

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	1,929,135,900	\$	1,488,274,200	\$	2,464,736,100	\$	2,474,833,300	\$	2,738,761,400	\$	3,037,945,000						
Ethnicity																		
All Minority	\$	470,730,400	24%	\$	470,830,700	32%	\$	717,709,800	29%	\$	724,468,100	29%	\$	883,637,100	32%	\$	931,220,300	31%
AMERICAN INDIAN	\$	5,620,900	0%	\$	7,435,900	0%	\$	18,282,700	1%	\$	5,633,500	0%	\$	8,509,900	0%	\$	17,041,600	1%
ASIAN OR PACIFI	\$	349,266,800	18%	\$	357,683,400	24%	\$	491,471,400	20%	\$	544,245,300	22%	\$	651,468,100	24%	\$	656,421,000	22%
BLACK	\$	35,383,300	2%	\$	30,487,100	2%	\$	47,606,900	2%	\$	45,133,300	2%	\$	65,993,100	2%	\$	83,637,100	3%
HISPANIC	\$	80,459,400	4%	\$	75,224,300	5%	\$	160,348,800	7%	\$	129,456,000	5%	\$	157,666,000	6%	\$	174,120,600	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	194,139,400	10%	\$	238,975,100	16%	\$	375,473,800	15%	\$	337,140,600	14%	\$	410,232,600	15%	\$	462,216,500	15%
WHITE	\$	1,264,266,100	66%	\$	778,468,400	52%	\$	1,371,552,500	56%	\$	1,413,224,600	57%	\$	1,444,891,700	53%	\$	1,644,508,200	54%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	315,950,600	16%	\$	244,130,100	16%	\$	391,544,100	16%	\$	379,078,000	15%	\$	365,974,400	13%	\$	441,036,100	15%
Female Owned more than 50%	\$	239,652,200	12%	\$	194,829,100	13%	\$	279,129,000	11%	\$	368,746,400	15%	\$	412,776,800	15%	\$	442,374,700	15%
Male Owned	\$	1,373,533,100	71%	\$	1,049,315,000	71%	\$	1,794,063,000	73%	\$	1,727,008,900	70%	\$	1,960,010,200	72%	\$	2,154,534,200	71%
Veteran	\$	78,694,300	4%	\$	54,085,800	4%	\$	100,008,700	4%	\$	114,331,300	5%	\$	99,060,800	4%	\$	107,604,100	4%
EXISTING BUSINESS	\$	1,431,262,100	74%	\$	1,079,321,000	73%	\$	1,638,234,300	66%	\$	1,587,954,200	64%	\$	1,732,363,800	63%	\$	1,873,314,600	62%
NEW BUSINESS	\$	494,780,800	26%	\$	406,539,700	27%	\$	816,252,300	33%	\$	876,368,400	35%	\$	998,316,500	36%	\$	1,159,225,800	38%
Rural	\$	274,849,400	14%	\$	214,921,700	14%	\$	454,147,200	18%	\$	424,799,000	17%	\$	411,579,200	15%	\$	375,225,700	12%
Urban	\$	1,654,286,500	86%	\$	1,273,352,500	86%	\$	2,010,588,900	82%	\$	2,050,034,300	83%	\$	2,327,182,200	85%	\$	2,662,719,300	88%
Export	\$	102,204,500	5%	\$	92,843,900	6%	\$	136,520,900	6%	\$	160,337,100	6%	\$	138,698,300	5%	\$	126,435,400	4%
CAPLine	\$	67,651,900	4%	\$	30,719,000	2%	\$	68,918,600	3%	\$	37,471,300	2%	\$	20,946,800	1%	\$	23,812,900	1%
PLP	\$	1,001,071,300	52%	\$	907,232,400	61%	\$	1,449,869,000	59%	\$	1,492,088,300	60%	\$	1,709,289,500	62%	\$	2,182,126,600	72%
Express	\$	203,028,700	11%	\$	152,311,800	10%	\$	253,205,000	10%	\$	254,588,900	10%	\$	236,763,500	9%	\$	275,513,800	9%
\$150K and Under	\$	176,133,600	9%	\$	156,692,400	11%	\$	261,175,300	11%	\$	264,587,000	11%	\$	249,320,900	9%	\$	278,976,500	9%
>\$150K - \$350K	\$	264,325,100	14%	\$	172,230,400	12%	\$	285,619,400	12%	\$	302,870,800	12%	\$	305,359,600	11%	\$	350,361,400	12%
