

|                            | 2012 |                       | 2013 |                       | 2014                 |                       | 2015 |                       | 2016 |                       | 2017                 |                       |    |                      |     |    |                |     |
|----------------------------|------|-----------------------|------|-----------------------|----------------------|-----------------------|------|-----------------------|------|-----------------------|----------------------|-----------------------|----|----------------------|-----|----|----------------|-----|
| <b>All 7(A)</b>            | \$   | <b>12,701,411,300</b> | \$   | <b>14,309,498,600</b> | \$                   | <b>15,617,229,700</b> | \$   | <b>20,607,764,100</b> | \$   | <b>19,947,389,843</b> | \$                   | <b>21,472,438,600</b> |    |                      |     |    |                |     |
| <b>Ethnicity</b>           |      |                       |      |                       |                      |                       |      |                       |      |                       |                      |                       |    |                      |     |    |                |     |
| <b>All Minority</b>        | \$   | <b>3,253,139,100</b>  | 26%  | \$                    | <b>3,969,666,000</b> | 28%                   | \$   | <b>4,538,297,400</b>  | 29%  | \$                    | <b>5,905,377,300</b> | 30%                   | \$ | <b>6,842,342,500</b> | 32% |    |                |     |
| AMERICAN INDIAN            | \$   | 67,727,100            | 1%   | \$                    | 64,120,000           | 0%                    | \$   | 72,132,000            | 0%   | \$                    | 127,058,300          | 1%                    | \$ | 99,622,800           | 0%  | \$ | 118,273,400    | 1%  |
| ASIAN OR PACIFI            | \$   | 2,371,542,300         | 19%  | \$                    | 2,966,348,100        | 21%                   | \$   | 3,350,241,600         | 21%  | \$                    | 4,211,373,600        | 20%                   | \$ | 4,378,716,200        | 22% | \$ | 4,976,755,400  | 23% |
| BLACK                      | \$   | 201,997,700           | 2%   | \$                    | 257,714,100          | 2%                    | \$   | 302,248,800           | 2%   | \$                    | 421,820,600          | 2%                    | \$ | 434,123,300          | 2%  | \$ | 534,291,400    | 2%  |
| HISPANIC                   | \$   | 611,872,000           | 5%   | \$                    | 681,483,800          | 5%                    | \$   | 813,675,000           | 5%   | \$                    | 1,145,124,800        | 6%                    | \$ | 1,092,862,800        | 5%  | \$ | 1,209,444,700  | 6%  |
| MULTI-GROUP                | \$   | -                     | 0%   | \$                    | -                    | 0%                    | \$   | -                     | 0%   | \$                    | -                    | 0%                    | \$ | -                    | 0%  | \$ | 3,578,000      | 0%  |
| UNDETERMINED               | \$   | 1,271,236,300         | 10%  | \$                    | 1,764,829,600        | 12%                   | \$   | 2,310,818,100         | 15%  | \$                    | 2,849,841,300        | 14%                   | \$ | 2,651,791,543        | 13% | \$ | 3,225,366,100  | 15% |
| WHITE                      | \$   | 8,177,035,900         | 64%  | \$                    | 8,575,003,000        | 60%                   | \$   | 8,768,114,200         | 56%  | \$                    | 11,852,545,500       | 58%                   | \$ | 11,290,273,200       | 57% | \$ | 11,404,730,000 | 53% |
| <b>Gender</b>              |      |                       |      |                       |                      |                       |      |                       |      |                       |                      |                       |    |                      |     |    |                |     |
