

	2013		2014		2015		2016		2017		2018							
All 7(A)	\$	2,201,871,700	\$	1,900,760,600	\$	2,864,008,300	\$	2,996,143,100	\$	3,136,599,400	\$	3,479,333,500						
Ethnicity																		
All Minority	\$	562,133,300	26%	\$	594,894,400	31%	\$	837,277,200	29%	\$	894,472,800	30%	\$	1,011,299,200	32%	\$	1,080,488,100	31%
AMERICAN INDIAN	\$	6,798,300	0%	\$	8,209,900	0%	\$	20,532,200	1%	\$	7,680,100	0%	\$	11,481,900	0%	\$	18,670,900	1%
ASIAN OR PACIFI	\$	416,212,900	19%	\$	451,687,800	24%	\$	583,036,900	20%	\$	674,275,100	23%	\$	744,042,900	24%	\$	776,616,200	22%
BLACK	\$	39,267,300	2%	\$	41,324,600	2%	\$	56,116,100	2%	\$	54,337,500	2%	\$	77,464,100	2%	\$	90,096,000	3%
HISPANIC	\$	99,854,800	5%	\$	93,672,100	5%	\$	177,592,000	6%	\$	158,180,100	5%	\$	178,310,300	6%	\$	195,105,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	221,068,300	10%	\$	299,525,000	16%	\$	417,841,400	15%	\$	410,918,500	14%	\$	460,878,700	15%	\$	534,061,300	15%
WHITE	\$	1,418,670,100	64%	\$	1,006,341,200	53%	\$	1,608,889,700	56%	\$	1,690,751,800	56%	\$	1,664,421,500	53%	\$	1,864,784,100	54%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	352,152,100	16%	\$	304,733,600	16%	\$	463,488,000	16%	\$	470,832,200	16%	\$	435,299,000	14%	\$	518,335,400	15%
Female Owned more than 50%	\$	274,244,000	12%	\$	251,036,900	13%	\$	337,156,200	12%	\$	444,812,700	15%	\$	459,718,800	15%	\$	498,534,900	14%
Male Owned	\$	1,575,475,600	72%	\$	1,344,990,100	71%	\$	2,063,364,100	72%	\$	2,080,498,200	69%	\$	2,241,581,600	71%	\$	2,462,463,200	71%
Veteran	\$	87,608,400	4%	\$	74,124,100	4%	\$	120,311,500	4%	\$	129,079,700	4%	\$	115,210,200	4%	\$	123,909,600	4%
EXISTING BUSINESS	\$	1,646,080,600	75%	\$	1,371,301,200	72%	\$	1,897,989,400	66%	\$	1,919,101,300	64%	\$	1,999,192,700	64%	\$	2,141,156,500	62%
NEW BUSINESS	\$	552,698,100	25%	\$	524,704,900	28%	\$	955,497,400	33%	\$	1,065,164,100	36%	\$	1,129,325,600	36%	\$	1,331,993,400	38%
Rural	\$	308,880,900	14%	\$	276,617,100	15%	\$	529,632,100	18%	\$	500,772,900	17%	\$	473,337,700	15%	\$	429,710,200	12%
Urban	\$	1,892,990,800	86%	\$	1,624,143,500	85%	\$	2,334,376,200	82%	\$	2,495,370,200	83%	\$	2,663,261,700	85%	\$	3,049,623,300	88%
Export	\$	130,410,500	6%	\$	132,012,500	7%	\$	154,696,600	5%	\$	202,112,200	7%	\$	160,405,300	5%	\$	141,797,400	4%
CAPLine	\$	71,481,900	3%	\$	34,644,000	2%	\$	75,948,600	3%	\$	50,060,300	2%	\$	26,493,800	1%	\$	31,812,900	1%
PLP	\$	1,146,119,100	52%	\$	1,143,055,400	60%	\$	1,705,417,700	60%	\$	1,833,019,000	61%	\$	1,993,798,400	64%	\$	2,493,937,200	72%
Express	\$	227,381,600	10%	\$	188,275,500	10%	\$	296,226,000	10%	\$	300,476,500	10%	\$	270,186,000	9%	\$	303,901,100	9%
\$150K and Under	\$	198,398,100	9%	\$	191,053,600	10%	\$	306,543,400	11%	\$	309,973,600	10%	\$	281,025,000	9%	\$	310,177,700	9%
>\$150K - \$350K	\$	295,773,900	13%	\$	215,487,700	11%	\$	340,106,200	12%	\$	359,381,800	12%	\$	350,584,400	11%	\$	390,388,400	11%
>\$350K - \$2M	\$	1,149,383,800	52%	\$	944,263,900	50%	\$	1,344,586,700	47%	\$	1,482,022,400	49%	\$	1,450,284,300	46%	\$	1,522,746,900	44%
>\$2M	\$	558,315,900	25%	\$	549,955,400	29%	\$	872,772,000	30%	\$	844,765,300	28%	\$	1,054,705,700	34%	\$	1,256,020,500	36%

