

	2012		2013		2014		2015		2016		2017							
All 7(A)	\$	3,442,724,500	\$	4,116,844,700	\$	3,880,135,700	\$	5,018,601,700	\$	5,305,738,600	\$	5,957,858,600						
Ethnicity																		
All Minority	\$	920,606,100	27%	\$	1,060,587,800	26%	\$	1,176,888,400	30%	\$	1,475,534,700	29%	\$	1,561,150,300	29%	\$	1,940,720,700	33%
AMERICAN INDIAN	\$	15,778,900	0%	\$	18,778,000	0%	\$	18,033,600	0%	\$	28,276,400	1%	\$	16,053,900	0%	\$	36,869,900	1%
ASIAN OR PACIFI	\$	686,173,600	20%	\$	781,450,100	19%	\$	882,669,900	23%	\$	1,051,716,600	21%	\$	1,156,632,600	22%	\$	1,423,274,300	24%
BLACK	\$	54,824,100	2%	\$	64,652,900	2%	\$	87,614,600	2%	\$	95,139,500	2%	\$	103,397,600	2%	\$	132,869,500	2%
HISPANIC	\$	163,829,500	5%	\$	195,706,800	5%	\$	188,570,300	5%	\$	300,402,200	6%	\$	285,066,200	5%	\$	347,707,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	309,489,200	9%	\$	448,714,100	11%	\$	603,926,400	16%	\$	690,393,300	14%	\$	702,819,000	13%	\$	855,727,300	14%
WHITE	\$	2,212,629,200	64%	\$	2,607,542,800	63%	\$	2,099,320,900	54%	\$	2,852,673,700	57%	\$	3,041,769,300	57%	\$	3,161,410,600	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	587,213,400	17%	\$	644,742,400	16%	\$	626,530,800	16%	\$	815,599,100	16%	\$	836,541,100	16%	\$	898,376,600	15%
Female Owned more than 50%	\$	415,055,200	12%	\$	525,349,500	13%	\$	480,677,200	12%	\$	626,912,200	12%	\$	764,125,900	14%	\$	877,681,900	15%
Male Owned	\$	2,440,455,900	71%	\$	2,946,752,800	72%	\$	2,772,927,700	71%	\$	3,576,090,400	71%	\$	3,705,071,600	70%	\$	4,181,800,100	70%
Veteran	\$	143,264,400	4%	\$	142,690,500	3%	\$	153,715,400	4%	\$	235,573,600	5%	\$	270,317,300	5%	\$	213,998,700	4%
EXISTING BUSINESS	\$	2,519,847,600	73%	\$	3,081,540,900	75%	\$	2,804,386,600	72%	\$	3,373,544,500	67%	\$	3,385,213,100	64%	\$	3,859,018,800	65%
NEW BUSINESS	\$	914,723,200	27%	\$	1,029,702,800	25%	\$	1,062,060,500	27%	\$	1,630,047,400	32%	\$	1,903,241,000	36%	\$	2,088,188,700	35%
Rural	\$	580,810,100	17%	\$	563,257,500	14%	\$	609,952,600	16%	\$	835,893,500	17%	\$	820,220,800	15%	\$	850,716,200	14%
Urban	\$	2,861,914,400	83%	\$	3,553,587,200	86%	\$	3,270,183,100	84%	\$	4,182,708,200	83%	\$	4,485,517,800	85%	\$	5,107,142,400	86%
Export	\$	191,895,000	6%	\$	284,767,700	7%	\$	278,197,200	7%	\$	320,843,100	6%	\$	347,868,500	7%	\$	260,607,700	4%
CAPLine	\$	60,847,300	2%	\$	135,130,900	3%	\$	83,058,000	2%	\$	121,574,100	2%	\$	77,148,100	1%	\$	51,001,300	1%
PLP	\$	1,812,819,400	53%	\$	2,277,970,800	55%	\$	2,350,334,000	61%	\$	3,078,426,600	61%	\$	3,381,366,700	64%	\$	4,015,718,000	67%
Express	\$	410,781,400	12%	\$	394,700,600	10%	\$	346,091,800	9%	\$	474,364,900	9%	\$	494,645,400	9%	\$	457,140,000	8%
\$150K and Under	\$	339,136,300	10%	\$	330,094,700	8%	\$	352,098,800	9%	\$	498,163,300	10%	\$	512,475,900	10%	\$	480,190,900	8%
>\$150K - \$350K	\$	466,707,400	14%	\$	512,572,000	12%	\$	445,062,200	11%	\$	568,884,900	11%	\$	597,452,300	11%	\$	634,980,000	11%
>\$350K - \$2M	\$	1,754,567,100	51%	\$	2,214,122,500	54%	\$	1,952,045,700	50%	\$	2,376,016,900	47%	\$	2,621,789,700	49%	\$	2,701,043,500	45%
