

	2012		2013		2014		2015		2016		2017							
All 7(A)	\$	2,199,206,000	\$	2,619,357,400	\$	2,232,967,600	\$	3,205,294,800	\$	3,405,851,400	\$	3,698,246,900						
Ethnicity																		
All Minority	\$	632,330,200	29%	\$	672,318,500	26%	\$	692,625,600	31%	\$	954,836,000	30%	\$	1,031,710,700	30%	\$	1,209,260,100	33%
AMERICAN INDIAN	\$	10,757,900	0%	\$	8,492,300	0%	\$	14,734,400	1%	\$	22,199,800	1%	\$	8,720,100	0%	\$	16,323,000	0%
ASIAN OR PACIFI	\$	472,142,100	21%	\$	500,083,800	19%	\$	527,635,900	24%	\$	676,286,000	21%	\$	775,893,900	23%	\$	899,142,300	24%
BLACK	\$	38,708,900	2%	\$	43,145,200	2%	\$	46,131,500	2%	\$	61,812,600	2%	\$	66,831,100	2%	\$	85,555,300	2%
HISPANIC	\$	110,721,300	5%	\$	120,597,200	5%	\$	104,123,800	5%	\$	194,537,600	6%	\$	180,265,600	5%	\$	208,239,500	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	195,913,200	9%	\$	256,886,900	10%	\$	350,572,100	16%	\$	452,348,100	14%	\$	447,171,800	13%	\$	541,297,700	15%
WHITE	\$	1,370,962,600	62%	\$	1,690,152,000	65%	\$	1,189,769,900	53%	\$	1,798,110,700	56%	\$	1,926,968,900	57%	\$	1,947,689,100	53%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	360,035,700	16%	\$	428,748,200	16%	\$	366,934,900	16%	\$	521,389,800	16%	\$	548,600,900	16%	\$	524,799,100	14%
Female Owned more than 50%	\$	264,326,800	12%	\$	337,436,400	13%	\$	280,715,000	13%	\$	386,908,400	12%	\$	492,097,000	14%	\$	529,157,800	14%
Male Owned	\$	1,574,843,500	72%	\$	1,853,172,800	71%	\$	1,585,317,700	71%	\$	2,296,996,600	72%	\$	2,365,153,500	69%	\$	2,644,290,000	72%
Veteran	\$	85,898,800	4%	\$	101,275,200	4%	\$	80,606,200	4%	\$	141,926,300	4%	\$	149,791,100	4%	\$	129,939,200	4%
EXISTING BUSINESS	\$	1,584,512,600	72%	\$	1,967,912,400	75%	\$	1,608,418,000	72%	\$	2,117,680,800	66%	\$	2,177,951,800	64%	\$	2,359,949,500	64%
NEW BUSINESS	\$	609,072,900	28%	\$	646,152,000	25%	\$	618,172,200	28%	\$	1,076,582,500	34%	\$	1,214,921,900	36%	\$	1,329,446,300	36%
Rural	\$	387,415,600	18%	\$	371,365,100	14%	\$	326,252,800	15%	\$	559,930,800	17%	\$	557,422,900	16%	\$	558,985,100	15%
Urban	\$	1,811,790,400	82%	\$	2,247,992,300	86%	\$	1,906,714,800	85%	\$	2,645,364,000	83%	\$	2,848,428,500	84%	\$	3,139,261,800	85%
Export	\$	124,140,000	6%	\$	192,191,100	7%	\$	168,008,900	8%	\$	191,149,600	6%	\$	218,084,700	6%	\$	165,702,000	4%
CAPLine	\$	25,785,400	1%	\$	86,081,900	3%	\$	44,794,000	2%	\$	84,548,600	3%	\$	54,122,300	2%	\$	32,183,800	1%
PLP	\$	1,168,022,400	53%	\$	1,386,675,200	53%	\$	1,324,687,600	59%	\$	1,911,359,600	60%	\$	2,113,142,900	62%	\$	2,373,691,400	64%
Express	\$	282,653,900	13%	\$	261,656,900	10%	\$	218,136,500	10%	\$	322,052,500	10%	\$	335,904,400	10%	\$	312,550,200	8%
\$150K and Under	\$	231,669,400	11%	\$	226,322,100	9%	\$	221,123,900	10%	\$	338,196,600	11%	\$	346,884,300	10%	\$	326,751,900	9%
>\$150K - \$350K	\$	307,641,500	14%	\$	340,257,000	13%	\$	255,535,300	11%	\$	372,410,200	12%	\$	404,847,200	12%	\$	410,009,100	11%
