

	2012		2013		2014		2015		2016		2017							
All 7(A)	\$	2,497,011,900	\$	2,978,606,400	\$	2,653,726,300	\$	3,637,694,000	\$	3,967,585,700	\$	4,730,887,000						
Ethnicity																		
All Minority	\$	699,336,800	28%	\$	770,201,400	26%	\$	811,396,800	31%	\$	1,066,196,700	29%	\$	1,219,814,100	31%	\$	1,560,897,900	33%
AMERICAN INDIAN	\$	13,183,500	1%	\$	10,761,500	0%	\$	16,127,400	1%	\$	24,112,800	1%	\$	12,766,600	0%	\$	35,062,000	1%
ASIAN OR PACIFI	\$	520,860,000	21%	\$	571,721,300	19%	\$	616,214,700	23%	\$	739,156,800	20%	\$	904,118,600	23%	\$	1,161,004,700	25%
BLACK	\$	43,638,500	2%	\$	46,033,200	2%	\$	54,430,400	2%	\$	74,981,400	2%	\$	81,256,600	2%	\$	105,431,700	2%
HISPANIC	\$	121,654,800	5%	\$	141,685,400	5%	\$	124,624,300	5%	\$	227,945,700	6%	\$	221,672,300	6%	\$	259,399,500	5%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	218,883,300	9%	\$	290,719,300	10%	\$	406,069,900	15%	\$	516,787,100	14%	\$	510,453,100	13%	\$	689,568,200	15%
WHITE	\$	1,578,791,800	63%	\$	1,917,685,700	64%	\$	1,436,259,600	54%	\$	2,054,710,200	56%	\$	2,237,318,500	56%	\$	2,480,420,900	52%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	429,350,900	17%	\$	483,039,100	16%	\$	434,475,400	16%	\$	606,211,700	17%	\$	647,597,900	16%	\$	693,988,000	15%
Female Owned more than 50%	\$	304,964,800	12%	\$	387,605,700	13%	\$	339,710,000	13%	\$	454,011,300	12%	\$	559,597,000	14%	\$	695,444,000	15%
Male Owned	\$	1,762,696,200	71%	\$	2,107,961,600	71%	\$	1,879,540,900	71%	\$	2,577,471,000	71%	\$	2,760,390,800	70%	\$	3,341,455,000	71%
Veteran	\$	93,054,100	4%	\$	109,149,100	4%	\$	94,553,500	4%	\$	166,096,700	5%	\$	180,460,700	5%	\$	161,852,700	3%
EXISTING BUSINESS	\$	1,799,737,300	72%	\$	2,223,810,600	75%	\$	1,912,413,000	72%	\$	2,423,433,200	67%	\$	2,541,101,200	64%	\$	3,040,982,500	64%
NEW BUSINESS	\$	689,684,100	28%	\$	749,214,800	25%	\$	733,033,600	28%	\$	1,202,726,300	33%	\$	1,411,490,100	36%	\$	1,679,953,400	36%
Rural	\$	425,715,600	17%	\$	418,670,100	14%	\$	408,575,500	15%	\$	609,797,300	17%	\$	645,743,900	16%	\$	690,452,600	15%
Urban	\$	2,071,296,300	83%	\$	2,559,936,300	86%	\$	2,245,150,800	85%	\$	3,027,896,700	83%	\$	3,321,841,800	84%	\$	4,040,434,400	85%
Export	\$	138,711,500	6%	\$	209,612,200	7%	\$	207,705,300	8%	\$	230,611,000	6%	\$	270,523,800	7%	\$	197,029,000	4%
CAPLine	\$	35,905,400	1%	\$	97,473,900	3%	\$	57,154,000	2%	\$	96,859,600	3%	\$	57,972,300	1%	\$	39,308,800	1%
PLP	\$	1,305,670,700	52%	\$	1,585,555,200	53%	\$	1,565,106,100	59%	\$	2,191,967,000	60%	\$	2,492,110,000	63%	\$	3,203,118,900	68%
Express	\$	316,229,300	13%	\$	299,667,800	10%	\$	256,038,100	10%	\$	360,461,700	10%	\$	382,669,400	10%	\$	360,839,600	8%
\$150K and Under	\$	262,318,600	11%	\$	255,594,500	9%	\$	251,886,700	9%	\$	377,545,000	10%	\$	388,575,300	10%	\$	380,325,100	8%
>\$150K - \$350K	\$	350,151,800	14%	\$	383,454,200	13%	\$	300,148,200	11%	\$	415,732,600	11%	\$	461,784,200	12%	\$	495,905,900	10%
>\$350K - \$2M	\$	1,247,158,200	50%	\$	1,588,772,100	53%	\$	1,310,189,400	49%	\$	1,715,733,300	47%	\$	1,965,700,600	50%	\$	2,148,619,300	45%