| Not Reported               | \$   | -                     | 0%   | \$                    | -                    | 0%                    | \$   | -                     | 0%   | \$                    | 64,000               | 0%                    | \$ | -                    | 0%  | \$ | -              | 0%  |
| Female Owned 50% or less   | \$   | 2,122,926,100         | 17%  | \$                    | 2,315,131,600        | 16%                   | \$   | 2,652,901,200         | 17%  | \$                    | 3,402,570,300        | 17%                   | \$ | 3,181,237,700        | 16% | \$ | 3,326,418,200  | 15% |
| Female Owned more than 50% | \$   | 1,548,315,600         | 12%  | \$                    | 1,839,029,700        | 13%                   | \$   | 2,026,317,300         | 13%  | \$                    | 2,687,761,400        | 13%                   | \$ | 2,833,992,543        | 14% | \$ | 3,044,957,000  | 14% |
| Male Owned                 | \$   | 9,030,169,600         | 71%  | \$                    | 10,155,337,300       | 71%                   | \$   | 10,938,011,200        | 70%  | \$                    | 14,517,432,400       | 70%                   | \$ | 13,932,095,600       | 70% | \$ | 15,101,063,400 | 70% |
| <b>Veteran</b>             | \$   | 513,490,200           | 4%   | \$                    | 503,284,100          | 4%                    | \$   | 503,010,900           | 3%   | \$                    | 1,070,541,600        | 5%                    | \$ | 956,392,400          | 5%  | \$ | 837,323,100    | 4%  |
| <b>EXISTING BUSINESS</b>   | \$   | 9,289,641,800         | 73%  | \$                    | 10,442,781,500       | 73%                   | \$   | 10,901,527,000        | 70%  | \$                    | 13,605,512,400       | 66%                   | \$ | 12,878,743,100       | 65% | \$ | 13,742,947,000 | 64% |
| <b>NEW BUSINESS</b>        | \$   | 3,398,105,800         | 27%  | \$                    | 3,853,313,400        | 27%                   | \$   | 4,648,399,000         | 30%  | \$                    | 6,932,080,400        | 34%                   | \$ | 6,997,255,500        | 35% | \$ | 7,657,478,800  | 36% |
| <b>Rural</b>               | \$   | 1,995,546,700         | 16%  | \$                    | 2,250,097,300        | 16%                   | \$   | 2,550,378,200         | 16%  | \$                    | 3,330,236,400        | 16%                   | \$ | 3,138,019,343        | 16% | \$ | 2,874,102,300  | 13% |
| <b>Urban</b>               | \$   | 10,705,864,600        | 84%  | \$                    | 12,059,401,300       | 84%                   | \$   | 13,066,851,500        | 84%  | \$                    | 17,277,527,700       | 84%                   | \$ | 16,809,370,500       | 84% | \$ | 18,598,336,300 | 87% |
| <b>Export</b>              | \$   | 470,917,000           | 4%   | \$                    | 804,797,400          | 6%                    | \$   | 990,157,600           | 6%   | \$                    | 1,127,794,900        | 5%                    | \$ | 1,122,914,800        | 6%  | \$ | 1,666,041,500  | 8%  |
| <b>CAPLine</b>             | \$   | 363,886,200           | 3%   | \$                    | 433,969,500          | 3%                    | \$   | 341,071,000           | 2%   | \$                    | 398,155,500          | 2%                    | \$ | 276,149,800          | 1%  | \$ | 225,994,000    | 1%  |
| <b>PLP</b>                 | \$   | 6,824,303,500         | 54%  | \$                    | 8,008,085,600        | 56%                   | \$   | 9,304,182,900         | 60%  | \$                    | 13,316,094,100       | 65%                   | \$ | 12,694,469,943       | 64% | \$ | 15,292,811,000 | 71% |
| <b>Express</b>             | \$   | 1,508,368,300         | 12%  | \$                    | 1,373,327,500        | 10%                   | \$   | 1,598,146,000         | 10%  | \$                    | 1,899,130,500        | 9%                    | \$ | 1,848,522,100        | 9%  | \$ | 1,796,125,800  | 8%  |
| <b>\$150K and Under</b>    | \$   | 1,241,798,900         | 10%  | \$                    | 1,204,605,300        | 8%                    | \$   | 1,553,312,800         | 10%  | \$                    | 1,967,923,800        | 10%                   | \$ | 1,929,550,143        | 10% | \$ | 1,948,822,300  | 9%  |