>\$350K - \$2M	\$	1,104,834,000	50%	\$	1,370,755,000	52%	\$	1,101,983,300	49%	\$	1,503,046,700	47%	\$	1,680,192,400	49%	\$	1,688,069,500	46%
>\$2M	\$	555,061,100	25%	\$	682,023,300	26%	\$	654,325,100	29%	\$	991,641,300	31%	\$	973,927,500	29%	\$	1,273,416,400	34%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	6,960		7,120		6,356		9,136		9,900		9,306	
Ethnicity												
All Minority	1,645	24%	1,646	23%	1,572	25%	2,273	25%	2,678	27%	2,486	27%
AMERICAN INDIAN	58	1%	54	1%	56	1%	68	1%	56	1%	58	1%
ASIAN OR PACIFI	886	13%	898	13%	865	14%	1,194	13%	1,372	14%	1,290	14%
BLACK	200	3%	160	2%	168	3%	273	3%	399	4%	369	4%
HISPANIC	501	7%	534	8%	483	8%	738	8%	851	9%	769	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	615	9%	662	9%	803	13%	1,315	14%	1,163	12%	1,271	14%
WHITE	4,700	68%	4,812	68%	3,981	63%	5,548	61%	6,059	61%	5,549	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,101	16%	1,145	16%	990	16%	1,380	15%	1,392	14%	1,258	14%
Female Owned more than 50%	1,154	17%	1,177	17%	1,073	17%	1,587	17%	1,844	19%	1,703	18%
Male Owned	4,705	68%	4,798	67%	4,293	68%	6,169	68%	6,664	67%	6,345	68%
Veteran	377	5%	371	5%	317	5%	392	4%	446	5%	467	5%
EXISTING BUSINESS	4,805	69%	4,916	69%	4,415	69%	6,151	67%	6,019	61%	5,706	61%
NEW BUSINESS	2,149	31%	2,200	31%	1,931	30%	2,964	32%	3,866	39%	3,584	39%
Rural	1,001	14%	857	12%	994	16%	1,408	15%	1,669	17%	1,427	15%
Urban	5,959	86%	6,263	88%	5,362	84%	7,728	85%	8,231	83%	7,879	85%
Export	243	3%	226	3%	206	3%	244	3%	278	3%	143	2%
CAPLine	30	0%	120	2%	68	1%	111	1%	81	1%	60	1%
PLP	1,818	26%	1,915	27%	1,625	26%	2,140	23%	2,478	25%	2,626	28%
Express	3,847	55%	3,441	48%	3,253	51%	4,795	52%	5,282	53%	4,516	49%
\$150K and Under	4,238	61%	3,952	56%	3,838	60%	5,605	61%	6,127	62%	5,352	58%
>\$150K - \$350K	1,237	18%	1,342	19%	1,006	16%	1,442	16%	1,535	16%	1,551	17%
>\$350K - \$2M	1,306	19%	1,602	23%	1,302	20%	1,771	19%	1,926	19%	1,998	21%
>\$2M	179	3%	224	3%	210	3%	318	3%	312	3%	405	4%

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	2012		2013		2014		2015		2016		2017							
All 504	\$	735,196,000	\$	893,203,000	\$	598,631,000	\$	690,951,000	\$	832,312,000	\$	756,999,000						
Ethnicity																		
All Minority	\$	162,150,000	22%	\$	192,249,000	22%	\$	134,090,000	22%	\$	192,075,000	28%	\$	253,990,000	31%	\$	228,306,000	30%
AMERICAN INDIAN	\$	777,000	0%	\$	842,000	0%	\$	1,150,000	0%	\$	192,000	0%	\$	2,504,000	0%	\$	129,000	0%
ASIAN OR PACIFI	\$	120,752,000	16%	\$	141,990,000	16%	\$	100,591,000	17%	\$	120,118,000	17%	\$	183,514,000	22%	\$	171,110,000	23%
BLACK	\$	7,208,000	1%	\$	12,497,000	1%	\$	5,914,000	1%	\$	7,397,000	1%	\$	11,425,000	1%	\$	13,764,000	2%
HISPANIC	\$	33,413,000	5%	\$	36,920,000	4%	\$	26,435,000	4%	\$	64,368,000	9%	\$	56,547,000	7%	\$	43,303,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	31,684,000	4%	\$	69,519,000	8%	\$	43,597,000	7%	\$	60,947,000	9%	\$	74,316,000	9%	\$	72,028,000	10%
WHITE	\$	541,362,000	74%	\$	631,435,000	71%	\$	420,944,000	70%	\$	437,929,000	63%	\$	504,006,000	61%	\$	456,665,000	60%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	4,158,000	1%	\$	4,190,000	0%	\$	-	0%	\$	1,066,000	0%	\$	1,920,000	0%	\$	29,087,000	4%