>\$2M	\$	637,383,300	26%	\$	750,785,600	25%	\$	791,502,000	30%	\$	1,128,683,100	31%	\$	1,151,525,600	29%	\$	1,706,036,700	36%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	7,885		8,066		7,340		10,263		11,227		11,078	
Ethnicity												
All Minority	1,828	23%	1,890	23%	1,826	25%	2,517	25%	3,067	27%	2,995	27%
AMERICAN INDIAN	66	1%	66	1%	67	1%	79	1%	68	1%	75	1%
ASIAN OR PACIFI	975	12%	1,021	13%	1,008	14%	1,321	13%	1,554	14%	1,588	14%
BLACK	224	3%	188	2%	192	3%	301	3%	451	4%	425	4%
HISPANIC	563	7%	615	8%	559	8%	816	8%	994	9%	907	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	709	9%	745	9%	916	12%	1,496	15%	1,305	12%	1,541	14%
WHITE	5,348	68%	5,431	67%	4,598	63%	6,250	61%	6,855	61%	6,542	59%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	1,263	16%	1,287	16%	1,145	16%	1,542	15%	1,586	14%	1,524	14%
Female Owned more than 50%	1,295	16%	1,330	16%	1,222	17%	1,791	17%	2,068	18%	2,019	18%
Male Owned	5,327	68%	5,449	68%	4,973	68%	6,930	68%	7,573	67%	7,535	68%
Veteran	418	5%	413	5%	361	5%	445	4%	516	5%	552	5%
EXISTING BUSINESS	5,454	69%	5,545	69%	5,111	70%	6,942	68%	6,789	60%	6,857	62%
NEW BUSINESS	2,424	31%	2,516	31%	2,217	30%	3,299	32%	4,419	39%	4,204	38%
Rural	1,119	14%	959	12%	1,168	16%	1,572	15%	1,886	17%	1,674	15%
Urban	6,766	86%	7,107	88%	6,172	84%	8,691	85%	9,341	83%	9,404	85%
Export	271	3%	261	3%	249	3%	279	3%	336	3%	186	2%
CAPLine	37	0%	136	2%	78	1%	123	1%	85	1%	73	1%
PLP	2,059	26%	2,179	27%	1,888	26%	2,454	24%	2,896	26%	3,406	31%
Express	4,323	55%	3,902	48%	3,717	51%	5,356	52%	5,946	53%	5,126	46%
\$150K and Under	4,779	61%	4,450	55%	4,353	59%	6,256	61%	6,859	61%	6,128	55%
>\$150K - \$350K	1,414	18%	1,515	19%	1,183	16%	1,607	16%	1,746	16%	1,873	17%
>\$350K - \$2M	1,487	19%	1,855	23%	1,547	21%	2,039	20%	2,251	20%	2,533	23%
>\$2M	205	3%	246	3%	257	4%	361	4%	371	3%	544	5%

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	2012		2013		2014		2015		2016		2017							
All 504	\$	846,585,000	\$	982,607,000	\$	700,425,000	\$	766,401,000	\$	930,508,000	\$	877,276,000						
Ethnicity																		
All Minority	\$	187,791,000	22%	\$	208,300,000	21%	\$	153,832,000	22%	\$	208,803,000	27%	\$	272,764,000	29%	\$	262,409,000	30%
AMERICAN INDIAN	\$	1,268,000	0%	\$	842,000	0%	\$	1,150,000	0%	\$	3,312,000	0%	\$	760,000	0%			
ASIAN OR PACIFI	\$	136,212,000	16%	\$	153,670,000	16%	\$	114,263,000	16%	\$	133,358,000	17%	\$	191,280,000	21%	\$	196,110,000	22%
BLACK	\$	9,163,000	1%	\$	14,118,000	1%	\$	7,124,000	1%	\$	7,732,000	1%	\$	11,425,000	1%	\$	16,717,000	2%
HISPANIC	\$	41,148,000	5%	\$	39,670,000	4%	\$	31,295,000	4%	\$	67,521,000	9%	\$	66,747,000	7%	\$	48,822,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	39,423,000	5%	\$	77,950,000	8%	\$	48,618,000	7%	\$	67,971,000	9%	\$	80,052,000	9%	\$	76,527,000	9%
WHITE	\$	619,371,000	73%	\$	696,357,000	71%	\$	497,975,000	71%	\$	489,627,000	64%	\$	577,692,000	62%	\$	538,340,000	61%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	4,158,000	0%	\$	4,190,000	0%	\$	1,252,000	0%	\$	1,583,000	0%	\$	2,423,000	0%	\$	34,675,000	4%