>\$350K - \$2M	\$	1,004,809,300	52%	\$	743,221,600	50%	\$	1,141,193,900	46%	\$	1,227,992,600	50%	\$	1,259,234,400	46%	\$	1,346,627,900	44%
>\$2M	\$	483,867,900	25%	\$	416,129,800	28%	\$	776,747,500	32%	\$	679,382,900	27%	\$	924,846,500	34%	\$	1,061,979,200	35%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	5,489		4,469		6,996		7,526		7,033		7,940	
Ethnicity												
All Minority	1,242	23%	1,117	25%	1,734	25%	2,037	27%	1,878	27%	2,107	27%
AMERICAN INDIAN	42	1%	42	1%	51	1%	41	1%	43	1%	56	1%
ASIAN OR PACIFI	656	12%	585	13%	893	13%	1,033	14%	963	14%	1,029	13%
BLACK	127	2%	121	3%	206	3%	318	4%	290	4%	369	5%
HISPANIC	417	8%	369	8%	584	8%	645	9%	582	8%	653	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	513	9%	581	13%	1,023	15%	890	12%	874	12%	1,083	14%
WHITE	3,734	68%	2,771	62%	4,239	61%	4,599	61%	4,281	61%	4,750	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	882	16%	702	16%	1,062	15%	1,037	14%	922	13%	1,029	13%
Female Owned more than 50%	901	16%	750	17%	1,203	17%	1,414	19%	1,319	19%	1,431	18%
Male Owned	3,706	68%	3,017	68%	4,731	68%	5,075	67%	4,792	68%	5,480	69%
Veteran	285	5%	229	5%	288	4%	354	5%	342	5%	375	5%
EXISTING BUSINESS	3,786	69%	3,091	69%	4,715	67%	4,577	61%	4,306	61%	4,963	63%
NEW BUSINESS	1,700	31%	1,374	31%	2,264	32%	2,937	39%	2,712	39%	2,967	37%
Rural	651	12%	693	16%	1,105	16%	1,292	17%	1,063	15%	1,100	14%
Urban	4,838	88%	3,776	84%	5,891	84%	6,234	83%	5,970	85%	6,840	86%
Export	126	2%	120	3%	177	3%	211	3%	147	2%	93	1%
CAPLine	97	2%	49	1%	90	1%	51	1%	43	1%	26	0%
PLP	1,439	26%	1,128	25%	1,622	23%	1,787	24%	1,893	27%	3,200	40%
Express	2,666	49%	2,368	53%	3,695	53%	4,122	55%	3,473	49%	4,006	50%
\$150K and Under	3,079	56%	2,778	62%	4,299	61%	4,755	63%	4,109	58%	4,689	59%
>\$150K - \$350K	1,045	19%	685	15%	1,101	16%	1,154	15%	1,150	16%	1,340	17%
>\$350K - \$2M	1,204	22%	872	20%	1,346	19%	1,395	19%	1,479	21%	1,575	20%
>\$2M	161	3%	134	3%	250	4%	222	3%	295	4%	336	4%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	738,731,000	\$	382,248,000	\$	545,035,000	\$	660,604,000	\$	574,005,000	\$	674,727,000						
Ethnicity																		
All Minority	\$	167,155,000	23%	\$	90,601,000	24%	\$	161,247,000	30%	\$	217,241,000	33%	\$	175,886,000	31%	\$	188,944,000	28%
AMERICAN INDIAN	\$	670,000	0%	\$	-	0%	\$	192,000	0%	\$	2,504,000	0%	\$	129,000	0%	\$	255,000	0%
ASIAN OR PACIFI	\$	125,545,000	17%	\$	65,865,000	17%	\$	97,424,000	18%	\$	153,517,000	23%	\$	127,944,000	22%	\$	140,646,000	21%
BLACK	\$	11,889,000	2%	\$	5,545,000	1%	\$	7,700,000	1%	\$	16,782,000	3%	\$	12,424,000	2%	\$	4,343,000	1%
HISPANIC	\$	29,051,000	4%	\$	19,191,000	5%	\$	55,931,000	10%	\$	44,438,000	7%	\$	35,389,000	6%	\$	43,700,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	57,196,000	8%	\$	23,113,000	6%	\$	47,892,000	9%	\$	53,450,000	8%	\$	53,825,000	9%	\$	109,663,000	16%
WHITE	\$	514,380,000	70%	\$	268,534,000	70%	\$	335,896,000	62%	\$	389,913,000	59%	\$	344,294,000	60%	\$	376,120,000	56%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	1,066,000	0%	\$	-	0%	\$	1,001,000	0%	\$	2,641,000	0%	\$	31,999,000	6%	\$	154,011,000	23%