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	2013		2014		2015		2016		2017		2018	
All 7(A)	6,172		5,487		8,216		8,849		7,987		8,846	
Ethnicity												
All Minority	1,413	23%	1,364	25%	2,041	25%	2,419	27%	2,140	27%	2,368	27%
AMERICAN INDIAN	48	1%	45	1%	60	1%	53	1%	47	1%	62	1%
ASIAN OR PACIFI	762	12%	746	14%	1,058	13%	1,235	14%	1,092	14%	1,172	13%
BLACK	142	2%	150	3%	249	3%	361	4%	334	4%	401	5%
HISPANIC	461	7%	423	8%	674	8%	770	9%	667	8%	733	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	580	9%	705	13%	1,191	14%	1,040	12%	999	13%	1,209	14%
WHITE	4,179	68%	3,418	62%	4,984	61%	5,390	61%	4,848	61%	5,269	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	991	16%	847	15%	1,246	15%	1,238	14%	1,069	13%	1,163	13%
Female Owned more than 50%	1,017	16%	936	17%	1,427	17%	1,661	19%	1,483	19%	1,584	18%
Male Owned	4,164	67%	3,704	68%	5,543	67%	5,950	67%	5,435	68%	6,099	69%
Veteran	328	5%	277	5%	347	4%	404	5%	399	5%	417	5%
EXISTING BUSINESS	4,260	69%	3,807	69%	5,544	67%	5,382	61%	4,932	62%	5,517	62%
NEW BUSINESS	1,909	31%	1,673	30%	2,654	32%	3,453	39%	3,040	38%	3,318	38%
Rural	741	12%	853	16%	1,286	16%	1,499	17%	1,219	15%	1,213	14%
Urban	5,431	88%	4,634	84%	6,930	84%	7,350	83%	6,768	85%	7,633	86%
Export	138	2%	169	3%	210	3%	249	3%	168	2%	103	1%
CAPLine	104	2%	56	1%	101	1%	74	1%	52	1%	30	0%
PLP	1,624	26%	1,384	25%	1,924	23%	2,170	25%	2,201	28%	3,615	41%
Express	3,002	49%	2,858	52%	4,318	53%	4,765	54%	3,909	49%	4,407	50%
\$150K and Under	3,464	56%	3,356	61%	5,036	61%	5,511	62%	4,618	58%	5,181	59%
>\$150K - \$350K	1,168	19%	852	16%	1,312	16%	1,366	15%	1,324	17%	1,493	17%
>\$350K - \$2M	1,357	22%	1,103	20%	1,586	19%	1,698	19%	1,707	21%	1,779	20%
>\$2M	183	3%	176	3%	282	3%	274	3%	338	4%	393	4%

