

## 7(A)

|                            | 2010                     |            | 2011                     |            | 2012                     |            | 2013                     |            | 2014                     |            | 2015                     |            |
|----------------------------|--------------------------|------------|--------------------------|------------|--------------------------|------------|--------------------------|------------|--------------------------|------------|--------------------------|------------|
| <b>All 7(A)</b>            | <b>\$ 10,558,602,700</b> |            | <b>\$ 15,849,943,700</b> |            | <b>\$ 11,088,382,800</b> |            | <b>\$ 12,855,461,200</b> |            | <b>\$ 13,775,539,300</b> |            | <b>\$ 16,637,001,400</b> |            |
| <b>Ethnicity</b>           |                          |            |                          |            |                          |            |                          |            |                          |            |                          |            |
| <b>All Minority</b>        | <b>\$ 2,451,414,400</b>  | <b>23%</b> | <b>\$ 3,953,204,500</b>  | <b>25%</b> | <b>\$ 2,794,909,900</b>  | <b>25%</b> | <b>\$ 3,516,552,000</b>  | <b>27%</b> | <b>\$ 3,954,046,600</b>  | <b>29%</b> | <b>\$ 4,739,061,400</b>  | <b>28%</b> |
| AMERICAN INDIAN            | \$ 47,107,300            | 0%         | \$ 83,268,400            | 1%         | \$ 53,197,800            | 0%         | \$ 57,794,000            | 0%         | \$ 55,552,600            | 0%         | \$ 98,627,300            | 1%         |
| ASIAN OR PACIFI            | \$ 1,758,332,700         | 17%        | \$ 2,976,952,400         | 19%        | \$ 2,033,726,900         | 18%        | \$ 2,619,574,000         | 20%        | \$ 2,926,459,800         | 21%        | \$ 3,381,166,200         | 20%        |
| BLACK                      | \$ 192,681,300           | 2%         | \$ 266,436,800           | 2%         | \$ 164,981,200           | 1%         | \$ 233,881,900           | 2%         | \$ 255,301,500           | 2%         | \$ 329,296,500           | 2%         |
| ESKIMO OR ALEUT            | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         |
| HISPANIC                   | \$ 452,510,600           | 4%         | \$ 626,546,900           | 4%         | \$ 543,004,000           | 5%         | \$ 604,202,100           | 5%         | \$ 715,437,700           | 5%         | \$ 929,899,400           | 6%         |
| MULTI-GROUP                | \$ 782,500               | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ 1,100,000             | 0%         | \$ 1,295,000             | 0%         | \$ 72,000                | 0%         |
| PUERTO RICAN               | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         |
| UNDETERMINED               | \$ 746,522,900           | 7%         | \$ 1,262,404,500         | 8%         | \$ 1,139,875,900         | 10%        | \$ 1,584,782,800         | 12%        | \$ 2,041,351,800         | 15%        | \$ 2,179,810,400         | 13%        |
| WHITE                      | \$ 7,360,665,400         | 70%        | \$ 10,634,334,700        | 67%        | \$ 7,153,597,000         | 65%        | \$ 7,754,126,400         | 60%        | \$ 7,780,140,900         | 56%        | \$ 9,718,129,600         | 58%        |