| <b>&gt;\$150K - \$350K</b> | \$   | 1,769,511,800         | 14%  | \$                    | 1,866,586,700        | 13%                   | \$   | 1,849,182,400         | 12%  | \$                    | 2,285,553,100        | 11%                   | \$ | 2,313,196,900        | 12% | \$ | 2,337,387,600  | 11% |
| <b>&gt;\$350K - \$2M</b>   | \$   | 6,553,631,100         | 52%  | \$                    | 7,321,313,400        | 51%                   | \$   | 7,672,981,400         | 49%  | \$                    | 10,003,401,300       | 49%                   | \$ | 9,373,160,100        | 47% | \$ | 9,835,686,800  | 46% |
| <b>&gt;\$2M</b>            | \$   | 3,136,469,500         | 25%  | \$                    | 3,916,993,200        | 27%                   | \$   | 4,541,753,100         | 29%  | \$                    | 6,350,885,900        | 31%                   | \$ | 6,331,482,700        | 32% | \$ | 7,350,541,900  | 34% |

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|                            | 2012          |            | 2013          |            | 2014          |            | 2015          |            | 2016          |            | 2017          |            |
|----------------------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|
| <b>All 7(A)</b>            | <b>38,008</b> |            | <b>38,412</b> |            | <b>43,339</b> |            | <b>54,690</b> |            | <b>54,392</b> |            | <b>52,818</b> |            |
| <b>Ethnicity</b>           |               |            |               |            |               |            |               |            |               |            |               |            |
| <b>All Minority</b>        | <b>8,468</b>  | <b>22%</b> | <b>8,948</b>  | <b>23%</b> | <b>10,294</b> | <b>24%</b> | <b>13,408</b> | <b>25%</b> | <b>14,135</b> | <b>26%</b> | <b>13,844</b> | <b>26%</b> |
| AMERICAN INDIAN            | 356           | 1%         | 289           | 1%         | 303           | 1%         | 392           | 1%         | 351           | 1%         | 381           | 1%         |
| ASIAN OR PACIFI            | 4,480         | 12%        | 4,954         | 13%        | 5,540         | 13%        | 6,963         | 13%        | 7,094         | 13%        | 6,952         | 13%        |
| BLACK                      | 961           | 3%         | 907           | 2%         | 1,278         | 3%         | 1,793         | 3%         | 2,003         | 4%         | 2,117         | 4%         |
| HISPANIC                   | 2,671         | 7%         | 2,798         | 7%         | 3,173         | 7%         | 4,260         | 8%         | 4,687         | 9%         | 4,392         | 8%         |
| MULTI-GROUP                | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | 2             | 0%         |
| UNDETERMINED               | 3,465         | 9%         | 4,122         | 11%        | 5,437         | 13%        | 7,142         | 13%        | 6,473         | 12%        | 6,976         | 13%        |
| WHITE                      | 26,075        | 69%        | 25,342        | 66%        | 27,608        | 64%        | 34,140        | 62%        | 33,784        | 62%        | 31,998        | 61%        |
| <b>Gender</b>              |               |            |               |            |               |            |               |            |               |            |               |            |
| Not Reported               | -             | 0%         | -             | 0%         | -             | 0%         | -             | 0%         | 1             | 0%         | -             | 0%         |
| Female Owned 50% or less   | 5,988         | 16%        | 6,044         | 16%        | 6,690         | 15%        | 8,023         | 15%        | 7,601         | 14%        | 7,228         | 14%        |
| Female Owned more than 50% | 6,099         | 16%        | 6,345         | 17%        | 7,271         | 17%        | 9,686         | 18%        | 10,085        | 19%        | 9,543         | 18%        |
