

	2012		2013		2014		2015		2016		2017							
<b>All 7(A)</b>	\$	<b>3,228,388,500</b>	\$	<b>3,867,145,300</b>	\$	<b>3,611,363,100</b>	\$	<b>4,751,521,900</b>	\$	<b>5,025,401,000</b>	\$	<b>5,613,254,900</b>						
<b>Ethnicity</b>																		
<b>All Minority</b>	\$	<b>858,413,300</b>	27%	\$	<b>994,919,400</b>	26%	\$	<b>1,096,168,000</b>	30%	\$	<b>1,400,539,600</b>	29%	\$	<b>1,474,174,600</b>	29%	\$	<b>1,835,219,900</b>	33%
AMERICAN INDIAN	\$	15,583,900	0%	\$	17,568,000	0%	\$	17,858,600	0%	\$	28,251,400	1%	\$	14,900,700	0%	\$	36,246,900	1%
ASIAN OR PACIFI	\$	640,084,100	20%	\$	738,056,300	19%	\$	826,090,600	23%	\$	995,148,400	21%	\$	1,095,100,700	22%	\$	1,345,214,900	24%
BLACK	\$	51,795,300	2%	\$	58,587,200	2%	\$	76,541,400	2%	\$	92,281,400	2%	\$	96,280,700	2%	\$	128,750,600	2%
HISPANIC	\$	150,950,000	5%	\$	180,707,900	5%	\$	175,677,400	5%	\$	284,858,400	6%	\$	267,892,500	5%	\$	325,007,500	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	286,090,700	9%	\$	408,043,100	11%	\$	549,645,100	15%	\$	672,003,100	14%	\$	674,101,000	13%	\$	815,032,300	15%
WHITE	\$	2,083,884,500	65%	\$	2,464,182,800	64%	\$	1,965,550,000	54%	\$	2,678,979,200	56%	\$	2,877,125,400	57%	\$	2,963,002,700	53%
<b>Gender</b>																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	556,376,000	17%	\$	614,384,000	16%	\$	591,231,100	16%	\$	774,537,900	16%	\$	802,662,000	16%	\$	848,956,600	15%
Female Owned more than 50%	\$	388,250,200	12%	\$	497,257,600	13%	\$	441,583,000	12%	\$	596,429,400	13%	\$	714,330,700	14%	\$	823,530,800	15%
Male Owned	\$	2,283,762,300	71%	\$	2,755,503,700	71%	\$	2,578,549,000	71%	\$	3,380,554,600	71%	\$	3,508,408,300	70%	\$	3,940,767,500	70%
<b>Veteran</b>	\$	130,506,400	4%	\$	129,197,400	3%	\$	143,651,600	4%	\$	218,067,300	5%	\$	250,815,300	5%	\$	202,753,500	4%
<b>EXISTING BUSINESS</b>	\$	2,350,518,700	73%	\$	2,898,820,800	75%	\$	2,606,978,000	72%	\$	3,193,407,000	67%	\$	3,211,961,800	64%	\$	3,634,268,600	65%
<b>NEW BUSINESS</b>	\$	869,716,100	27%	\$	962,723,500	25%	\$	991,123,700	27%	\$	1,544,376,100	33%	\$	1,796,154,700	36%	\$	1,968,335,200	35%
<b>Rural</b>	\$	553,076,200	17%	\$	531,387,900	14%	\$	567,421,000	16%	\$	805,715,000	17%	\$	793,943,000	16%	\$	794,632,300	14%