| <b>Gender</b>              |                          |            |                          |            |                          |            |                          |            |                          |            |                          |            |
| Not Reported               | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         | \$ -                     | 0%         |
| Female Owned 50% or less   | \$ 1,673,042,100         | 16%        | \$ 2,497,090,500         | 16%        | \$ 1,843,572,500         | 17%        | \$ 2,080,729,800         | 16%        | \$ 2,363,580,100         | 17%        | \$ 2,791,391,800         | 17%        |
| Female Owned more than 50% | \$ 1,446,093,000         | 14%        | \$ 1,900,508,900         | 12%        | \$ 1,374,012,400         | 12%        | \$ 1,653,532,700         | 13%        | \$ 1,791,898,700         | 13%        | \$ 2,194,267,800         | 13%        |
| Male Owned                 | \$ 7,439,467,600         | 70%        | \$ 11,452,344,300        | 72%        | \$ 7,870,797,900         | 71%        | \$ 9,121,198,700         | 71%        | \$ 9,620,060,500         | 70%        | \$ 11,651,341,800        | 70%        |
| <b>Veteran</b>             | <b>\$ 500,108,700</b>    | <b>5%</b>  | <b>\$ 764,678,500</b>    | <b>5%</b>  | <b>\$ 452,615,700</b>    | <b>4%</b>  | <b>\$ 469,139,100</b>    | <b>4%</b>  | <b>\$ 437,876,600</b>    | <b>3%</b>  | <b>\$ 867,599,100</b>    | <b>5%</b>  |
| <b>Hub, LMI, or EZEC</b>   | <b>\$ 4,187,355,800</b>  | <b>40%</b> | <b>\$ 6,380,725,300</b>  | <b>40%</b> | <b>\$ 4,430,167,100</b>  | <b>40%</b> | <b>\$ 4,913,657,100</b>  | <b>38%</b> | <b>\$ 5,357,989,200</b>  | <b>39%</b> | <b>\$ 4,363,968,500</b>  | <b>26%</b> |
| <b>EXISTING BUSINESS</b>   | <b>\$ 7,823,117,900</b>  | <b>74%</b> | <b>\$ 12,067,305,900</b> | <b>76%</b> | <b>\$ 8,122,809,900</b>  | <b>73%</b> | <b>\$ 9,439,630,200</b>  | <b>73%</b> | <b>\$ 9,702,850,900</b>  | <b>70%</b> | <b>\$ 11,050,659,600</b> | <b>66%</b> |
| <b>NEW BUSINESS</b>        | <b>\$ 2,683,702,900</b>  | <b>25%</b> | <b>\$ 3,704,287,300</b>  | <b>23%</b> | <b>\$ 2,954,449,200</b>  | <b>27%</b> | <b>\$ 3,403,842,300</b>  | <b>26%</b> | <b>\$ 4,018,411,000</b>  | <b>29%</b> | <b>\$ 5,531,229,000</b>  | <b>33%</b> |
| <b>Rural</b>               | <b>\$ 2,541,859,900</b>  | <b>24%</b> | <b>\$ 3,585,905,500</b>  | <b>23%</b> | <b>\$ 1,763,408,600</b>  | <b>16%</b> | <b>\$ 1,981,509,700</b>  | <b>15%</b> | <b>\$ 2,263,311,100</b>  | <b>16%</b> | <b>\$ 2,765,732,700</b>  | <b>17%</b> |
| <b>Urban</b>               | <b>\$ 8,016,742,800</b>  | <b>76%</b> | <b>\$ 12,264,038,200</b> | <b>77%</b> | <b>\$ 9,324,974,200</b>  | <b>84%</b> | <b>\$ 10,873,951,500</b> | <b>85%</b> | <b>\$ 11,512,228,200</b> | <b>84%</b> | <b>\$ 13,871,268,700</b> | <b>83%</b> |
| <b>Export</b>              | <b>\$ 473,051,000</b>    | <b>4%</b>  | <b>\$ 659,822,600</b>    | <b>4%</b>  | <b>\$ 581,004,700</b>    | <b>5%</b>  | <b>\$ 807,315,300</b>    | <b>6%</b>  | <b>\$ 877,144,300</b>    | <b>6%</b>  | <b>\$ 818,693,900</b>    | <b>5%</b>  |
| <b>CAPLine</b>             | <b>\$ 59,938,100</b>     | <b>1%</b>  | <b>\$ 97,130,300</b>     | <b>1%</b>  | <b>\$ 300,479,300</b>    | <b>3%</b>  | <b>\$ 407,265,500</b>    | <b>3%</b>  | <b>\$ 299,378,500</b>    | <b>2%</b>  | <b>\$ 337,576,300</b>    | <b>2%</b>  |
