

| | 2011 | | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | | | | | | | |
|----------------------------|------|----------------------|------|----------------------|--------------------|----------------------|------|----------------------|------|----------------------|--------------------|----------------------|----|--------------------|-----|----|--------------------|-----|
| All 7(A) | \$ | 2,288,928,000 | \$ | 1,186,047,400 | \$ | 1,407,324,200 | \$ | 1,059,165,800 | \$ | 1,948,198,700 | \$ | 1,997,399,100 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 579,162,800 | 25% | \$ | 340,473,300 | 29% | \$ | 364,281,000 | 26% | \$ | 334,423,000 | 32% | \$ | 568,921,000 | 29% | \$ | 580,729,300 | 29% |
| AMERICAN INDIAN | \$ | 15,982,400 | 1% | \$ | 8,743,500 | 1% | \$ | 3,910,900 | 0% | \$ | 3,783,300 | 0% | \$ | 15,588,000 | 1% | \$ | 5,018,500 | 0% |
| ASIAN OR PACIFI | \$ | 418,496,000 | 18% | \$ | 247,505,000 | 21% | \$ | 272,177,500 | 19% | \$ | 255,917,200 | 24% | \$ | 393,312,700 | 20% | \$ | 432,979,700 | 22% |
| BLACK | \$ | 49,543,900 | 2% | \$ | 22,467,000 | 2% | \$ | 27,916,500 | 2% | \$ | 21,025,700 | 2% | \$ | 33,925,900 | 2% | \$ | 38,078,800 | 2% |
| ESKIMO OR ALEUT | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| HISPANIC | \$ | 95,140,500 | 4% | \$ | 61,757,800 | 5% | \$ | 60,276,100 | 4% | \$ | 53,696,800 | 5% | \$ | 126,094,400 | 6% | \$ | 104,652,300 | 5% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| PUERTO RICAN | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 212,710,200 | 9% | \$ | 106,591,800 | 9% | \$ | 131,720,700 | 9% | \$ | 168,281,400 | 16% | \$ | 286,614,500 | 15% | \$ | 274,649,600 | 14% |
| WHITE | \$ | 1,497,055,000 | 65% | \$ | 738,982,300 | 62% | \$ | 911,322,500 | 65% | \$ | 556,461,400 | 53% | \$ | 1,092,663,200 | 56% | \$ | 1,142,020,200 | 57% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | 380,560,400 | 17% | \$ | 198,977,100 | 17% | \$ | 224,644,600 | 16% | \$ | 177,270,500 | 17% | \$ | 309,368,900 | 16% | \$ | 296,395,000 | 15% |
| Female Owned more than 50% | \$ | 296,341,900 | 13% | \$ | 144,337,700 | 12% | \$ | 184,786,100 | 13% | \$ | 148,890,600 | 14% | \$ | 214,611,100 | 11% | \$ | 307,722,500 | 15% |
| Male Owned | \$ | 1,612,025,700 | 70% | \$ | 842,732,600 | 71% | \$ | 997,893,500 | 71% | \$ | 733,004,700 | 69% | \$ | 1,424,218,700 | 73% | \$ | 1,393,281,600 | 70% |