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	2013		2014		2015		2016		2017		2018							
All 504	\$	792,154,000	\$	499,245,000	\$	639,290,000	\$	759,345,000	\$	652,662,000	\$	741,396,000						
Ethnicity																		
All Minority	\$	176,782,000	22%	\$	111,674,000	22%	\$	183,274,000	29%	\$	250,161,000	33%	\$	191,300,000	29%	\$	207,876,000	28%
AMERICAN INDIAN	\$	670,000	0%	\$	1,150,000	0%	\$	192,000	0%	\$	2,504,000	0%	\$	129,000	0%	\$	255,000	0%
ASIAN OR PACIFI	\$	129,542,000	16%	\$	79,767,000	16%	\$	112,634,000	18%	\$	176,846,000	23%	\$	139,507,000	21%	\$	156,107,000	21%
BLACK	\$	12,388,000	2%	\$	7,045,000	1%	\$	7,700,000	1%	\$	17,035,000	2%	\$	12,745,000	2%	\$	6,134,000	1%
HISPANIC	\$	34,182,000	4%	\$	23,712,000	5%	\$	62,748,000	10%	\$	53,776,000	7%	\$	38,919,000	6%	\$	45,380,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	63,441,000	8%	\$	34,897,000	7%	\$	56,874,000	9%	\$	60,024,000	8%	\$	66,659,000	10%	\$	115,635,000	16%
WHITE	\$	551,931,000	70%	\$	352,674,000	71%	\$	399,142,000	62%	\$	449,160,000	59%	\$	394,703,000	60%	\$	417,885,000	56%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	3,042,000	0%	\$	-	0%	\$	1,827,000	0%	\$	2,641,000	0%	\$	32,171,000	5%	\$	164,734,000	22%
Female Owned more than 50%	\$	89,939,000	11%	\$	47,459,000	10%	\$	84,538,000	13%	\$	89,647,000	12%	\$	79,720,000	12%	\$	70,283,000	9%
Male Owned	\$	699,173,000	88%	\$	451,786,000	90%	\$	552,925,000	86%	\$	667,057,000	88%	\$	540,771,000	83%	\$	506,379,000	68%
Veteran	\$	33,073,000	4%	\$	26,304,000	5%	\$	26,887,000	4%	\$	24,316,000	3%	\$	19,741,000	3%	\$	12,942,000	2%
EXISTING BUSINESS	\$	670,432,000	85%	\$	429,132,000	86%	\$	531,985,000	83%	\$	600,476,000	79%	\$	548,864,000	84%	\$	546,494,000	74%
NEW BUSINESS	\$	121,722,000	15%	\$	70,113,000	14%	\$	107,305,000	17%	\$	158,869,000	21%	\$	103,798,000	16%	\$	189,066,000	26%
Rural	\$	172,133,000	22%	\$	115,448,000	23%	\$	144,250,000	23%	\$	175,497,000	23%	\$	136,343,000	21%	\$	167,256,000	23%
Urban	\$	620,021,000	78%	\$	383,797,000	77%	\$	495,040,000	77%	\$	583,848,000	77%	\$	516,319,000	79%	\$	574,140,000	77%
Export	\$	37,346,000	5%	\$	36,984,000	7%	\$	33,196,000	5%	\$	27,847,000	4%	\$	17,312,000	3%	\$	9,005,000	1%
\$150K and Under	\$	15,476,000	2%	\$	10,023,000	2%	\$	9,034,000	1%	\$	9,683,000	1%	\$	9,971,000	2%	\$	7,981,000	1%
>\$150K - \$350K	\$	87,226,000	11%	\$	58,435,000	12%	\$	63,141,000	10%	\$	60,727,000	8%	\$	55,270,000	8%	\$	60,376,000	8%
>\$350K - \$2M	\$	474,419,000	60%	\$	300,596,000	60%	\$	388,234,000	61%	\$	403,687,000	53%	\$	405,712,000	62%	\$	430,599,000	58%
>\$2M	\$	215,033,000	27%	\$	130,191,000	26%	\$	178,881,000	28%	\$	285,248,000	38%	\$	181,709,000	28%	\$	242,440,000	33%

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	2013		2014		2015		2016		2017		2018	
All 504	1,191		763		881		904		852		887	
Ethnicity												
All Minority	242	20%	147	19%	219	25%	201	22%	204	24%	206	23%
AMERICAN INDIAN	1	0%	1	0%	1	0%	1	0%	1	0%	1	0%
ASIAN OR PACIFI	144	12%	67	9%	113	13%	112	12%	121	14%	119	13%
BLACK	26	2%	17	2%	15	2%	18	2%	17	2%	15	2%
HISPANIC	71	6%	62	8%	90	10%	70	8%	65	8%	71	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	74	6%	59	8%	60	7%	77	9%	70	8%	120	14%
WHITE	875	73%	557	73%	602	68%	626	69%	578	68%	561	63%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	4	0%	-	0%	4	0%	4	0%	58	7%	213	24%
Female Owned more than 50%	180	15%	100	13%	130	15%	139	15%	133	16%	110	12%
Male Owned	1,007	85%	663	87%	747	85%	761	84%	661	78%	564	64%
Veteran	63	5%	43	6%	38	4%	45	5%	34	4%	26	3%
EXISTING BUSINESS	1,055	89%	667	87%	741	84%	777	86%	738	87%	700	79%
NEW BUSINESS	136	11%	96	13%	140	16%	127	14%	114	13%	185	21%
Rural	290	24%	210	28%	227	26%	239	26%	213	25%	246	28%
Urban	901	76%	553	72%	654	74%	665	74%	639	75%	641	72%
Export	38	3%	37	5%	34	4%	32	4%	13	2%	9	1%
\$150K and Under	142	12%	91	12%	82	9%	88	10%	89	10%	67	8%
>\$150K - \$350K	357	30%	248	33%	260	30%	246	27%	218	26%	241	27%
>\$350K - \$2M	623	52%	382	50%	483	55%	480	53%	485	57%	505	57%
>\$2M	69	6%	42	6%	56	6%	90	10%	60	7%	74	8%

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