| <b>PLP</b>                 | <b>\$ 5,933,458,400</b>  | <b>56%</b> | <b>\$ 8,668,269,300</b>  | <b>55%</b> | <b>\$ 5,983,456,900</b>  | <b>54%</b> | <b>\$ 7,164,114,000</b>  | <b>56%</b> | <b>\$ 8,197,941,300</b>  | <b>60%</b> | <b>\$ 10,279,246,700</b> | <b>62%</b> |
| <b>Express</b>             | <b>\$ 1,213,252,700</b>  | <b>11%</b> | <b>\$ 2,103,101,800</b>  | <b>13%</b> | <b>\$ 1,355,032,100</b>  | <b>12%</b> | <b>\$ 1,241,916,600</b>  | <b>10%</b> | <b>\$ 1,414,372,700</b>  | <b>10%</b> | <b>\$ 1,660,509,300</b>  | <b>10%</b> |
| <b>\$150K and Under</b>    | <b>\$ 1,155,807,300</b>  | <b>11%</b> | <b>\$ 1,272,949,100</b>  | <b>8%</b>  | <b>\$ 1,110,431,400</b>  | <b>10%</b> | <b>\$ 1,078,528,900</b>  | <b>8%</b>  | <b>\$ 1,372,919,300</b>  | <b>10%</b> | <b>\$ 1,692,676,100</b>  | <b>10%</b> |
| <b>&gt;\$150K - \$350K</b> | <b>\$ 1,776,237,700</b>  | <b>17%</b> | <b>\$ 1,853,458,100</b>  | <b>12%</b> | <b>\$ 1,570,128,800</b>  | <b>14%</b> | <b>\$ 1,672,279,400</b>  | <b>13%</b> | <b>\$ 1,634,885,400</b>  | <b>12%</b> | <b>\$ 1,928,595,400</b>  | <b>12%</b> |
| <b>&gt;\$350K - \$2M</b>   | <b>\$ 7,626,557,700</b>  | <b>72%</b> | <b>\$ 9,003,630,000</b>  | <b>57%</b> | <b>\$ 5,704,652,100</b>  | <b>51%</b> | <b>\$ 6,594,159,000</b>  | <b>51%</b> | <b>\$ 6,785,955,800</b>  | <b>49%</b> | <b>\$ 7,974,385,800</b>  | <b>48%</b> |
| <b>&gt;\$2M</b>            | <b>\$ -</b>              | <b>0%</b>  | <b>\$ 3,719,906,500</b>  | <b>23%</b> | <b>\$ 2,703,170,500</b>  | <b>24%</b> | <b>\$ 3,510,493,900</b>  | <b>27%</b> | <b>\$ 3,981,778,800</b>  | <b>29%</b> | <b>\$ 5,041,344,100</b>  | <b>30%</b> |

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## 7(A)

|                            | 2010          |            | 2011          |            | 2012          |            | 2013          |            | 2014          |            | 2015          |            |
|----------------------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| <b>All 7(A)</b>            | <b>37,863</b> |            | <b>42,645</b> |            | <b>33,808</b> |            | <b>34,488</b> |            | <b>38,388</b> |            | <b>46,330</b> |            |
| <b>Ethnicity</b>           |               |            |               |            |               |            |               |            |               |            |               |            |
| <b>All Minority</b>        | <b>7,671</b>  | <b>20%</b> | <b>9,072</b>  | <b>21%</b> | <b>7,401</b>  | <b>22%</b> | <b>7,897</b>  | <b>23%</b> | <b>9,012</b>  | <b>23%</b> | <b>11,194</b> | <b>24%</b> |
| AMERICAN INDIAN            | 248           | 1%         | 341           | 1%         | 310           | 1%         | 256           | 1%         | 255           | 1%         | 332           | 1%         |
| ASIAN OR PACIFI            | 4,125         | 11%        | 4,910         | 12%        | 3,885         | 11%        | 4,368         | 13%        | 4,867         | 13%        | 5,830         | 13%        |
| BLACK                      | 1,202         | 3%         | 1,157         | 3%         | 817           | 2%         | 805           | 2%         | 1,104         | 3%         | 1,474         | 3%         |
| ESKIMO OR ALEUT            | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         |
| HISPANIC                   | 2,090         | 6%         | 2,664         | 6%         | 2,389         | 7%         | 2,467         | 7%         | 2,784         | 7%         | 3,557         | 8%         |
