

	2012		2013		2014		2015		2016		2017							
All 7(A)	\$	15,153,504,000	\$	17,865,672,500	\$	19,190,547,800	\$	23,583,863,400	\$	24,128,426,343	\$	25,447,458,500						
Ethnicity																		
All Minority	\$	3,927,242,800	26%	\$	4,977,515,500	28%	\$	5,554,347,300	29%	\$	6,809,109,200	29%	\$	7,307,720,000	30%	\$	8,172,626,800	32%
AMERICAN INDIAN	\$	74,896,000	0%	\$	84,626,300	0%	\$	96,270,300	1%	\$	138,654,400	1%	\$	130,213,400	1%	\$	138,450,800	1%
ASIAN OR PACIFI	\$	2,887,605,200	19%	\$	3,723,453,500	21%	\$	4,084,366,300	21%	\$	4,817,645,300	20%	\$	5,281,783,700	22%	\$	5,931,591,900	23%
BLACK	\$	239,157,700	2%	\$	320,482,700	2%	\$	354,142,300	2%	\$	494,477,900	2%	\$	534,832,900	2%	\$	634,206,000	2%
HISPANIC	\$	725,583,900	5%	\$	848,953,000	5%	\$	1,019,568,400	5%	\$	1,358,331,600	6%	\$	1,360,890,000	6%	\$	1,463,900,600	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	4,477,500	0%
UNDETERMINED	\$	1,538,127,400	10%	\$	2,386,052,500	13%	\$	2,792,845,200	15%	\$	3,242,722,800	14%	\$	3,244,125,743	13%	\$	3,852,590,700	15%
WHITE	\$	9,688,133,800	64%	\$	10,502,104,500	59%	\$	10,843,355,300	57%	\$	13,532,031,400	57%	\$	13,576,580,600	56%	\$	13,422,241,000	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	64,000	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	2,563,036,600	17%	\$	2,926,263,400	16%	\$	3,261,824,100	17%	\$	3,919,273,900	17%	\$	3,902,706,000	16%	\$	3,984,768,400	16%
Female Owned more than 50%	\$	1,833,419,100	12%	\$	2,309,095,600	13%	\$	2,534,086,600	13%	\$	3,095,050,200	13%	\$	3,379,367,343	14%	\$	3,595,751,800	14%
Male Owned	\$	10,757,048,300	71%	\$	12,630,313,500	71%	\$	13,394,637,100	70%	\$	16,569,539,300	70%	\$	16,846,289,000	70%	\$	17,866,938,300	70%
Veteran	\$	593,348,800	4%	\$	604,456,500	3%	\$	603,983,600	3%	\$	1,224,225,600	5%	\$	1,162,413,300	5%	\$	982,762,600	4%
EXISTING BUSINESS	\$	11,030,691,600	73%	\$	12,958,288,200	73%	\$	13,302,318,600	69%	\$	15,566,367,600	66%	\$	15,623,220,200	65%	\$	16,233,333,000	64%
NEW BUSINESS	\$	4,103,561,800	27%	\$	4,881,349,900	27%	\$	5,813,491,800	30%	\$	7,944,647,600	34%	\$	8,422,444,100	35%	\$	9,129,105,200	36%
Rural	\$	2,321,842,300	15%	\$	2,816,858,500	16%	\$	3,092,812,600	16%	\$	3,767,570,400	16%	\$	3,733,804,943	15%	\$	3,383,660,300	13%
Urban	\$	12,831,661,700	85%	\$	15,048,814,000	84%	\$	16,097,735,200	84%	\$	19,816,293,000	84%	\$	20,394,621,400	85%	\$	22,063,798,200	87%
Export	\$	567,002,200	4%	\$	977,450,100	5%	\$	1,175,919,500	6%	\$	1,274,488,200	5%	\$	1,342,900,900	6%	\$	1,797,038,900	7%
CAPLine	\$	422,890,200	3%	\$	503,051,900	3%	\$	415,069,000	2%	\$	450,576,700	2%	\$	335,183,600	1%	\$	266,339,400	1%
PLP	\$	8,294,035,900	55%	\$	10,288,046,000	58%	\$	11,657,376,700	61%	\$	15,066,256,200	64%	\$	15,556,544,743	64%	\$	18,255,595,300	72%
Express	\$	1,750,404,300	12%	\$	1,645,832,100	9%	\$	1,906,381,900	10%	\$	2,200,639,000	9%	\$	2,160,839,400	9%	\$	2,107,120,100	8%
\$150K and Under	\$	1,436,528,900	9%	\$	1,445,653,200	8%	\$	1,861,165,900	10%	\$	2,281,337,100	10%	\$	2,258,135,843	9%	\$	2,334,775,000	9%
>\$150K - \$350K	\$	2,098,323,700	14%	\$	2,282,954,100	13%	\$	2,210,412,700	12%	\$	2,633,638,000	11%	\$	2,753,205,200	11%	\$	2,746,424,100	11%
>\$350K - \$2M	\$	7,819,587,900	52%	\$	9,181,685,400	51%	\$	9,437,689,600	49%	\$	11,398,825,700	48%	\$	11,317,109,700	47%	\$	11,631,452,200	46%
>\$2M	\$	3,799,063,500	25%	\$	4,955,379,800	28%	\$	5,681,279,600	30%	\$	7,270,062,600	31%	\$	7,799,975,600	32%	\$	8,734,807,200	34%

All Activity illustrated above is as of 09/30 for each FY listed.