| Male Owned                 | 25,921        | 68%        | 26,023        | 68%        | 29,378        | 68%        | 36,981        | 68%        | 36,705        | 67%        | 36,047        | 68%        |
| <b>Veteran</b>             | <b>1,940</b>  | <b>5%</b>  | <b>1,877</b>  | <b>5%</b>  | <b>1,779</b>  | <b>4%</b>  | <b>2,667</b>  | <b>5%</b>  | <b>2,756</b>  | <b>5%</b>  | <b>2,790</b>  | <b>5%</b>  |
| <b>EXISTING BUSINESS</b>   | <b>26,294</b> | <b>69%</b> | <b>26,368</b> | <b>69%</b> | <b>29,785</b> | <b>69%</b> | <b>35,990</b> | <b>66%</b> | <b>33,424</b> | <b>61%</b> | <b>33,264</b> | <b>63%</b> |
| <b>NEW BUSINESS</b>        | <b>11,698</b> | <b>31%</b> | <b>12,017</b> | <b>31%</b> | <b>13,482</b> | <b>31%</b> | <b>18,604</b> | <b>34%</b> | <b>20,876</b> | <b>38%</b> | <b>19,484</b> | <b>37%</b> |
| <b>Rural</b>               | <b>4,968</b>  | <b>13%</b> | <b>5,859</b>  | <b>15%</b> | <b>6,880</b>  | <b>16%</b> | <b>8,675</b>  | <b>16%</b> | <b>8,679</b>  | <b>16%</b> | <b>7,770</b>  | <b>15%</b> |
| <b>Urban</b>               | <b>33,040</b> | <b>87%</b> | <b>32,553</b> | <b>85%</b> | <b>36,459</b> | <b>84%</b> | <b>46,015</b> | <b>84%</b> | <b>45,713</b> | <b>84%</b> | <b>45,048</b> | <b>85%</b> |
| <b>Export</b>              | <b>725</b>    | <b>2%</b>  | <b>1,070</b>  | <b>3%</b>  | <b>1,314</b>  | <b>3%</b>  | <b>1,433</b>  | <b>3%</b>  | <b>1,399</b>  | <b>3%</b>  | <b>1,979</b>  | <b>4%</b>  |
| <b>CAPLine</b>             | <b>464</b>    | <b>1%</b>  | <b>588</b>    | <b>2%</b>  | <b>478</b>    | <b>1%</b>  | <b>556</b>    | <b>1%</b>  | <b>401</b>    | <b>1%</b>  | <b>315</b>    | <b>1%</b>  |
| <b>PLP</b>                 | <b>10,407</b> | <b>27%</b> | <b>10,635</b> | <b>28%</b> | <b>10,183</b> | <b>23%</b> | <b>14,512</b> | <b>27%</b> | <b>14,235</b> | <b>26%</b> | <b>20,744</b> | <b>39%</b> |
| <b>Express</b>             | <b>19,957</b> | <b>53%</b> | <b>18,327</b> | <b>48%</b> | <b>22,298</b> | <b>51%</b> | <b>27,509</b> | <b>50%</b> | <b>28,113</b> | <b>52%</b> | <b>25,059</b> | <b>47%</b> |
| <b>\$150K and Under</b>    | <b>22,124</b> | <b>58%</b> | <b>21,065</b> | <b>55%</b> | <b>25,741</b> | <b>59%</b> | <b>32,216</b> | <b>59%</b> | <b>32,732</b> | <b>60%</b> | <b>30,212</b> | <b>57%</b> |
| <b>&gt;\$150K - \$350K</b> | <b>7,004</b>  | <b>18%</b> | <b>7,405</b>  | <b>19%</b> | <b>7,144</b>  | <b>16%</b> | <b>8,799</b>  | <b>16%</b> | <b>8,755</b>  | <b>16%</b> | <b>8,858</b>  | <b>17%</b> |
| <b>&gt;\$350K - \$2M</b>   | <b>7,858</b>  | <b>21%</b> | <b>8,681</b>  | <b>23%</b> | <b>8,957</b>  | <b>21%</b> | <b>11,591</b> | <b>21%</b> | <b>10,850</b> | <b>20%</b> | <b>11,427</b> | <b>22%</b> |
| <b>&gt;\$2M</b>            | <b>1,022</b>  | <b>3%</b>  | <b>1,261</b>  | <b>3%</b>  | <b>1,497</b>  | <b>3%</b>  | <b>2,084</b>  | <b>4%</b>  | <b>2,055</b>  | <b>4%</b>  | <b>2,321</b>  | <b>4%</b>  |

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|                            | 2012 |                      | 2013 |                      | 2014                 |                      | 2015 |                      | 2016 |                      | 2017               |                      |    |                      |     |    |                      |     |
|----------------------------|------|----------------------|------|----------------------|----------------------|----------------------|------|----------------------|------|----------------------|--------------------|----------------------|----|----------------------|-----|----|----------------------|-----|
| <b>All 504</b>             | \$   | <b>5,297,866,000</b> | \$   | <b>4,379,581,000</b> | \$                   | <b>3,461,878,000</b> | \$   | <b>3,635,888,000</b> | \$   | <b>3,877,353,000</b> | \$                 | <b>4,342,711,000</b> |    |                      |     |    |                      |     |
| <b>Ethnicity</b>           |      |                      |      |                      |                      |                      |      |                      |      |                      |                    |                      |    |                      |     |    |                      |     |