| MULTI-GROUP                | 6             | 0%         | -             | 0%         | -             | 0%         | 1             | 0%         | 2             | 0%         | 1             | 0%         |
| PUERTO RICAN               | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         |
| UNDETERMINED               | 2,403         | 6%         | 3,324         | 8%         | 3,087         | 9%         | 3,698         | 11%        | 4,857         | 13%        | 6,107         | 13%        |
| WHITE                      | 27,789        | 73%        | 30,249        | 71%        | 23,320        | 69%        | 22,893        | 66%        | 24,519        | 64%        | 29,029        | 63%        |
| <b>Gender</b>              |               |            |               |            |               |            |               |            |               |            |               |            |
| Not Reported               | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         |
| Female Owned 50% or less   | 5,400         | 14%        | 6,206         | 15%        | 5,293         | 16%        | 5,440         | 16%        | 6,012         | 16%        | 6,807         | 15%        |
| Female Owned more than 50% | 6,707         | 18%        | 7,097         | 17%        | 5,464         | 16%        | 5,695         | 17%        | 6,425         | 17%        | 8,126         | 18%        |
| Male Owned                 | 25,756        | 68%        | 29,342        | 69%        | 23,051        | 68%        | 23,353        | 68%        | 25,951        | 68%        | 31,397        | 68%        |
| <b>Veteran</b>             | <b>2,499</b>  | <b>7%</b>  | <b>2,680</b>  | <b>6%</b>  | <b>1,769</b>  | <b>5%</b>  | <b>1,739</b>  | <b>5%</b>  | <b>1,616</b>  | <b>4%</b>  | <b>2,260</b>  | <b>5%</b>  |
| <b>Hub, LMI, or EZEC</b>   | <b>14,244</b> | <b>38%</b> | <b>16,211</b> | <b>38%</b> | <b>12,853</b> | <b>38%</b> | <b>12,995</b> | <b>38%</b> | <b>14,394</b> | <b>37%</b> | <b>11,947</b> | <b>26%</b> |
| <b>EXISTING BUSINESS</b>   | <b>26,219</b> | <b>69%</b> | <b>30,204</b> | <b>71%</b> | <b>23,483</b> | <b>69%</b> | <b>23,718</b> | <b>69%</b> | <b>26,448</b> | <b>69%</b> | <b>30,773</b> | <b>66%</b> |
| <b>NEW BUSINESS</b>        | <b>11,462</b> | <b>30%</b> | <b>12,261</b> | <b>29%</b> | <b>10,313</b> | <b>31%</b> | <b>10,746</b> | <b>31%</b> | <b>11,881</b> | <b>31%</b> | <b>15,472</b> | <b>33%</b> |
| <b>Rural</b>               | <b>8,926</b>  | <b>24%</b> | <b>9,201</b>  | <b>22%</b> | <b>4,465</b>  | <b>13%</b> | <b>5,201</b>  | <b>15%</b> | <b>6,193</b>  | <b>16%</b> | <b>7,402</b>  | <b>16%</b> |
| <b>Urban</b>               | <b>28,937</b> | <b>76%</b> | <b>33,444</b> | <b>78%</b> | <b>29,343</b> | <b>87%</b> | <b>29,287</b> | <b>85%</b> | <b>32,195</b> | <b>84%</b> | <b>38,928</b> | <b>84%</b> |
| <b>Export</b>              | <b>1,096</b>  | <b>3%</b>  | <b>1,159</b>  | <b>3%</b>  | <b>1,069</b>  | <b>3%</b>  | <b>1,133</b>  | <b>3%</b>  | <b>1,172</b>  | <b>3%</b>  | <b>898</b>    | <b>2%</b>  |
| <b>CAPLine</b>             | <b>90</b>     | <b>0%</b>  | <b>87</b>     | <b>0%</b>  | <b>398</b>    | <b>1%</b>  | <b>541</b>    | <b>2%</b>  | <b>419</b>    | <b>1%</b>  | <b>469</b>    | <b>1%</b>  |
| <b>PLP</b>                 | <b>11,155</b> | <b>29%</b> | <b>12,324</b> | <b>29%</b> | <b>9,207</b>  | <b>27%</b> | <b>9,502</b>  | <b>28%</b> | <b>8,975</b>  | <b>23%</b> | <b>11,460</b> | <b>25%</b> |