	2012		2013		2014		2015		2016		2017	
All 7(A)	44,376		46,395		52,044		63,461		64,074		62,430	
Ethnicity												
All Minority	10,023	23%	10,985	24%	12,432	24%	15,744	25%	16,686	26%	16,550	27%
AMERICAN INDIAN	401	1%	338	1%	367	1%	444	1%	413	1%	446	1%
ASIAN OR PACIFI	5,379	12%	6,155	13%	6,664	13%	8,076	13%	8,381	13%	8,324	13%
BLACK	1,125	3%	1,142	2%	1,562	3%	2,106	3%	2,367	4%	2,495	4%
HISPANIC	3,118	7%	3,350	7%	3,839	7%	5,118	8%	5,525	9%	5,282	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	3	0%
UNDETERMINED	4,034	9%	5,139	11%	6,638	13%	8,092	13%	7,661	12%	8,212	13%
WHITE	30,319	68%	30,271	65%	32,974	63%	39,625	62%	39,727	62%	37,668	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	1	0%	-	0%
Female Owned 50% or less	7,073	16%	7,459	16%	8,039	15%	9,302	15%	9,034	14%	8,556	14%
Female Owned more than 50%	7,131	16%	7,687	17%	8,803	17%	11,370	18%	11,844	18%	11,311	18%
Male Owned	30,172	68%	31,249	67%	35,202	68%	42,789	67%	43,195	67%	42,563	68%
Veteran	2,237	5%	2,237	5%	2,103	4%	3,115	5%	3,270	5%	3,303	5%
EXISTING BUSINESS	30,636	69%	31,780	68%	35,672	69%	41,396	65%	39,391	61%	39,297	63%
NEW BUSINESS	13,712	31%	14,575	31%	16,288	31%	21,964	35%	24,583	38%	23,051	37%
Rural	5,682	13%	7,118	15%	8,168	16%	10,091	16%	10,114	16%	8,995	14%
Urban	38,694	87%	39,277	85%	43,876	84%	53,370	84%	53,960	84%	53,435	86%
Export	840	2%	1,278	3%	1,496	3%	1,626	3%	1,625	3%	2,096	3%
CAPLine	557	1%	690	1%	562	1%	626	1%	463	1%	365	1%
PLP	12,394	28%	13,359	29%	12,557	24%	16,540	26%	17,244	27%	25,050	40%
Express	22,975	52%	21,610	47%	26,555	51%	32,261	51%	32,574	51%	29,450	47%
\$150K and Under	25,485	57%	24,923	54%	30,675	59%	37,705	59%	38,043	59%	35,805	57%
>\$150K - \$350K	8,310	19%	9,032	19%	8,513	16%	10,118	16%	10,396	16%	10,385	17%
>\$350K - \$2M	9,343	21%	10,842	23%	10,987	21%	13,264	21%	13,119	20%	13,477	22%
>\$2M	1,238	3%	1,598	3%	1,869	4%	2,374	4%	2,516	4%	2,763	4%