| Veteran | \$ | 115,166,200 | 5% | \$ | 49,021,600 | 4% | \$ | 67,444,500 | 5% | \$ | 32,776,700 | 3% | \$ | 80,590,900 | 4% | \$ | 90,870,700 | 5% |
| Hub, LMI, or EZEC | \$ | 904,994,700 | 40% | \$ | 474,844,600 | 40% | \$ | 521,370,200 | 37% | \$ | 392,298,700 | 37% | \$ | 769,890,600 | 40% | \$ | - | 0% |
| EXISTING BUSINESS | \$ | 1,667,603,000 | 73% | \$ | 837,506,700 | 71% | \$ | 1,048,357,400 | 74% | \$ | 774,038,100 | 73% | \$ | 1,299,006,500 | 67% | \$ | 1,274,017,700 | 64% |
| NEW BUSINESS | \$ | 597,260,000 | 26% | \$ | 342,982,900 | 29% | \$ | 357,478,800 | 25% | \$ | 284,797,700 | 27% | \$ | 639,503,400 | 33% | \$ | 713,517,400 | 36% |
| Rural | \$ | 553,540,900 | 24% | \$ | 241,557,500 | 20% | \$ | 197,040,300 | 14% | \$ | 140,222,600 | 13% | \$ | 357,442,000 | 18% | \$ | 339,039,000 | 17% |
| Urban | \$ | 1,735,387,100 | 76% | \$ | 944,489,900 | 80% | \$ | 1,210,283,900 | 86% | \$ | 918,943,200 | 87% | \$ | 1,590,756,700 | 82% | \$ | 1,658,360,100 | 83% |
| Export | \$ | 70,836,300 | 3% | \$ | 65,274,100 | 6% | \$ | 79,581,500 | 6% | \$ | 64,351,300 | 6% | \$ | 113,260,000 | 6% | \$ | 88,949,800 | 4% |
| CAPLine | \$ | 11,150,000 | 0% | \$ | 13,015,000 | 1% | \$ | 49,905,000 | 4% | \$ | 25,574,000 | 2% | \$ | 57,083,600 | 3% | \$ | 34,246,300 | 2% |
| PLP | \$ | 1,322,502,400 | 58% | \$ | 587,826,500 | 50% | \$ | 707,743,700 | 50% | \$ | 651,871,500 | 62% | \$ | 1,116,897,000 | 57% | \$ | 1,172,780,200 | 59% |
| Express | \$ | 251,223,300 | 11% | \$ | 160,745,000 | 14% | \$ | 158,660,600 | 11% | \$ | 109,101,400 | 10% | \$ | 204,260,200 | 10% | \$ | 205,795,200 | 10% |
| \$150K and Under | \$ | 196,244,600 | 9% | \$ | 132,202,500 | 11% | \$ | 135,090,800 | 10% | \$ | 115,735,400 | 11% | \$ | 205,707,400 | 11% | \$ | 213,644,000 | 11% |
| >\$150K - \$350K | \$ | 315,159,000 | 14% | \$ | 171,763,600 | 14% | \$ | 207,985,600 | 15% | \$ | 121,258,400 | 11% | \$ | 230,552,500 | 12% | \$ | 240,087,700 | 12% |
| >\$350K - \$2M | \$ | 1,514,255,400 | 66% | \$ | 618,876,600 | 52% | \$ | 750,288,600 | 53% | \$ | 534,841,300 | 50% | \$ | 899,898,800 | 46% | \$ | 983,020,800 | 49% |
| >\$2M | \$ | 263,269,000 | 12% | \$ | 263,204,700 | 22% | \$ | 313,959,200 | 22% | \$ | 287,330,700 | 27% | \$ | 612,040,000 | 31% | \$ | 560,646,600 | 28% |

All Activity illustrated above is as of 11/06 for each FY listed.