| <b>Express</b>             | <b>15,674</b> | <b>41%</b> | <b>20,346</b> | <b>48%</b> | <b>17,964</b> | <b>53%</b> | <b>16,506</b> | <b>48%</b> | <b>19,760</b> | <b>51%</b> | <b>24,093</b> | <b>52%</b> |
| <b>\$150K and Under</b>    | <b>22,090</b> | <b>58%</b> | <b>23,415</b> | <b>55%</b> | <b>19,840</b> | <b>59%</b> | <b>18,920</b> | <b>55%</b> | <b>22,821</b> | <b>59%</b> | <b>27,919</b> | <b>60%</b> |
| <b>&gt;\$150K - \$350K</b> | <b>7,114</b>  | <b>19%</b> | <b>7,475</b>  | <b>18%</b> | <b>6,212</b>  | <b>18%</b> | <b>6,629</b>  | <b>19%</b> | <b>6,331</b>  | <b>16%</b> | <b>7,449</b>  | <b>16%</b> |
| <b>&gt;\$350K - \$2M</b>   | <b>8,659</b>  | <b>23%</b> | <b>10,549</b> | <b>25%</b> | <b>6,869</b>  | <b>20%</b> | <b>7,811</b>  | <b>23%</b> | <b>7,923</b>  | <b>21%</b> | <b>9,311</b>  | <b>20%</b> |
| <b>&gt;\$2M</b>            | <b>-</b>      | <b>0%</b>  | <b>1,206</b>  | <b>3%</b>  | <b>887</b>    | <b>3%</b>  | <b>1,128</b>  | <b>3%</b>  | <b>1,313</b>  | <b>3%</b>  | <b>1,651</b>  | <b>4%</b>  |

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|                            | 2010                    |            | 2011                    |            | 2012                    |            | 2013                    |            | 2014                    |            | 2015                    |            |
|----------------------------|-------------------------|------------|-------------------------|------------|-------------------------|------------|-------------------------|------------|-------------------------|------------|-------------------------|------------|
| <b>All 504</b>             | <b>\$ 3,360,607,000</b> |            | <b>\$ 3,514,856,000</b> |            | <b>\$ 4,624,941,000</b> |            | <b>\$ 3,918,722,000</b> |            | <b>\$ 3,020,108,000</b> |            | <b>\$ 3,234,935,000</b> |            |
| <b>Ethnicity</b>           |                         |            |                         |            |                         |            |                         |            |                         |            |                         |            |
| <b>All Minority</b>        | <b>\$ 801,140,000</b>   | <b>24%</b> | <b>\$ 824,402,000</b>   | <b>23%</b> | <b>\$ 1,015,301,000</b> | <b>22%</b> | <b>\$ 972,096,000</b>   | <b>25%</b> | <b>\$ 760,081,000</b>   | <b>25%</b> | <b>\$ 841,373,000</b>   | <b>26%</b> |
| AMERICAN INDIAN            | \$ 16,733,000           | 0%         | \$ 13,483,000           | 0%         | \$ 7,644,000            | 0%         | \$ 9,528,000            | 0%         | \$ 6,401,000            | 0%         | \$ 7,814,000            | 0%         |
| ASIAN OR PACIFI            | \$ 507,434,000          | 15%        | \$ 573,013,000          | 16%        | \$ 727,619,000          | 16%        | \$ 742,767,000          | 19%        | \$ 535,866,000          | 18%        | \$ 580,620,000          | 18%        |
| BLACK                      | \$ 86,104,000           | 3%         | \$ 56,816,000           | 2%         | \$ 62,787,000           | 1%         | \$ 52,916,000           | 1%         | \$ 38,529,000           | 1%         | \$ 37,529,000           | 1%         |
| HISPANIC                   | \$ 190,611,000          | 6%         | \$ 181,090,000          | 5%         | \$ 217,251,000          | 5%         | \$ 166,885,000          | 4%         | \$ 179,285,000          | 6%         | \$ 215,410,000          | 7%         |