| <b>All Minority</b>        | \$   | <b>1,166,843,000</b> | 22%  | \$                   | <b>1,094,440,000</b> | 25%                  | \$   | <b>854,270,000</b>   | 25%  | \$                   | <b>961,390,000</b> | 26%                  | \$ | <b>1,077,151,000</b> | 28% | \$ | <b>1,234,915,000</b> | 28% |
| AMERICAN INDIAN            | \$   | 9,197,000            | 0%   | \$                   | 8,703,000            | 0%                   | \$   | 7,413,000            | 0%   | \$                   | 7,814,000          | 0%                   | \$ | 11,093,000           | 0%  | \$ | 2,549,000            | 0%  |
| ASIAN OR PACIFI            | \$   | 833,476,000          | 16%  | \$                   | 821,518,000          | 19%                  | \$   | 598,102,000          | 17%  | \$                   | 665,144,000        | 18%                  | \$ | 773,207,000          | 20% | \$ | 929,457,000          | 21% |
| BLACK                      | \$   | 82,604,000           | 2%   | \$                   | 72,540,000           | 2%                   | \$   | 53,821,000           | 2%   | \$                   | 43,988,000         | 1%                   | \$ | 54,960,000           | 1%  | \$ | 78,677,000           | 2%  |
| HISPANIC                   | \$   | 241,566,000          | 5%   | \$                   | 191,679,000          | 4%                   | \$   | 194,934,000          | 6%   | \$                   | 244,444,000        | 7%                   | \$ | 237,891,000          | 6%  | \$ | 224,232,000          | 5%  |
| MULTI-GROUP                | \$   | -                    | 0%   | \$                   | -                    | 0%                   | \$   | -                    | 0%   | \$                   | -                  | 0%                   | \$ | -                    | 0%  | \$ | -                    | 0%  |
| UNDETERMINED               | \$   | 343,386,000          | 6%   | \$                   | 319,383,000          | 7%                   | \$   | 267,430,000          | 8%   | \$                   | 304,623,000        | 8%                   | \$ | 340,152,000          | 9%  | \$ | 406,381,000          | 9%  |
| WHITE                      | \$   | 3,787,637,000        | 71%  | \$                   | 2,965,758,000        | 68%                  | \$   | 2,340,178,000        | 68%  | \$                   | 2,369,875,000      | 65%                  | \$ | 2,460,050,000        | 63% | \$ | 2,701,415,000        | 62% |
| <b>Gender</b>              |      |                      |      |                      |                      |                      |      |                      |      |                      |                    |                      |    |                      |     |    |                      |     |
| Not Reported               | \$   | -                    | 0%   | \$                   | -                    | 0%                   | \$   | -                    | 0%   | \$                   | -                  | 0%                   | \$ | -                    | 0%  | \$ | -                    | 0%  |
| Female Owned 50% or less   | \$   | 25,716,000           | 0%   | \$                   | 19,955,000           | 0%                   | \$   | 9,001,000            | 0%   | \$                   | 15,366,000         | 0%                   | \$ | 20,400,000           | 1%  | \$ | 264,399,000          | 6%  |
| Female Owned more than 50% | \$   | 605,799,000          | 11%  | \$                   | 583,064,000          | 13%                  | \$   | 441,077,000          | 13%  | \$                   | 496,113,000        | 14%                  | \$ | 513,213,000          | 13% | \$ | 474,933,000          | 11% |
| Male Owned                 | \$   | 4,666,351,000        | 88%  | \$                   | 3,776,562,000        | 86%                  | \$   | 3,011,800,000        | 87%  | \$                   | 3,124,409,000      | 86%                  | \$ | 3,343,740,000        | 86% | \$ | 3,603,379,000        | 83% |