| | 2011 | | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | |
|----------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| All 7(A) | 6,593 | | 3,952 | | 4,232 | | 3,276 | | 5,502 | | 6,048 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 1,401 | 21% | 934 | 24% | 960 | 23% | 811 | 25% | 1,365 | 25% | 1,617 | 27% |
| AMERICAN INDIAN | 43 | 1% | 40 | 1% | 36 | 1% | 26 | 1% | 43 | 1% | 35 | 1% |
| ASIAN OR PACIFI | 769 | 12% | 502 | 13% | 499 | 12% | 431 | 13% | 728 | 13% | 817 | 14% |
| BLACK | 187 | 3% | 119 | 3% | 100 | 2% | 87 | 3% | 145 | 3% | 264 | 4% |
| ESKIMO OR ALEUT | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| HISPANIC | 402 | 6% | 273 | 7% | 325 | 8% | 267 | 8% | 449 | 8% | 501 | 8% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| PUERTO RICAN | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 477 | 7% | 360 | 9% | 392 | 9% | 431 | 13% | 814 | 15% | 777 | 13% |
| WHITE | 4,715 | 72% | 2,658 | 67% | 2,880 | 68% | 2,034 | 62% | 3,323 | 60% | 3,654 | 60% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | 1,009 | 15% | 606 | 15% | 670 | 16% | 518 | 16% | 815 | 15% | 822 | 14% |
| Female Owned more than 50% | 1,128 | 17% | 648 | 16% | 719 | 17% | 575 | 18% | 943 | 17% | 1,143 | 19% |
| Male Owned | 4,456 | 68% | 2,698 | 68% | 2,843 | 67% | 2,183 | 67% | 3,744 | 68% | 4,083 | 68% |
| Veteran | 471 | 7% | 228 | 6% | 236 | 6% | 177 | 5% | 213 | 4% | 271 | 4% |
| Hub, LMI, or EZEC | 2,475 | 38% | 1,471 | 37% | 1,584 | 37% | 1,233 | 38% | 2,041 | 37% | - | 0% |
| EXISTING BUSINESS | 4,575 | 69% | 2,700 | 68% | 2,934 | 69% | 2,276 | 69% | 3,737 | 68% | 3,681 | 61% |
| NEW BUSINESS | 1,968 | 30% | 1,248 | 32% | 1,296 | 31% | 998 | 30% | 1,751 | 32% | 2,356 | 39% |
| Rural | 1,437 | 22% | 604 | 15% | 488 | 12% | 504 | 15% | 874 | 16% | 1,045 | 17% |
| Urban | 5,156 | 78% | 3,348 | 85% | 3,744 | 88% | 2,772 | 85% | 4,628 | 84% | 5,003 | 83% |
| Export | 172 | 3% | 139 | 4% | 125 | 3% | 88 | 3% | 141 | 3% | 81 | 1% |
| CAPLine | 14 | 0% | 12 | 0% | 71 | 2% | 37 | 1% | 76 | 1% | 43 | 1% |
| PLP | 2,102 | 32% | 993 | 25% | 1,068 | 25% | 817 | 25% | 1,236 | 22% | 1,412 | 23% |
| Express | 2,784 | 42% | 2,209 | 56% | 2,095 | 50% | 1,751 | 53% | 2,917 | 53% | 3,322 | 55% |
| \$150K and Under | 3,512 | 53% | 2,436 | 62% | 2,400 | 57% | 2,070 | 63% | 3,364 | 61% | 3,824 | 63% |
| >\$150K - \$350K | 1,269 | 19% | 691 | 17% | 820 | 19% | 487 | 15% | 889 | 16% | 919 | 15% |
| >\$350K - \$2M | 1,729 | 26% | 738 | 19% | 907 | 21% | 626 | 19% | 1,050 | 19% | 1,122 | 19% |
| >\$2M | 83 | 1% | 87 | 2% | 105 | 2% | 93 | 3% | 199 | 4% | 183 | 3% |

All Activity illustrated above is as of 11/06 for each FY listed.