| MULTI-GROUP                | \$ 258,000              | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         |
| PUERTO RICAN               | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         |
| UNDETERMINED               | \$ 186,590,000          | 6%         | \$ 217,295,000          | 6%         | \$ 279,158,000          | 6%         | \$ 277,468,000          | 7%         | \$ 227,830,000          | 8%         | \$ 259,198,000          | 8%         |
| WHITE                      | \$ 2,372,877,000        | 71%        | \$ 2,473,159,000        | 70%        | \$ 3,330,482,000        | 72%        | \$ 2,669,158,000        | 68%        | \$ 2,032,197,000        | 67%        | \$ 2,134,364,000        | 66%        |
| <b>Gender</b>              |                         |            |                         |            |                         |            |                         |            |                         |            |                         |            |
| Not Reported               | \$ -                    | 0%         | \$ 107,000              | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         | \$ -                    | 0%         |
| Female Owned 50% or less   | \$ 12,039,000           | 0%         | \$ 5,398,000            | 0%         | \$ 13,234,000           | 0%         | \$ 13,571,000           | 0%         | \$ 3,842,000            | 0%         | \$ 1,978,000            | 0%         |
| Female Owned more than 50% | \$ 445,385,000          | 13%        | \$ 462,306,000          | 13%        | \$ 518,198,000          | 11%        | \$ 507,901,000          | 13%        | \$ 390,452,000          | 13%        | \$ 437,033,000          | 14%        |
| Male Owned                 | \$ 2,903,183,000        | 86%        | \$ 3,047,045,000        | 87%        | \$ 4,093,509,000        | 89%        | \$ 3,397,250,000        | 87%        | \$ 2,625,814,000        | 87%        | \$ 2,795,924,000        | 86%        |
| <b>Veteran</b>             | <b>\$ 141,209,000</b>   | <b>4%</b>  | <b>\$ 181,088,000</b>   | <b>5%</b>  | <b>\$ 236,816,000</b>   | <b>5%</b>  | <b>\$ 174,346,000</b>   | <b>4%</b>  | <b>\$ 125,459,000</b>   | <b>4%</b>  | <b>\$ 107,367,000</b>   | <b>3%</b>  |
| <b>Hub, LMI, or EZEC</b>   | <b>\$ 1,206,687,000</b> | <b>36%</b> | <b>\$ 1,259,664,000</b> | <b>36%</b> | <b>\$ 1,541,358,000</b> | <b>33%</b> | <b>\$ 1,358,447,000</b> | <b>35%</b> | <b>\$ 1,008,152,000</b> | <b>33%</b> | <b>\$ 768,043,000</b>   | <b>24%</b> |
| <b>EXISTING BUSINESS</b>   | <b>\$ 2,889,419,000</b> | <b>86%</b> | <b>\$ 3,036,330,000</b> | <b>86%</b> | <b>\$ 4,073,747,000</b> | <b>88%</b> | <b>\$ 3,389,328,000</b> | <b>86%</b> | <b>\$ 2,484,071,000</b> | <b>82%</b> | <b>\$ 2,658,947,000</b> | <b>82%</b> |
| <b>NEW BUSINESS</b>        | <b>\$ 471,188,000</b>   | <b>14%</b> | <b>\$ 478,526,000</b>   | <b>14%</b> | <b>\$ 551,194,000</b>   | <b>12%</b> | <b>\$ 529,394,000</b>   | <b>14%</b> | <b>\$ 536,037,000</b>   | <b>18%</b> | <b>\$ 575,988,000</b>   | <b>18%</b> |
| <b>Rural</b>               | <b>\$ 754,487,000</b>   | <b>22%</b> | <b>\$ 771,473,000</b>   | <b>22%</b> | <b>\$ 1,062,888,000</b> | <b>23%</b> | <b>\$ 821,040,000</b>   | <b>21%</b> | <b>\$ 665,785,000</b>   | <b>22%</b> | <b>\$ 707,303,000</b>   | <b>22%</b> |
| <b>Urban</b>               | <b>\$ 2,606,120,000</b> | <b>78%</b> | <b>\$ 2,743,383,000</b> | <b>78%</b> | <b>\$ 3,562,053,000</b> | <b>77%</b> | <b>\$ 3,097,682,000</b> | <b>79%</b> | <b>\$ 2,354,323,000</b> | <b>78%</b> | <b>\$ 2,527,632,000</b> | <b>78%</b> |