Female Owned more than 50%	\$	80,867,000	11%	\$	102,507,000	11%	\$	56,743,000	9%	\$	90,174,000	13%	\$	99,304,000	12%	\$	93,083,000	12%
Male Owned	\$	650,171,000	88%	\$	786,506,000	88%	\$	541,888,000	91%	\$	599,711,000	87%	\$	731,088,000	88%	\$	634,829,000	84%
Veteran	\$	34,672,000	5%	\$	37,698,000	4%	\$	32,449,000	5%	\$	27,772,000	4%	\$	26,010,000	3%	\$	21,675,000	3%
EXISTING BUSINESS	\$	639,463,000	87%	\$	762,064,000	85%	\$	517,709,000	86%	\$	578,636,000	84%	\$	663,272,000	80%	\$	649,429,000	86%
NEW BUSINESS	\$	95,733,000	13%	\$	131,139,000	15%	\$	80,922,000	14%	\$	112,315,000	16%	\$	169,040,000	20%	\$	107,570,000	14%
Rural	\$	161,441,000	22%	\$	192,244,000	22%	\$	130,866,000	22%	\$	158,497,000	23%	\$	191,900,000	23%	\$	164,859,000	22%
Urban	\$	573,755,000	78%	\$	700,959,000	78%	\$	467,765,000	78%	\$	532,454,000	77%	\$	640,412,000	77%	\$	592,140,000	78%
Export	\$	16,941,000	2%	\$	43,963,000	5%	\$	40,090,000	7%	\$	38,089,000	6%	\$	31,472,000	4%	\$	657,000	0%
\$150K and Under	\$	15,252,000	2%	\$	17,426,000	2%	\$	11,510,000	2%	\$	9,639,000	1%	\$	10,309,000	1%	\$	12,036,000	2%
>\$150K - \$350K	\$	86,890,000	12%	\$	101,159,000	11%	\$	66,271,000	11%	\$	69,570,000	10%	\$	65,091,000	8%	\$	65,020,000	9%
>\$350K - \$2M	\$	465,586,000	63%	\$	547,385,000	61%	\$	355,823,000	59%	\$	425,595,000	62%	\$	428,412,000	51%	\$	462,865,000	61%
>\$2M	\$	167,468,000	23%	\$	227,233,000	25%	\$	165,027,000	28%	\$	186,147,000	27%	\$	328,500,000	39%	\$	217,078,000	29%

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	2012		2013		2014		2015		2016		2017	
All 504	1,148		1,365		881		961		973		991	
Ethnicity												
All Minority	228	20%	273	20%	174	20%	227	24%	205	21%	242	24%
AMERICAN INDIAN	3	0%	2	0%	1	0%	1	0%	1	0%	1	0%
ASIAN OR PACIFI	139	12%	165	12%	88	10%	122	13%	115	12%	143	14%
BLACK	21	2%	25	2%	14	2%	13	1%	14	1%	20	2%
HISPANIC	65	6%	81	6%	71	8%	91	9%	75	8%	78	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	56	5%	83	6%	65	7%	65	7%	85	9%	74	7%
WHITE	864	75%	1,009	74%	642	73%	669	70%	683	70%	675	68%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	7	1%	5	0%	-	0%	3	0%	2	0%	52	5%
Female Owned more than 50%	149	13%	213	16%	115	13%	141	15%	149	15%	164	17%
Male Owned	992	86%	1,147	84%	766	87%	817	85%	822	84%	775	78%
Veteran	63	5%	73	5%	46	5%	41	4%	49	5%	40	4%
EXISTING BUSINESS	1,007	88%	1,211	89%	776	88%	813	85%	841	86%	868	88%
NEW BUSINESS	141	12%	154	11%	105	12%	148	15%	132	14%	123	12%
Rural	317	28%	340	25%	231	26%	244	25%	252	26%	248	25%
Urban	831	72%	1,025	75%	650	74%	717	75%	721	74%	743	75%
Export	26	2%	45	3%	40	5%	39	4%	34	3%	1	0%
\$150K and Under	142	12%	160	12%	103	12%	87	9%	94	10%	108	11%
>\$150K - \$350K	353	31%	416	30%	279	32%	286	30%	263	27%	259	26%
>\$350K - \$2M	595	52%	716	52%	448	51%	530	55%	515	53%	554	56%
>\$2M	58	5%	73	5%	51	6%	58	6%	101	10%	70	7%

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