Female Owned more than 50%	\$	101,282,000	12%	\$	114,220,000	12%	\$	70,235,000	10%	\$	98,384,000	13%	\$	106,509,000	11%	\$	113,640,000	13%
Male Owned	\$	741,145,000	88%	\$	864,197,000	88%	\$	628,938,000	90%	\$	666,434,000	87%	\$	821,576,000	88%	\$	728,961,000	83%
Veteran	\$	37,307,000	4%	\$	39,117,000	4%	\$	35,698,000	5%	\$	32,588,000	4%	\$	29,662,000	3%	\$	23,969,000	3%
EXISTING BUSINESS	\$	737,696,000	87%	\$	845,317,000	86%	\$	604,541,000	86%	\$	641,965,000	84%	\$	747,223,000	80%	\$	749,910,000	85%
NEW BUSINESS	\$	108,889,000	13%	\$	137,290,000	14%	\$	95,884,000	14%	\$	124,436,000	16%	\$	183,285,000	20%	\$	127,366,000	15%
Rural	\$	186,198,000	22%	\$	212,423,000	22%	\$	151,839,000	22%	\$	174,068,000	23%	\$	206,099,000	22%	\$	191,281,000	22%
Urban	\$	660,387,000	78%	\$	770,184,000	78%	\$	548,586,000	78%	\$	592,333,000	77%	\$	724,409,000	78%	\$	685,995,000	78%
Export	\$	18,745,000	2%	\$	44,954,000	5%	\$	44,519,000	6%	\$	39,774,000	5%	\$	32,958,000	4%	\$	657,000	0%
\$150K and Under	\$	18,437,000	2%	\$	19,361,000	2%	\$	13,628,000	2%	\$	10,684,000	1%	\$	11,501,000	1%	\$	12,946,000	1%
>\$150K - \$350K	\$	100,834,000	12%	\$	111,642,000	11%	\$	77,273,000	11%	\$	78,593,000	10%	\$	73,438,000	8%	\$	76,957,000	9%
>\$350K - \$2M	\$	532,111,000	63%	\$	599,273,000	61%	\$	422,300,000	60%	\$	473,437,000	62%	\$	482,450,000	52%	\$	517,940,000	59%
>\$2M	\$	195,203,000	23%	\$	252,331,000	26%	\$	187,224,000	27%	\$	203,687,000	27%	\$	363,119,000	39%	\$	269,433,000	31%

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	2012		2013		2014		2015		2016		2017	
All 504	1,333		1,502		1,032		1,069		1,087		1,133	
Ethnicity												
All Minority	262	20%	297	20%	206	20%	246	23%	227	21%	273	24%
AMERICAN INDIAN	4	0%	2	0%	1	0%	1	0%	2	0%	2	0%
ASIAN OR PACIFI	160	12%	180	12%	106	10%	134	13%	124	11%	161	14%
BLACK	22	2%	27	2%	16	2%	15	1%	14	1%	25	2%
HISPANIC	76	6%	88	6%	83	8%	96	9%	87	8%	85	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	66	5%	93	6%	74	7%	74	7%	91	8%	79	7%
WHITE	1,005	75%	1,112	74%	752	73%	749	70%	769	71%	781	69%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	7	1%	5	0%	1	0%	4	0%	3	0%	60	5%
Female Owned more than 50%	180	14%	232	15%	138	13%	158	15%	165	15%	187	17%
Male Owned	1,146	86%	1,265	84%	893	87%	907	85%	919	85%	886	78%
Veteran	70	5%	76	5%	56	5%	51	5%	54	5%	46	4%
EXISTING BUSINESS	1,173	88%	1,329	88%	899	87%	907	85%	943	87%	993	88%
NEW BUSINESS	160	12%	173	12%	133	13%	162	15%	144	13%	140	12%
Rural	364	27%	377	25%	265	26%	271	25%	277	25%	289	26%
Urban	969	73%	1,125	75%	767	74%	798	75%	810	75%	844	74%
Export	30	2%	47	3%	45	4%	42	4%	36	3%	1	0%
\$150K and Under	170	13%	177	12%	122	12%	96	9%	104	10%	116	10%
>\$150K - \$350K	409	31%	460	31%	324	31%	323	30%	296	27%	307	27%
>\$350K - \$2M	686	51%	784	52%	527	51%	586	55%	575	53%	623	55%
>\$2M	68	5%	81	5%	59	6%	64	6%	112	10%	87	8%

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