| <b>Export</b>              | <b>\$ 108,886,000</b>   | <b>3%</b>  | <b>\$ 53,529,000</b>    | <b>2%</b>  | <b>\$ 109,347,000</b>   | <b>2%</b>  | <b>\$ 104,663,000</b>   | <b>3%</b>  | <b>\$ 135,369,000</b>   | <b>4%</b>  | <b>\$ 57,393,000</b>    | <b>2%</b>  |
| <b>\$150K and Under</b>    | <b>\$ 85,541,000</b>    | <b>3%</b>  | <b>\$ 83,562,000</b>    | <b>2%</b>  | <b>\$ 78,422,000</b>    | <b>2%</b>  | <b>\$ 69,937,000</b>    | <b>2%</b>  | <b>\$ 50,872,000</b>    | <b>2%</b>  | <b>\$ 45,989,000</b>    | <b>1%</b>  |
| <b>&gt;\$150K - \$350K</b> | <b>\$ 458,502,000</b>   | <b>14%</b> | <b>\$ 477,079,000</b>   | <b>14%</b> | <b>\$ 502,347,000</b>   | <b>11%</b> | <b>\$ 438,661,000</b>   | <b>11%</b> | <b>\$ 315,498,000</b>   | <b>10%</b> | <b>\$ 321,771,000</b>   | <b>10%</b> |
| <b>&gt;\$350K - \$2M</b>   | <b>\$ 2,471,817,000</b> | <b>74%</b> | <b>\$ 2,245,085,000</b> | <b>64%</b> | <b>\$ 2,813,911,000</b> | <b>61%</b> | <b>\$ 2,390,465,000</b> | <b>61%</b> | <b>\$ 1,824,698,000</b> | <b>60%</b> | <b>\$ 1,944,235,000</b> | <b>60%</b> |
| <b>&gt;\$2M</b>            | <b>\$ 344,747,000</b>   | <b>10%</b> | <b>\$ 709,130,000</b>   | <b>20%</b> | <b>\$ 1,230,261,000</b> | <b>27%</b> | <b>\$ 1,019,659,000</b> | <b>26%</b> | <b>\$ 829,040,000</b>   | <b>27%</b> | <b>\$ 922,940,000</b>   | <b>29%</b> |

All Activity illustrated above is as of 07/11 for each FY listed.

|                            | 2010         |            | 2011         |            | 2012         |            | 2013         |            | 2014         |            | 2015         |            |
|----------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| <b>All 504</b>             | <b>5,858</b> |            | <b>5,932</b> |            | <b>6,742</b> |            | <b>5,870</b> |            | <b>4,292</b> |            | <b>4,451</b> |            |
| <b>Ethnicity</b>           |              |            |              |            |              |            |              |            |              |            |              |            |
| <b>All Minority</b>        | <b>1,174</b> | <b>20%</b> | <b>1,210</b> | <b>20%</b> | <b>1,334</b> | <b>20%</b> | <b>1,265</b> | <b>22%</b> | <b>890</b>   | <b>21%</b> | <b>955</b>   | <b>21%</b> |
| AMERICAN INDIAN            | 29           | 0%         | 23           | 0%         | 16           | 0%         | 13           | 0%         | 10           | 0%         | 12           | 0%         |
| ASIAN OR PACIFI            | 643          | 11%        | 711          | 12%        | 805          | 12%        | 787          | 13%        | 488          | 11%        | 544          | 12%        |
| BLACK                      | 134          | 2%         | 123          | 2%         | 113          | 2%         | 92           | 2%         | 71           | 2%         | 64           | 1%         |
| HISPANIC                   | 367          | 6%         | 353          | 6%         | 400          | 6%         | 373          | 6%         | 321          | 7%         | 335          | 8%         |
| MULTI-GROUP                | 1            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| PUERTO RICAN               | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| UNDETERMINED               | 327          | 6%         | 291          | 5%         | 345          | 5%         | 368          | 6%         | 293          | 7%         | 319          | 7%         |