<b>Urban</b>	\$	2,675,312,300	83%	\$	3,335,757,400	86%	\$	3,043,942,100	84%	\$	3,945,806,900	83%	\$	4,231,458,000	84%	\$	4,818,622,600	86%
<b>Export</b>	\$	184,106,000	6%	\$	265,146,500	7%	\$	269,680,200	7%	\$	311,343,300	7%	\$	334,811,500	7%	\$	229,618,400	4%
<b>CAPLine</b>	\$	59,742,300	2%	\$	130,580,900	3%	\$	73,408,000	2%	\$	110,449,100	2%	\$	75,548,100	2%	\$	47,751,300	1%
<b>PLP</b>	\$	1,698,151,500	53%	\$	2,113,447,200	55%	\$	2,174,892,000	60%	\$	2,909,914,800	61%	\$	3,199,543,600	64%	\$	3,778,640,100	67%
<b>Express</b>	\$	391,605,700	12%	\$	373,282,800	10%	\$	330,099,700	9%	\$	452,136,700	10%	\$	469,202,600	9%	\$	434,671,100	8%
<b>\$150K and Under</b>	\$	321,576,100	10%	\$	314,676,000	8%	\$	330,942,000	9%	\$	474,090,700	10%	\$	485,200,500	10%	\$	455,304,900	8%
<b>&gt;\$150K - \$350K</b>	\$	442,300,100	14%	\$	486,054,800	13%	\$	410,456,200	11%	\$	541,134,900	11%	\$	566,130,000	11%	\$	602,854,200	11%
<b>&gt;\$350K - \$2M</b>	\$	1,638,363,200	51%	\$	2,079,951,100	54%	\$	1,809,988,400	50%	\$	2,237,008,100	47%	\$	2,489,600,100	50%	\$	2,542,905,600	45%
<b>&gt;\$2M</b>	\$	826,149,100	26%	\$	986,463,400	26%	\$	1,059,976,500	29%	\$	1,499,288,200	32%	\$	1,484,470,400	30%	\$	2,012,190,200	36%

All Activity illustrated above is as of 12/23 for each FY listed.

	2012		2013		2014		2015		2016		2017	
<b>All 7(A)</b>	<b>9,817</b>		<b>10,191</b>		<b>9,659</b>		<b>12,969</b>		<b>13,903</b>		<b>13,187</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>2,236</b>	<b>23%</b>	<b>2,349</b>	<b>23%</b>	<b>2,395</b>	<b>25%</b>	<b>3,204</b>	<b>25%</b>	<b>3,736</b>	<b>27%</b>	<b>3,517</b>	<b>27%</b>
AMERICAN INDIAN	86	1%	87	1%	76	1%	97	1%	87	1%	87	1%
ASIAN OR PACIFI	1,181	12%	1,287	13%	1,332	14%	1,703	13%	1,888	14%	1,857	14%
BLACK	273	3%	229	2%	263	3%	389	3%	531	4%	494	4%
HISPANIC	696	7%	746	7%	724	7%	1,015	8%	1,230	9%	1,079	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	865	9%	986	10%	1,202	12%	1,880	14%	1,653	12%	1,866	14%
WHITE	6,716	68%	6,856	67%	6,062	63%	7,885	61%	8,514	61%	7,804	59%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,559	16%	1,595	16%	1,498	16%	1,943	15%	1,943	14%	1,826	14%
Female Owned more than 50%	1,629	17%	1,663	16%	1,575	16%	2,258	17%	2,558	18%	2,391	18%