Female Owned more than 50%	\$	83,123,000	11%	\$	32,559,000	9%	\$	70,666,000	13%	\$	73,333,000	11%	\$	63,335,000	11%	\$	61,539,000	9%
Male Owned	\$	654,542,000	89%	\$	349,689,000	91%	\$	473,368,000	87%	\$	584,630,000	88%	\$	478,671,000	83%	\$	459,177,000	68%
Veteran	\$	28,738,000	4%	\$	21,501,000	6%	\$	25,222,000	5%	\$	22,621,000	3%	\$	17,835,000	3%	\$	12,419,000	2%
EXISTING BUSINESS	\$	623,325,000	84%	\$	331,546,000	87%	\$	455,332,000	84%	\$	516,102,000	78%	\$	479,788,000	84%	\$	498,054,000	74%
NEW BUSINESS	\$	115,406,000	16%	\$	50,702,000	13%	\$	89,703,000	16%	\$	144,502,000	22%	\$	94,217,000	16%	\$	170,837,000	25%
Rural	\$	156,878,000	21%	\$	88,543,000	23%	\$	118,052,000	22%	\$	147,142,000	22%	\$	116,322,000	20%	\$	145,412,000	22%
Urban	\$	581,853,000	79%	\$	293,705,000	77%	\$	426,983,000	78%	\$	513,462,000	78%	\$	457,683,000	80%	\$	529,315,000	78%
Export	\$	36,882,000	5%	\$	27,320,000	7%	\$	31,104,000	6%	\$	26,019,000	4%	\$	15,700,000	3%	\$	7,980,000	1%
\$150K and Under	\$	13,703,000	2%	\$	8,511,000	2%	\$	7,994,000	1%	\$	8,155,000	1%	\$	9,303,000	2%	\$	6,444,000	1%
>\$150K - \$350K	\$	77,987,000	11%	\$	48,801,000	13%	\$	55,434,000	10%	\$	47,968,000	7%	\$	48,268,000	8%	\$	54,338,000	8%
>\$350K - \$2M	\$	434,009,000	59%	\$	238,615,000	62%	\$	341,541,000	63%	\$	355,060,000	54%	\$	349,842,000	61%	\$	386,178,000	57%
>\$2M	\$	213,032,000	29%	\$	86,321,000	23%	\$	140,066,000	26%	\$	249,421,000	38%	\$	166,592,000	29%	\$	227,767,000	34%

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	2013		2014		2015		2016		2017		2018	
All 504	1,084		614		768		772		747		792	
Ethnicity												
All Minority	225	21%	118	19%	194	25%	175	23%	185	25%	187	24%
AMERICAN INDIAN	1	0%	-	0%	1	0%	1	0%	1	0%	1	0%
ASIAN OR PACIFI	137	13%	55	9%	101	13%	100	13%	109	15%	107	14%
BLACK	25	2%	14	2%	15	2%	16	2%	16	2%	12	2%
HISPANIC	62	6%	49	8%	77	10%	58	8%	59	8%	67	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	63	6%	40	7%	49	6%	68	9%	59	8%	111	14%
WHITE	796	73%	456	74%	525	68%	529	69%	503	67%	494	62%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2	0%	-	0%	2	0%	4	1%	57	8%	194	24%
Female Owned more than 50%	162	15%	83	14%	119	15%	120	16%	110	15%	97	12%
Male Owned	920	85%	531	86%	647	84%	648	84%	580	78%	501	63%
Veteran	53	5%	35	6%	33	4%	40	5%	29	4%	23	3%
EXISTING BUSINESS	957	88%	541	88%	650	85%	657	85%	648	87%	624	79%
NEW BUSINESS	127	12%	73	12%	118	15%	115	15%	99	13%	166	21%
Rural	256	24%	175	29%	189	25%	194	25%	184	25%	214	27%
Urban	828	76%	439	71%	579	75%	578	75%	563	75%	578	73%
Export	35	3%	28	5%	29	4%	29	4%	12	2%	8	1%
\$150K and Under	125	12%	79	13%	72	9%	74	10%	82	11%	54	7%
>\$150K - \$350K	320	30%	207	34%	228	30%	197	26%	191	26%	217	27%
>\$350K - \$2M	571	53%	301	49%	424	55%	422	55%	419	56%	451	57%
>\$2M	68	6%	27	4%	44	6%	79	10%	55	7%	70	9%

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