| | 2011 | | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | | | | | | | |
|----------------------------|------|--------------------|------|--------------------|-------------------|--------------------|------|--------------------|------|--------------------|-------------------|--------------------|----|--------------------|-----|----|--------------------|-----|
| All 504 | \$ | 434,566,000 | \$ | 363,160,000 | \$ | 593,690,000 | \$ | 250,631,000 | \$ | 436,653,000 | \$ | 523,420,000 | | | | | | |
| Ethnicity | | | | | | | | | | | | | | | | | | |
| All Minority | \$ | 116,277,000 | 27% | \$ | 78,890,000 | 22% | \$ | 136,921,000 | 23% | \$ | 54,908,000 | 22% | \$ | 124,348,000 | 28% | \$ | 166,735,000 | 32% |
| AMERICAN INDIAN | \$ | - | 0% | \$ | 777,000 | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| ASIAN OR PACIFI | \$ | 81,429,000 | 19% | \$ | 61,253,000 | 17% | \$ | 102,926,000 | 17% | \$ | 38,920,000 | 16% | \$ | 78,908,000 | 18% | \$ | 116,446,000 | 22% |
| BLACK | \$ | 5,914,000 | 1% | \$ | 5,467,000 | 2% | \$ | 10,211,000 | 2% | \$ | 3,616,000 | 1% | \$ | 5,262,000 | 1% | \$ | 10,515,000 | 2% |
| HISPANIC | \$ | 28,934,000 | 7% | \$ | 11,393,000 | 3% | \$ | 23,784,000 | 4% | \$ | 12,372,000 | 5% | \$ | 40,178,000 | 9% | \$ | 39,774,000 | 8% |
| MULTI-GROUP | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| PUERTO RICAN | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| UNDETERMINED | \$ | 19,305,000 | 4% | \$ | 18,172,000 | 5% | \$ | 53,209,000 | 9% | \$ | 14,188,000 | 6% | \$ | 35,873,000 | 8% | \$ | 39,306,000 | 8% |
| WHITE | \$ | 298,984,000 | 69% | \$ | 266,098,000 | 73% | \$ | 403,560,000 | 68% | \$ | 181,535,000 | 72% | \$ | 276,432,000 | 63% | \$ | 317,379,000 | 61% |
| Gender | | | | | | | | | | | | | | | | | | |
| Not Reported | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned 50% or less | \$ | - | 0% | \$ | 823,000 | 0% | \$ | 1,066,000 | 0% | \$ | - | 0% | \$ | - | 0% | \$ | - | 0% |
| Female Owned more than 50% | \$ | 60,366,000 | 14% | \$ | 37,008,000 | 10% | \$ | 64,362,000 | 11% | \$ | 19,849,000 | 8% | \$ | 59,107,000 | 14% | \$ | 57,440,000 | 11% |
| Male Owned | \$ | 374,200,000 | 86% | \$ | 325,329,000 | 90% | \$ | 528,262,000 | 89% | \$ | 230,782,000 | 92% | \$ | 377,546,000 | 86% | \$ | 465,980,000 | 89% |
| Veteran | \$ | 14,063,000 | 3% | \$ | 19,152,000 | 5% | \$ | 20,409,000 | 3% | \$ | 11,489,000 | 5% | \$ | 15,589,000 | 4% | \$ | 17,216,000 | 3% |
| Hub, LMI, or EZEC | \$ | 142,824,000 | 33% | \$ | 136,119,000 | 37% | \$ | 205,828,000 | 35% | \$ | 83,817,000 | 33% | \$ | 160,910,000 | 37% | \$ | - | 0% |
| EXISTING BUSINESS | \$ | 379,214,000 | 87% | \$ | 314,755,000 | 87% | \$ | 506,146,000 | 85% | \$ | 216,551,000 | 86% | \$ | 368,253,000 | 84% | \$ | 403,009,000 | 77% |
| NEW BUSINESS | \$ | 55,352,000 | 13% | \$ | 48,405,000 | 13% | \$ | 87,544,000 | 15% | \$ | 34,080,000 | 14% | \$ | 68,400,000 | 16% | \$ | 120,411,000 | 23% |
| Rural | \$ | 85,374,000 | 20% | \$ | 93,298,000 | 26% | \$ | 123,481,000 | 21% | \$ | 53,641,000 | 21% | \$ | 86,583,000 | 20% | \$ | 108,207,000 | 21% |