>\$2M	\$	882,313,700	26%	\$	1,060,055,500	26%	\$	1,130,929,000	29%	\$	1,575,536,600	31%	\$	1,574,020,700	30%	\$	2,141,644,200	36%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	10,419		10,741		10,275		13,651		14,636		13,905	
Ethnicity												
All Minority	2,371	23%	2,470	23%	2,557	25%	3,352	25%	3,912	27%	3,701	27%
AMERICAN INDIAN	90	1%	92	1%	79	1%	98	1%	89	1%	92	1%
ASIAN OR PACIFI	1,255	12%	1,350	13%	1,425	14%	1,789	13%	1,984	14%	1,951	14%
BLACK	284	3%	245	2%	284	3%	406	3%	554	4%	516	4%
HISPANIC	742	7%	783	7%	769	7%	1,059	8%	1,285	9%	1,142	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	922	9%	1,052	10%	1,278	12%	1,957	14%	1,729	12%	1,951	14%
WHITE	7,126	68%	7,219	67%	6,440	63%	8,342	61%	8,995	61%	8,253	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,659	16%	1,680	16%	1,589	15%	2,041	15%	2,037	14%	1,928	14%
Female Owned more than 50%	1,725	17%	1,759	16%	1,685	16%	2,380	17%	2,703	18%	2,529	18%
Male Owned	7,035	68%	7,302	68%	7,001	68%	9,230	68%	9,896	68%	9,448	68%
Veteran	550	5%	541	5%	557	5%	601	4%	711	5%	687	5%
EXISTING BUSINESS	7,253	70%	7,433	69%	7,134	69%	9,209	67%	8,842	60%	8,643	62%
NEW BUSINESS	3,158	30%	3,302	31%	3,122	30%	4,412	32%	5,772	39%	5,243	38%
Rural	1,484	14%	1,263	12%	1,630	16%	2,132	16%	2,456	17%	2,122	15%
Urban	8,935	86%	9,478	88%	8,645	84%	11,519	84%	12,180	83%	11,783	85%
Export	365	4%	361	3%	342	3%	375	3%	423	3%	263	2%
CAPLine	70	1%	182	2%	110	1%	154	1%	107	1%	91	1%
PLP	2,822	27%	3,082	29%	2,876	28%	3,381	25%	3,874	26%	4,481	32%
Express	5,561	53%	5,091	47%	4,883	48%	6,929	51%	7,581	52%	6,397	46%
\$150K and Under	6,170	59%	5,768	54%	5,883	57%	8,147	60%	8,855	61%	7,645	55%
>\$150K - \$350K	1,873	18%	2,031	19%	1,743	17%	2,189	16%	2,255	15%	2,400	17%
>\$350K - \$2M	2,088	20%	2,593	24%	2,280	22%	2,807	21%	3,012	21%	3,179	23%
>\$2M	288	3%	349	3%	369	4%	508	4%	514	4%	681	5%

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	2012		2013		2014		2015		2016		2017							
All 504	\$	1,220,527,000	\$	1,337,683,000	\$	957,004,000	\$	984,349,000	\$	1,178,438,000	\$	1,204,936,000						
Ethnicity																		
All Minority	\$	263,035,000	22%	\$	297,318,000	22%	\$	246,387,000	26%	\$	261,430,000	27%	\$	350,728,000	30%	\$	339,758,000	28%
AMERICAN INDIAN	\$	1,739,000	0%	\$	842,000	0%	\$	1,150,000	0%	\$	1,221,000	0%	\$	3,569,000	0%	\$	760,000	0%
ASIAN OR PACIFI	\$	185,370,000	15%	\$	219,341,000	16%	\$	181,472,000	19%	\$	171,779,000	17%	\$	253,532,000	22%	\$	251,992,000	21%
BLACK	\$	16,128,000	1%	\$	22,176,000	2%	\$	14,956,000	2%	\$	11,821,000	1%	\$	14,524,000	1%	\$	24,829,000	2%
HISPANIC	\$	59,798,000	5%	\$	54,959,000	4%	\$	48,809,000	5%	\$	76,609,000	8%	\$	79,103,000	7%	\$	62,177,000	5%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	56,094,000	5%	\$	102,213,000	8%	\$	72,957,000	8%	\$	83,701,000	9%	\$	103,281,000	9%	\$	114,018,000	9%
WHITE	\$	901,398,000	74%	\$	938,152,000	70%	\$	637,660,000	67%	\$	639,218,000	65%	\$	724,429,000	61%	\$	751,160,000	62%
Gender																		