Male Owned	6,629	68%	6,933	68%	6,586	68%	8,768	68%	9,402	68%	8,970	68%
<b>Veteran</b>	<b>518</b>	<b>5%</b>	<b>507</b>	<b>5%</b>	<b>506</b>	<b>5%</b>	<b>556</b>	<b>4%</b>	<b>666</b>	<b>5%</b>	<b>656</b>	<b>5%</b>
<b>EXISTING BUSINESS</b>	<b>6,831</b>	<b>70%</b>	<b>7,053</b>	<b>69%</b>	<b>6,720</b>	<b>70%</b>	<b>8,766</b>	<b>68%</b>	<b>8,416</b>	<b>61%</b>	<b>8,194</b>	<b>62%</b>
<b>NEW BUSINESS</b>	<b>2,978</b>	<b>30%</b>	<b>3,132</b>	<b>31%</b>	<b>2,922</b>	<b>30%</b>	<b>4,176</b>	<b>32%</b>	<b>5,465</b>	<b>39%</b>	<b>4,974</b>	<b>38%</b>
<b>Rural</b>	<b>1,406</b>	<b>14%</b>	<b>1,200</b>	<b>12%</b>	<b>1,545</b>	<b>16%</b>	<b>2,021</b>	<b>16%</b>	<b>2,337</b>	<b>17%</b>	<b>2,011</b>	<b>15%</b>
<b>Urban</b>	<b>8,411</b>	<b>86%</b>	<b>8,991</b>	<b>88%</b>	<b>8,114</b>	<b>84%</b>	<b>10,948</b>	<b>84%</b>	<b>11,566</b>	<b>83%</b>	<b>11,176</b>	<b>85%</b>
<b>Export</b>	<b>341</b>	<b>3%</b>	<b>342</b>	<b>3%</b>	<b>324</b>	<b>3%</b>	<b>362</b>	<b>3%</b>	<b>408</b>	<b>3%</b>	<b>229</b>	<b>2%</b>
<b>CAPLine</b>	<b>67</b>	<b>1%</b>	<b>177</b>	<b>2%</b>	<b>101</b>	<b>1%</b>	<b>143</b>	<b>1%</b>	<b>105</b>	<b>1%</b>	<b>86</b>	<b>1%</b>
<b>PLP</b>	<b>2,651</b>	<b>27%</b>	<b>2,885</b>	<b>28%</b>	<b>2,642</b>	<b>27%</b>	<b>3,193</b>	<b>25%</b>	<b>3,670</b>	<b>26%</b>	<b>4,153</b>	<b>31%</b>
<b>Express</b>	<b>5,253</b>	<b>54%</b>	<b>4,840</b>	<b>47%</b>	<b>4,683</b>	<b>48%</b>	<b>6,596</b>	<b>51%</b>	<b>7,219</b>	<b>52%</b>	<b>6,093</b>	<b>46%</b>
<b>\$150K and Under</b>	<b>5,822</b>	<b>59%</b>	<b>5,503</b>	<b>54%</b>	<b>5,580</b>	<b>58%</b>	<b>7,759</b>	<b>60%</b>	<b>8,423</b>	<b>61%</b>	<b>7,281</b>	<b>55%</b>
<b>&gt;\$150K - \$350K</b>	<b>1,774</b>	<b>18%</b>	<b>1,925</b>	<b>19%</b>	<b>1,615</b>	<b>17%</b>	<b>2,084</b>	<b>16%</b>	<b>2,134</b>	<b>15%</b>	<b>2,276</b>	<b>17%</b>
<b>&gt;\$350K - \$2M</b>	<b>1,955</b>	<b>20%</b>	<b>2,438</b>	<b>24%</b>	<b>2,117</b>	<b>22%</b>	<b>2,642</b>	<b>20%</b>	<b>2,861</b>	<b>21%</b>	<b>2,989</b>	<b>23%</b>
<b>&gt;\$2M</b>	<b>266</b>	<b>3%</b>	<b>325</b>	<b>3%</b>	<b>347</b>	<b>4%</b>	<b>484</b>	<b>4%</b>	<b>485</b>	<b>3%</b>	<b>641</b>	<b>5%</b>

All Activity illustrated above is as of 12/23 for each FY listed.