| Urban | \$ | 349,192,000 | 80% | \$ | 269,862,000 | 74% | \$ | 470,209,000 | 79% | \$ | 196,990,000 | 79% | \$ | 350,070,000 | 80% | \$ | 415,213,000 | 79% |
| Export | \$ | 6,218,000 | 1% | \$ | 10,191,000 | 3% | \$ | 31,880,000 | 5% | \$ | 16,283,000 | 6% | \$ | 21,579,000 | 5% | \$ | - | 0% |
| \$150K and Under | \$ | 12,788,000 | 3% | \$ | 7,874,000 | 2% | \$ | 10,782,000 | 2% | \$ | 6,144,000 | 2% | \$ | 6,439,000 | 1% | \$ | 6,475,000 | 1% |
| >\$150K - \$350K | \$ | 58,834,000 | 14% | \$ | 44,230,000 | 12% | \$ | 63,360,000 | 11% | \$ | 32,299,000 | 13% | \$ | 44,311,000 | 10% | \$ | 37,254,000 | 7% |
| >\$350K - \$2M | \$ | 320,414,000 | 74% | \$ | 248,020,000 | 68% | \$ | 349,307,000 | 59% | \$ | 158,378,000 | 63% | \$ | 271,821,000 | 62% | \$ | 277,301,000 | 53% |
| >\$2M | \$ | 42,530,000 | 10% | \$ | 63,036,000 | 17% | \$ | 170,241,000 | 29% | \$ | 53,810,000 | 21% | \$ | 114,082,000 | 26% | \$ | 202,390,000 | 39% |

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| | 2011 | | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| All 504 | 796 | | 595 | | 871 | | 412 | | 619 | | 610 | |
| Ethnicity | | | | | | | | | | | | |
| All Minority | 173 | 22% | 119 | 20% | 176 | 20% | 81 | 20% | 148 | 24% | 136 | 22% |
| AMERICAN INDIAN | - | 0% | 3 | 1% | - | 0% | - | 0% | - | 0% | - | 0% |
| ASIAN OR PACIFI | 111 | 14% | 74 | 12% | 108 | 12% | 35 | 8% | 81 | 13% | 73 | 12% |
| BLACK | 14 | 2% | 16 | 3% | 21 | 2% | 9 | 2% | 8 | 1% | 11 | 2% |
| HISPANIC | 48 | 6% | 26 | 4% | 47 | 5% | 37 | 9% | 59 | 10% | 52 | 9% |
| MULTI-GROUP | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| PUERTO RICAN | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| UNDETERMINED | 38 | 5% | 29 | 5% | 57 | 7% | 21 | 5% | 37 | 6% | 51 | 8% |
| WHITE | 585 | 73% | 447 | 75% | 638 | 73% | 310 | 75% | 434 | 70% | 423 | 69% |
| Gender | | | | | | | | | | | | |
| Not Reported | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned 50% or less | - | 0% | 2 | 0% | 2 | 0% | - | 0% | - | 0% | - | 0% |
| Female Owned more than 50% | 137 | 17% | 81 | 14% | 125 | 14% | 59 | 14% | 102 | 16% | 97 | 16% |
| Male Owned | 659 | 83% | 512 | 86% | 744 | 85% | 353 | 86% | 517 | 84% | 513 | 84% |
| Veteran | 30 | 4% | 39 | 7% | 36 | 4% | 23 | 6% | 21 | 3% | 32 | 5% |
| Hub, LMI, or EZEC | 252 | 32% | 219 | 37% | 326 | 37% | 146 | 35% | 229 | 37% | - | 0% |
| EXISTING BUSINESS | 710 | 89% | 512 | 86% | 768 | 88% | 365 | 89% | 526 | 85% | 515 | 84% |
| NEW BUSINESS | 86 | 11% | 83 | 14% | 103 | 12% | 47 | 11% | 93 | 15% | 95 | 16% |
| Rural | 192 | 24% | 179 | 30% | 207 | 24% | 109 | 26% | 144 | 23% | 140 | 23% |
| Urban | 604 | 76% | 416 | 70% | 664 | 76% | 303 | 74% | 475 | 77% | 470 | 77% |
| Export | 13 | 2% | 16 | 3% | 30 | 3% | 18 | 4% | 22 | 4% | - | 0% |
| \$150K and Under | 119 | 15% | 75 | 13% | 100 | 11% | 58 | 14% | 58 | 9% | 59 | 10% |
| >\$150K - \$350K | 243 | 31% | 179 | 30% | 259 | 30% | 138 | 33% | 180 | 29% | 154 | 25% |
| >\$350K - \$2M | 418 | 53% | 320 | 54% | 458 | 53% | 201 | 49% | 344 | 56% | 333 | 55% |
| >\$2M | 16 | 2% | 21 | 4% | 54 | 6% | 15 | 4% | 37 | 6% | 64 | 10% |

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