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	2012		2013		2014		2015		2016		2017							
All 504	\$	6,711,656,000	\$	5,227,392,000	\$	4,199,431,000	\$	4,297,938,000	\$	4,740,082,000	\$	5,013,723,000						
Ethnicity																		
All Minority	\$	1,458,248,000	22%	\$	1,305,742,000	25%	\$	1,019,008,000	24%	\$	1,132,226,000	26%	\$	1,361,459,000	29%	\$	1,405,289,000	28%
AMERICAN INDIAN	\$	9,971,000	0%	\$	9,477,000	0%	\$	9,260,000	0%	\$	8,530,000	0%	\$	11,093,000	0%	\$	4,639,000	0%
ASIAN OR PACIFI	\$	1,032,218,000	15%	\$	979,566,000	19%	\$	719,833,000	17%	\$	792,468,000	18%	\$	995,182,000	21%	\$	1,055,192,000	21%
BLACK	\$	109,671,000	2%	\$	89,270,000	2%	\$	58,766,000	1%	\$	55,323,000	1%	\$	71,559,000	2%	\$	89,786,000	2%
HISPANIC	\$	306,388,000	5%	\$	227,429,000	4%	\$	231,149,000	6%	\$	275,905,000	6%	\$	283,625,000	6%	\$	255,672,000	5%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	446,138,000	7%	\$	391,456,000	7%	\$	326,185,000	8%	\$	368,266,000	9%	\$	427,705,000	9%	\$	519,148,000	10%
WHITE	\$	4,807,270,000	72%	\$	3,530,194,000	68%	\$	2,854,238,000	68%	\$	2,797,446,000	65%	\$	2,950,918,000	62%	\$	3,089,286,000	62%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	36,881,000	1%	\$	22,031,000	0%	\$	10,093,000	0%	\$	19,076,000	0%	\$	61,436,000	1%	\$	422,452,000	8%
Female Owned more than 50%	\$	755,477,000	11%	\$	699,288,000	13%	\$	558,839,000	13%	\$	596,845,000	14%	\$	621,225,000	13%	\$	532,766,000	11%
Male Owned	\$	5,919,298,000	88%	\$	4,506,073,000	86%	\$	3,630,499,000	86%	\$	3,682,017,000	86%	\$	4,057,421,000	86%	\$	4,058,505,000	81%
Veteran	\$	318,726,000	5%	\$	223,950,000	4%	\$	158,945,000	4%	\$	167,576,000	4%	\$	179,574,000	4%	\$	164,172,000	3%
EXISTING BUSINESS	\$	5,996,212,000	89%	\$	4,516,911,000	86%	\$	3,447,849,000	82%	\$	3,570,314,000	83%	\$	4,030,247,000	85%	\$	4,161,824,000	83%
NEW BUSINESS	\$	715,444,000	11%	\$	710,481,000	14%	\$	751,582,000	18%	\$	727,624,000	17%	\$	709,835,000	15%	\$	850,979,000	17%
Rural	\$	1,609,954,000	24%	\$	1,116,900,000	21%	\$	913,202,000	22%	\$	956,503,000	22%	\$	1,026,577,000	22%	\$	1,111,316,000	22%
Urban	\$	5,101,702,000	76%	\$	4,110,492,000	79%	\$	3,286,229,000	78%	\$	3,341,435,000	78%	\$	3,713,505,000	78%	\$	3,902,407,000	78%
Export	\$	132,641,000	2%	\$	111,064,000	2%	\$	166,789,000	4%	\$	209,951,000	5%	\$	204,592,000	4%	\$	77,727,000	2%
\$150K and Under	\$	103,704,000	2%	\$	90,087,000	2%	\$	66,908,000	2%	\$	60,501,000	1%	\$	61,548,000	1%	\$	64,256,000	1%
>\$150K - \$350K	\$	676,910,000	10%	\$	571,922,000	11%	\$	425,629,000	10%	\$	406,770,000	9%	\$	396,978,000	8%	\$	420,310,000	8%
>\$350K - \$2M	\$	4,106,915,000	61%	\$	3,187,928,000	61%	\$	2,536,774,000	60%	\$	2,538,933,000	59%	\$	2,692,939,000	57%	\$	2,811,786,000	56%
>\$2M	\$	1,824,127,000	27%	\$	1,377,455,000	26%	\$	1,170,120,000	28%	\$	1,291,734,000	30%	\$	1,588,617,000	34%	\$	1,717,371,000	34%

All Activity illustrated above is as of 09/30 for each FY listed.

	2012		2013		2014		2015		2016		2017	
All 504	9,471		7,708		5,885		5,787		5,938		6,218	
Ethnicity												
All Minority	1,860	20%	1,691	22%	1,213	21%	1,258	22%	1,330	22%	1,423	23%
AMERICAN INDIAN	19	0%	15	0%	16	0%	14	0%	13	0%	12	0%
ASIAN OR PACIFI	1,111	12%	1,037	13%	669	11%	720	12%	757	13%	857	14%
BLACK	183	2%	149	2%	110	2%	91	2%	103	2%	120	2%
HISPANIC	547	6%	490	6%	418	7%	433	7%	457	8%	434	7%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	541	6%	509	7%	414	7%	423	7%	479	8%	524	8%
WHITE	7,070	75%	5,508	71%	4,258	72%	4,106	71%	4,129	70%	4,271	69%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	51	1%	40	1%	11	0%	25	0%	78	1%	662	11%
Female Owned more than 50%	1,325	14%	1,247	16%	955	16%	962	17%	1,002	17%	891	14%
Male Owned	8,095	85%	6,421	83%	4,919	84%	4,800	83%	4,858	82%	4,665	75%
Veteran	472	5%	382	5%	256	4%	263	5%	262	4%	229	4%
EXISTING BUSINESS	8,529	90%	6,810	88%	4,976	85%	4,929	85%	5,208	88%	5,271	85%
NEW BUSINESS	942	10%	898	12%	909	15%	858	15%	730	12%	944	15%
Rural	2,568	27%	1,875	24%	1,454	25%	1,461	25%	1,514	25%	1,659	27%
Urban	6,903	73%	5,833	76%	4,431	75%	4,326	75%	4,424	75%	4,559	73%
Export	159	2%	137	2%	160	3%	204	4%	177	3%	58	1%
\$150K and Under	950	10%	823	11%	603	10%	547	9%	564	9%	568	9%
>\$150K - \$350K	2,725	29%	2,354	31%	1,749	30%	1,650	29%	1,608	27%	1,715	28%
>\$350K - \$2M	5,201	55%	4,084	53%	3,162	54%	3,165	55%	3,263	55%	3,391	55%
>\$2M	595	6%	447	6%	371	6%	425	7%	503	8%	544	9%

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