	2012		2013		2014		2015		2016		2017							
<b>All 504</b>	\$	<b>1,118,198,000</b>	\$	<b>1,259,666,000</b>	\$	<b>891,997,000</b>	\$	<b>938,063,000</b>	\$	<b>1,134,333,000</b>	\$	<b>1,131,488,000</b>						
<b>Ethnicity</b>																		
<b>All Minority</b>	\$	<b>242,656,000</b>	22%	\$	<b>270,622,000</b>	21%	\$	<b>229,614,000</b>	26%	\$	<b>253,891,000</b>	27%	\$	<b>333,287,000</b>	29%	\$	<b>324,340,000</b>	29%
AMERICAN INDIAN	\$	1,739,000	0%	\$	842,000	0%	\$	1,150,000	0%	\$	3,569,000	0%	\$	760,000	0%			
ASIAN OR PACIFI	\$	175,807,000	16%	\$	197,643,000	16%	\$	171,422,000	19%	\$	164,240,000	18%	\$	241,562,000	21%	\$	238,586,000	21%
BLACK	\$	9,735,000	1%	\$	21,690,000	2%	\$	14,242,000	2%	\$	11,821,000	1%	\$	13,671,000	1%	\$	24,735,000	2%
HISPANIC	\$	55,375,000	5%	\$	50,447,000	4%	\$	42,800,000	5%	\$	76,609,000	8%	\$	74,485,000	7%	\$	60,259,000	5%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	48,530,000	4%	\$	97,566,000	8%	\$	64,421,000	7%	\$	79,841,000	9%	\$	103,281,000	9%	\$	99,691,000	9%
WHITE	\$	827,012,000	74%	\$	891,478,000	71%	\$	597,962,000	67%	\$	604,331,000	64%	\$	697,765,000	62%	\$	707,457,000	63%
<b>Gender</b>																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	5,391,000	0%	\$	8,064,000	1%	\$	5,171,000	1%	\$	2,694,000	0%	\$	2,662,000	0%	\$	39,038,000	3%
Female Owned more than 50%	\$	123,860,000	11%	\$	140,954,000	11%	\$	88,532,000	10%	\$	114,967,000	12%	\$	125,678,000	11%	\$	136,807,000	12%
Male Owned	\$	988,947,000	88%	\$	1,110,648,000	88%	\$	798,294,000	89%	\$	820,402,000	87%	\$	1,005,993,000	89%	\$	955,643,000	84%
<b>Veteran</b>	\$	46,722,000	4%	\$	41,533,000	3%	\$	37,296,000	4%	\$	43,139,000	5%	\$	38,603,000	3%	\$	32,501,000	3%
<b>EXISTING BUSINESS</b>	\$	966,183,000	86%	\$	1,087,895,000	86%	\$	759,644,000	85%	\$	786,810,000	84%	\$	918,110,000	81%	\$	977,824,000	86%
<b>NEW BUSINESS</b>	\$	152,015,000	14%	\$	171,771,000	14%	\$	132,353,000	15%	\$	151,253,000	16%	\$	216,223,000	19%	\$	153,664,000	14%
<b>Rural</b>	\$	248,625,000	22%	\$	265,160,000	21%	\$	201,896,000	23%	\$	202,285,000	22%	\$	248,669,000	22%	\$	235,242,000	21%
<b>Urban</b>	\$	869,573,000	78%	\$	994,506,000	79%	\$	690,101,000	77%	\$	735,778,000	78%	\$	885,664,000	78%	\$	896,246,000	79%
<b>Export</b>	\$	30,432,000	3%	\$	49,219,000	4%	\$	46,814,000	5%	\$	47,350,000	5%	\$	41,747,000	4%	\$	4,868,000	0%
<b>\$150K and Under</b>	\$	23,221,000	2%	\$	25,226,000	2%	\$	16,880,000	2%	\$	13,782,000	1%	\$	13,632,000	1%	\$	15,864,000	1%
<b>&gt;\$150K - \$350K</b>	\$	137,010,000	12%	\$	140,568,000	11%	\$	95,728,000	11%	\$	95,674,000	10%	\$	88,952,000	8%	\$	95,755,000	8%
<b>&gt;\$350K - \$2M</b>	\$	679,409,000	61%	\$	771,205,000	61%	\$	533,094,000	60%	\$	579,286,000	62%	\$	601,077,000	53%	\$	639,127,000	56%