| <b>Veteran</b>             | \$   | 257,516,000          | 5%   | \$                   | 189,562,000          | 4%                   | \$   | 142,094,000          | 4%   | \$                   | 129,529,000        | 4%                   | \$ | 134,347,000          | 3%  | \$ | 151,351,000          | 3%  |
| <b>EXISTING BUSINESS</b>   | \$   | 4,683,733,000        | 88%  | \$                   | 3,791,161,000        | 87%                  | \$   | 2,854,017,000        | 82%  | \$                   | 3,014,431,000      | 83%                  | \$ | 3,300,894,000        | 85% | \$ | 3,644,686,000        | 84% |
| <b>NEW BUSINESS</b>        | \$   | 614,133,000          | 12%  | \$                   | 588,420,000          | 13%                  | \$   | 607,861,000          | 18%  | \$                   | 621,457,000        | 17%                  | \$ | 576,459,000          | 15% | \$ | 697,634,000          | 16% |
| <b>Rural</b>               | \$   | 1,225,338,000        | 23%  | \$                   | 903,705,000          | 21%                  | \$   | 763,470,000          | 22%  | \$                   | 804,327,000        | 22%                  | \$ | 799,650,000          | 21% | \$ | 946,223,000          | 22% |
| <b>Urban</b>               | \$   | 4,072,528,000        | 77%  | \$                   | 3,475,876,000        | 79%                  | \$   | 2,698,408,000        | 78%  | \$                   | 2,831,561,000      | 78%                  | \$ | 3,077,703,000        | 79% | \$ | 3,396,488,000        | 78% |
| <b>Export</b>              | \$   | 121,956,000          | 2%   | \$                   | 108,070,000          | 2%                   | \$   | 148,599,000          | 4%   | \$                   | 191,309,000        | 5%                   | \$ | 179,808,000          | 5%  | \$ | 60,380,000           | 1%  |
| <b>\$150K and Under</b>    | \$   | 89,003,000           | 2%   | \$                   | 77,831,000           | 2%                   | \$   | 58,163,000           | 2%   | \$                   | 50,751,000         | 1%                   | \$ | 50,110,000           | 1%  | \$ | 54,966,000           | 1%  |
| <b>&gt;\$150K - \$350K</b> | \$   | 567,382,000          | 11%  | \$                   | 488,890,000          | 11%                  | \$   | 360,832,000          | 10%  | \$                   | 352,948,000        | 10%                  | \$ | 329,164,000          | 8%  | \$ | 364,660,000          | 8%  |
| <b>&gt;\$350K - \$2M</b>   | \$   | 3,247,277,000        | 61%  | \$                   | 2,685,954,000        | 61%                  | \$   | 2,091,995,000        | 60%  | \$                   | 2,179,312,000      | 60%                  | \$ | 2,198,774,000        | 57% | \$ | 2,449,402,000        | 56% |
| <b>&gt;\$2M</b>            | \$   | 1,394,204,000        | 26%  | \$                   | 1,126,906,000        | 26%                  | \$   | 950,888,000          | 27%  | \$                   | 1,052,877,000      | 29%                  | \$ | 1,299,305,000        | 34% | \$ | 1,473,683,000        | 34% |

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|                            | 2012         |            | 2013         |            | 2014         |            | 2015         |            | 2016         |            | 2017         |            |
|----------------------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|--------------|------------|
| <b>All 504</b>             | <b>7,698</b> |            | <b>6,533</b> |            | <b>4,939</b> |            | <b>4,954</b> |            | <b>4,905</b> |            | <b>5,388</b> |            |
| <b>Ethnicity</b>           |              |            |              |            |              |            |              |            |              |            |              |            |
| <b>All Minority</b>        | <b>1,524</b> | <b>20%</b> | <b>1,420</b> | <b>22%</b> | <b>1,020</b> | <b>21%</b> | <b>1,083</b> | <b>22%</b> | <b>1,082</b> | <b>22%</b> | <b>1,234</b> | <b>23%</b> |
| AMERICAN INDIAN            | 18           | 0%         | 12           | 0%         | 12           | 0%         | 12           | 0%         | 13           | 0%         | 7            | 0%         |