| WHITE                      | 4,357        | 74%        | 4,431        | 75%        | 5,063        | 75%        | 4,237        | 72%        | 3,109        | 72%        | 3,177        | 71%        |
| <b>Gender</b>              |              |            |              |            |              |            |              |            |              |            |              |            |
| Not Reported               | -            | 0%         | 1            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| Female Owned 50% or less   | 25           | 0%         | 9            | 0%         | 23           | 0%         | 17           | 0%         | 5            | 0%         | 4            | 0%         |
| Female Owned more than 50% | 904          | 15%        | 917          | 15%        | 935          | 14%        | 930          | 16%        | 690          | 16%        | 725          | 16%        |
| Male Owned                 | 4,929        | 84%        | 5,005        | 84%        | 5,784        | 86%        | 4,923        | 84%        | 3,597        | 84%        | 3,722        | 84%        |
| <b>Veteran</b>             | <b>268</b>   | <b>5%</b>  | <b>291</b>   | <b>5%</b>  | <b>353</b>   | <b>5%</b>  | <b>309</b>   | <b>5%</b>  | <b>197</b>   | <b>5%</b>  | <b>175</b>   | <b>4%</b>  |
| <b>Hub, LMI, or EZEC</b>   | <b>2,121</b> | <b>36%</b> | <b>2,150</b> | <b>36%</b> | <b>2,387</b> | <b>35%</b> | <b>2,162</b> | <b>37%</b> | <b>1,548</b> | <b>36%</b> | <b>1,128</b> | <b>25%</b> |
| <b>EXISTING BUSINESS</b>   | <b>5,096</b> | <b>87%</b> | <b>5,242</b> | <b>88%</b> | <b>6,004</b> | <b>89%</b> | <b>5,215</b> | <b>89%</b> | <b>3,656</b> | <b>85%</b> | <b>3,765</b> | <b>85%</b> |
| <b>NEW BUSINESS</b>        | <b>762</b>   | <b>13%</b> | <b>690</b>   | <b>12%</b> | <b>738</b>   | <b>11%</b> | <b>655</b>   | <b>11%</b> | <b>636</b>   | <b>15%</b> | <b>686</b>   | <b>15%</b> |
| <b>Rural</b>               | <b>1,513</b> | <b>26%</b> | <b>1,497</b> | <b>25%</b> | <b>1,787</b> | <b>27%</b> | <b>1,411</b> | <b>24%</b> | <b>1,075</b> | <b>25%</b> | <b>1,108</b> | <b>25%</b> |
| <b>Urban</b>               | <b>4,345</b> | <b>74%</b> | <b>4,435</b> | <b>75%</b> | <b>4,955</b> | <b>73%</b> | <b>4,459</b> | <b>76%</b> | <b>3,217</b> | <b>75%</b> | <b>3,343</b> | <b>75%</b> |
| <b>Export</b>              | <b>137</b>   | <b>2%</b>  | <b>87</b>    | <b>1%</b>  | <b>135</b>   | <b>2%</b>  | <b>127</b>   | <b>2%</b>  | <b>136</b>   | <b>3%</b>  | <b>55</b>    | <b>1%</b>  |
| <b>\$150K and Under</b>    | <b>799</b>   | <b>14%</b> | <b>772</b>   | <b>13%</b> | <b>721</b>   | <b>11%</b> | <b>645</b>   | <b>11%</b> | <b>455</b>   | <b>11%</b> | <b>415</b>   | <b>9%</b>  |
| <b>&gt;\$150K - \$350K</b> | <b>1,881</b> | <b>32%</b> | <b>1,950</b> | <b>33%</b> | <b>2,017</b> | <b>30%</b> | <b>1,809</b> | <b>31%</b> | <b>1,302</b> | <b>30%</b> | <b>1,300</b> | <b>29%</b> |
| <b>&gt;\$350K - \$2M</b>   | <b>3,067</b> | <b>52%</b> | <b>2,967</b> | <b>50%</b> | <b>3,600</b> | <b>53%</b> | <b>3,086</b> | <b>53%</b> | <b>2,271</b> | <b>53%</b> | <b>2,433</b> | <b>55%</b> |
| <b>&gt;\$2M</b>            | <b>111</b>   | <b>2%</b>  | <b>243</b>   | <b>4%</b>  | <b>404</b>   | <b>6%</b>  | <b>330</b>   | <b>6%</b>  | <b>264</b>   | <b>6%</b>  | <b>303</b>   | <b>7%</b>  |

All Activity illustrated above is as of 07/11 for each FY listed.