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%	\$	2,581,000	0%	\$	2,662,000	0%	\$	40,257,000	3%
Female Owned more than 50%	\$	130,240,000	11%	\$	149,814,000	11%	\$	99,216,000	10%	\$	118,276,000	12%	\$	130,059,000	11%	\$	140,371,000	12%
Male Owned	\$	1,084,896,000	89%	\$	1,179,805,000	88%	\$	852,617,000	89%	\$	863,492,000	88%	\$	1,045,717,000	89%	\$	1,024,308,000	85%
Veteran	\$	55,736,000	5%	\$	44,463,000	3%	\$	42,048,000	4%	\$	44,026,000	4%	\$	39,887,000	3%	\$	36,747,000	3%
EXISTING BUSINESS	\$	1,063,673,000	87%	\$	1,143,168,000	85%	\$	814,053,000	85%	\$	820,302,000	83%	\$	957,089,000	81%	\$	1,043,961,000	87%
NEW BUSINESS	\$	156,854,000	13%	\$	194,515,000	15%	\$	142,951,000	15%	\$	164,047,000	17%	\$	221,349,000	19%	\$	160,975,000	13%
Rural	\$	275,936,000	23%	\$	282,927,000	21%	\$	211,145,000	22%	\$	215,373,000	22%	\$	260,868,000	22%	\$	251,293,000	21%
Urban	\$	944,591,000	77%	\$	1,054,756,000	79%	\$	745,859,000	78%	\$	768,976,000	78%	\$	917,570,000	78%	\$	953,643,000	79%
Export	\$	34,778,000	3%	\$	50,107,000	4%	\$	50,479,000	5%	\$	48,914,000	5%	\$	42,124,000	4%	\$	7,275,000	1%
\$150K and Under	\$	24,924,000	2%	\$	25,930,000	2%	\$	18,121,000	2%	\$	14,230,000	1%	\$	14,277,000	1%	\$	16,822,000	1%
>\$150K - \$350K	\$	149,124,000	12%	\$	147,271,000	11%	\$	100,451,000	10%	\$	99,061,000	10%	\$	94,030,000	8%	\$	102,278,000	8%
>\$350K - \$2M	\$	747,567,000	61%	\$	811,151,000	61%	\$	575,810,000	60%	\$	609,267,000	62%	\$	629,103,000	53%	\$	681,666,000	57%
>\$2M	\$	298,912,000	24%	\$	353,331,000	26%	\$	262,622,000	27%	\$	261,791,000	27%	\$	441,028,000	37%	\$	404,170,000	34%

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	2012		2013		2014		2015		2016		2017	
All 504	1,893		2,009		1,376		1,369		1,399		1,507	
Ethnicity												
All Minority	371	20%	405	20%	283	21%	300	22%	297	21%	344	23%
AMERICAN INDIAN	5	0%	2	0%	1	0%	3	0%	3	0%	2	0%
ASIAN OR PACIFI	223	12%	245	12%	153	11%	166	12%	167	12%	203	13%
BLACK	32	2%	34	2%	24	2%	19	1%	20	1%	34	2%
HISPANIC	111	6%	124	6%	105	8%	112	8%	107	8%	105	7%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	86	5%	119	6%	95	7%	95	7%	116	8%	110	7%
WHITE	1,436	76%	1,485	74%	998	73%	974	71%	986	70%	1,053	70%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	8	0%	10	0%	4	0%	5	0%	4	0%	75	5%
Female Owned more than 50%	251	13%	302	15%	194	14%	196	14%	214	15%	237	16%
Male Owned	1,634	86%	1,697	84%	1,178	86%	1,168	85%	1,181	84%	1,195	79%
Veteran	101	5%	89	4%	70	5%	66	5%	71	5%	62	4%
EXISTING BUSINESS	1,680	89%	1,779	89%	1,203	87%	1,168	85%	1,211	87%	1,331	88%
NEW BUSINESS	213	11%	230	11%	173	13%	201	15%	188	13%	176	12%
Rural	507	27%	501	25%	331	24%	333	24%	352	25%	389	26%
Urban	1,386	73%	1,508	75%	1,045	76%	1,036	76%	1,047	75%	1,118	74%
Export	45	2%	56	3%	53	4%	54	4%	45	3%	7	0%
\$150K and Under	230	12%	240	12%	163	12%	127	9%	130	9%	151	10%
>\$150K - \$350K	601	32%	607	30%	417	30%	408	30%	378	27%	408	27%
>\$350K - \$2M	961	51%	1,049	52%	715	52%	750	55%	754	54%	822	55%
>\$2M	101	5%	113	6%	81	6%	84	6%	137	10%	126	8%

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