| ASIAN OR PACIFI            | 919          | 12%        | 872          | 13%        | 562          | 11%        | 615          | 12%        | 610          | 12%        | 746          | 14%        |
| BLACK                      | 142          | 2%         | 121          | 2%         | 94           | 2%         | 78           | 2%         | 83           | 2%         | 101          | 2%         |
| HISPANIC                   | 445          | 6%         | 415          | 6%         | 352          | 7%         | 378          | 8%         | 376          | 8%         | 380          | 7%         |
| MULTI-GROUP                | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| UNDETERMINED               | 422          | 5%         | 424          | 6%         | 347          | 7%         | 358          | 7%         | 390          | 8%         | 422          | 8%         |
| WHITE                      | 5,752        | 75%        | 4,689        | 72%        | 3,572        | 72%        | 3,513        | 71%        | 3,433        | 70%        | 3,732        | 69%        |
| <b>Gender</b>              |              |            |              |            |              |            |              |            |              |            |              |            |
| Not Reported               | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         | -            | 0%         |
| Female Owned 50% or less   | 39           | 1%         | 34           | 1%         | 10           | 0%         | 22           | 0%         | 24           | 0%         | 415          | 8%         |
| Female Owned more than 50% | 1,073        | 14%        | 1,042        | 16%        | 794          | 16%        | 809          | 16%        | 851          | 17%        | 789          | 15%        |
| Male Owned                 | 6,586        | 86%        | 5,457        | 84%        | 4,135        | 84%        | 4,123        | 83%        | 4,030        | 82%        | 4,184        | 78%        |
| <b>Veteran</b>             | <b>391</b>   | <b>5%</b>  | <b>335</b>   | <b>5%</b>  | <b>225</b>   | <b>5%</b>  | <b>212</b>   | <b>4%</b>  | <b>224</b>   | <b>5%</b>  | <b>211</b>   | <b>4%</b>  |
| <b>EXISTING BUSINESS</b>   | <b>6,874</b> | <b>89%</b> | <b>5,795</b> | <b>89%</b> | <b>4,198</b> | <b>85%</b> | <b>4,209</b> | <b>85%</b> | <b>4,302</b> | <b>88%</b> | <b>4,613</b> | <b>86%</b> |
| <b>NEW BUSINESS</b>        | <b>824</b>   | <b>11%</b> | <b>738</b>   | <b>11%</b> | <b>741</b>   | <b>15%</b> | <b>745</b>   | <b>15%</b> | <b>603</b>   | <b>12%</b> | <b>774</b>   | <b>14%</b> |
| <b>Rural</b>               | <b>2,063</b> | <b>27%</b> | <b>1,561</b> | <b>24%</b> | <b>1,231</b> | <b>25%</b> | <b>1,241</b> | <b>25%</b> | <b>1,219</b> | <b>25%</b> | <b>1,415</b> | <b>26%</b> |
| <b>Urban</b>               | <b>5,635</b> | <b>73%</b> | <b>4,972</b> | <b>76%</b> | <b>3,708</b> | <b>75%</b> | <b>3,713</b> | <b>75%</b> | <b>3,686</b> | <b>75%</b> | <b>3,973</b> | <b>74%</b> |
| <b>Export</b>              | <b>149</b>   | <b>2%</b>  | <b>133</b>   | <b>2%</b>  | <b>150</b>   | <b>3%</b>  | <b>189</b>   | <b>4%</b>  | <b>156</b>   | <b>3%</b>  | <b>47</b>    | <b>1%</b>  |
| <b>\$150K and Under</b>    | <b>816</b>   | <b>11%</b> | <b>714</b>   | <b>11%</b> | <b>523</b>   | <b>11%</b> | <b>460</b>   | <b>9%</b>  | <b>464</b>   | <b>9%</b>  | <b>486</b>   | <b>9%</b>  |
| <b>&gt;\$150K - \$350K</b> | <b>2,286</b> | <b>30%</b> | <b>2,012</b> | <b>31%</b> | <b>1,490</b> | <b>30%</b> | <b>1,429</b> | <b>29%</b> | <b>1,331</b> | <b>27%</b> | <b>1,483</b> | <b>28%</b> |
| <b>&gt;\$350K - \$2M</b>   | <b>4,139</b> | <b>54%</b> | <b>3,443</b> | <b>53%</b> | <b>2,623</b> | <b>53%</b> | <b>2,718</b> | <b>55%</b> | <b>2,696</b> | <b>55%</b> | <b>2,950</b> | <b>55%</b> |
| <b>&gt;\$2M</b>            | <b>457</b>   | <b>6%</b>  | <b>364</b>   | <b>6%</b>  | <b>303</b>   | <b>6%</b>  | <b>347</b>   | <b>7%</b>  | <b>414</b>   | <b>8%</b>  | <b>469</b>   | <b>9%</b>  |

All Activity illustrated above is as of 08/11 for each FY listed.