  |  |  |  |  |  |  |  |  |  |
| All Minority | 148 | 35\% | 194 | 35\% | 211 | 34\% | 225 | 37\% | 211 | 37\% | 165 | 40\% |
| AMERICAN INDIAN | 4 | 1\% | 1 | 0\%" | 4 | 1\%* | 9 | 1\% | 5 | 1\%*' | 10 | 2\% |
| ASIAN OR PACIFI | 40 | 9\% | 35 | 6\%' | 50 | 8\%" | 54 | 9\%' | 43 | 8\%' | 45 | 11\% |
| BLACK | 47 | 11\% | 79 | 14\% ${ }^{\prime \prime}$ | 83 | 13\% ${ }^{\prime \prime}$ | 72 | 12\% | 74 | 13\%" | 61 | 15\% |
| HISPANIC | 57 | 13\% | 79 | 14\% ${ }^{\prime \prime}$ | 74 | 12\% ${ }^{\prime \prime}$ | 90 | 15\% | 89 | 16\%" | 49 | 12\% |
| MULTI-GROUP | - | 0\% | - | 0\%" | - | 0\%' | - | 0\%' | - | 0\% ${ }^{\text {² }}$ | - | 0\% |
| UNDETERMINED | 28 | 7\% | 26 | 5\%" | 31 | 5\%' | 46 | 8\%*' | 70 | 12\%" | 55 | 13\% |
| WHITE | 251 | 59\% | 341 | 61\%" | 380 | 61\% ${ }^{\prime}$ | 340 | 56\% ${ }^{\text {" }}$ | 287 | 51\%" | 193 | 47\% |
| Gender |  |  |  |  |  |  |  |  |  |  |  |  |
| Not Reported | - | 0\% | - | 0\%' | - | 0\%' | - | 0\% | - | 0\% ${ }^{\prime}$ | - | 0\% |
| Female Owned 50\% or less | 64 | 15\% | 89 | 16\% ${ }^{\prime}$ | - | 0\% ${ }^{\prime}$ | 97 | 16\% ${ }^{\text {" }}$ | 98 | 17\% | 62 | 15\% |
| Female Owned more than 50\% | 134 | 31\% | 175 | 31\%' | - | 0\% ${ }^{\prime \prime}$ | 196 | 32\% ${ }^{\text {" }}$ | 175 | 31\%" | 108 | 26\% |
| Male Owned | 229 | 54\% | 297 | 53\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{*}$ | 318 | 52\% ${ }^{\prime \prime}$ | 295 | 52\% ${ }^{\prime}$ | 243 | 59\% |
| Business Age |  |  |  |  |  |  |  |  |  |  |  |  |
| Existing or more than 2 years old | - | 0\% | - | 0\% | - | 0\% | - | 0\% | 209 | 37\%' | 181 | 44\% |
| New Business or 2 years or less | - | 0\% | - | 0\% ${ }^{\prime \prime}$ | - | 0\% ${ }^{\prime}$ | - | 0\% | - | 0\% ${ }^{\text {" }}$ | 5 | 1\% |
| Startup, Loan Funds will Open Business | - | 0\% | - | 0\%" | - | 0\%" | - | 0\% ${ }^{\prime}$ | 242 | 43\% ${ }^{\prime \prime}$ | 140 | 34\% |
| Change of Ownership | - | 0\% | - | 0\%" | - | 0\%' | - | 0\% | 52 | 9\% ${ }^{\prime \prime}$ | 40 | 10\% |
| Veteran | 32 | 0\% | 45 | 8\%" | 60 | 10\% | 66 | 11\% | 54 | 10\% | 40 | 10\% |
| Rural | 49 | 11\% | 57 | 10\% ${ }^{\prime \prime}$ | 75 | 12\% ${ }^{\prime}$ | 77 | 13\% | 56 | 10\% | 51 | 12\% |
| Urban | 378 | 89\% | 504 | 90\% | 547 | 88\% | 534 | 87\% | 512 | 90\% | 362 | 88\% |
| \$150K and Under | 318 | 74\% | 438 | 78\%" | 450 | 72\% ${ }^{\circ}$ | 433 | 71\% | 372 | 65\%" | 268 | 65\% |
| >\$150K - \$250K | 109 | 26\% | 123 | 22\% ${ }^{\prime}$ | 172 | 28\% | 178 | 29\% | 196 | 35\% | 145 | 35\% |

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