<b>&gt;\$2M</b>	\$	278,558,000	25%	\$	322,667,000	26%	\$	246,295,000	28%	\$	249,321,000	27%	\$	430,672,000	38%	\$	380,742,000	34%

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	2012		2013		2014		2015		2016		2017	
<b>All 504</b>	<b>1,737</b>		<b>1,920</b>		<b>1,288</b>		<b>1,313</b>		<b>1,336</b>		<b>1,412</b>	
<b>Ethnicity</b>												
<b>All Minority</b>	<b>342</b>	<b>20%</b>	<b>378</b>	<b>20%</b>	<b>267</b>	<b>21%</b>	<b>294</b>	<b>22%</b>	<b>279</b>	<b>21%</b>	<b>330</b>	<b>23%</b>
AMERICAN INDIAN	5	0%	2	0%	1	0%	3	0%	3	0%	2	0%
ASIAN OR PACIFI	211	12%	227	12%	143	11%	160	12%	157	12%	194	14%
BLACK	25	1%	32	2%	22	2%	19	1%	18	1%	33	2%
HISPANIC	101	6%	117	6%	101	8%	112	9%	101	8%	101	7%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	78	4%	115	6%	91	7%	90	7%	116	9%	98	7%
WHITE	1,317	76%	1,427	74%	930	72%	929	71%	941	70%	984	70%
<b>Gender</b>												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	8	0%	10	1%	4	0%	5	0%	4	0%	74	5%
Female Owned more than 50%	235	14%	289	15%	177	14%	188	14%	204	15%	227	16%
Male Owned	1,494	86%	1,621	84%	1,107	86%	1,120	85%	1,128	84%	1,111	79%
<b>Veteran</b>	<b>89</b>	<b>5%</b>	<b>85</b>	<b>4%</b>	<b>64</b>	<b>5%</b>	<b>63</b>	<b>5%</b>	<b>68</b>	<b>5%</b>	<b>55</b>	<b>4%</b>
<b>EXISTING BUSINESS</b>	<b>1,532</b>	<b>88%</b>	<b>1,705</b>	<b>89%</b>	<b>1,126</b>	<b>87%</b>	<b>1,123</b>	<b>86%</b>	<b>1,155</b>	<b>86%</b>	<b>1,243</b>	<b>88%</b>
<b>NEW BUSINESS</b>	<b>205</b>	<b>12%</b>	<b>215</b>	<b>11%</b>	<b>162</b>	<b>13%</b>	<b>190</b>	<b>14%</b>	<b>181</b>	<b>14%</b>	<b>169</b>	<b>12%</b>
<b>Rural</b>	<b>466</b>	<b>27%</b>	<b>474</b>	<b>25%</b>	<b>319</b>	<b>25%</b>	<b>320</b>	<b>24%</b>	<b>335</b>	<b>25%</b>	<b>359</b>	<b>25%</b>
<b>Urban</b>	<b>1,271</b>	<b>73%</b>	<b>1,446</b>	<b>75%</b>	<b>969</b>	<b>75%</b>	<b>993</b>	<b>76%</b>	<b>1,001</b>	<b>75%</b>	<b>1,053</b>	<b>75%</b>
<b>Export</b>	<b>39</b>	<b>2%</b>	<b>54</b>	<b>3%</b>	<b>49</b>	<b>4%</b>	<b>51</b>	<b>4%</b>	<b>43</b>	<b>3%</b>	<b>5</b>	<b>0%</b>
<b>\$150K and Under</b>	<b>216</b>	<b>12%</b>	<b>234</b>	<b>12%</b>	<b>152</b>	<b>12%</b>	<b>122</b>	<b>9%</b>	<b>125</b>	<b>9%</b>	<b>142</b>	<b>10%</b>
<b>&gt;\$150K - \$350K</b>	<b>554</b>	<b>32%</b>	<b>580</b>	<b>30%</b>	<b>398</b>	<b>31%</b>	<b>395</b>	<b>30%</b>	<b>357</b>	<b>27%</b>	<b>381</b>	<b>27%</b>
<b>&gt;\$350K - \$2M</b>	<b>873</b>	<b>50%</b>	<b>1,002</b>	<b>52%</b>	<b>662</b>	<b>51%</b>	<b>716</b>	<b>55%</b>	<b>721</b>	<b>54%</b>	<b>770</b>	<b>55%</b>
<b>&gt;\$2M</b>	<b>94</b>	<b>5%</b>	<b>104</b>	<b>5%</b>	<b>76</b>	<b>6%</b>	<b>80</b>	<b>6%</b>	<b>133</b>	<b>10%</b>	<b>119</b>	<b>8%</b>

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