504 Helps Woman-Owned Biotech Company Expand

Founded in 2000, D. K. Pierce, which is headquartered in Zionsville, provides comprehensive reimbursement consulting services to clients in the biopharmaceutical and medical technology arena. The company primarily focuses on oncology products and biologics, but has experience in a broad range of fields including anesthesiology, cardiology, diabetes, and urology. This certified woman-owned business has been nationally recognized for its work in supporting patient access to drugs used to treat cancer and rare diseases. By 2018, the company had approximately 560 medicines in development for rare diseases (including rare cancers) and another 300 medicines in development for cancers, such as breast, colon, and lung. In 2015, the company was recognized by the State of Indiana and the Office of Small Business and Entrepreneurship as an “Indiana Company to Watch.” That year, Denise Pierce was also awarded the Starkey Entrepreneurial Woman Award. The SBA 504 Program allowed Pierce to expand her business by moving from an overcrowded leased space into a gorgeous office building in Zionsville, Indiana. DK Pierce is now able to continue its meaningful work while contributing greatly to the local economy.

30 Jobs  $1.8M Loan  Premier Capital Corp.

CDCs Who Serve IN
Community Dev. Corp. of Ft. Wayne
Business Dev. Corp.
Indiana Statewide CDC
Premier Capital Corp.
Regional Dev. Company

504 loans have added 44,667 jobs to the IN economy

$1.6 billion in financing to help IN small businesses

3,175 IN entrepreneurs have benefited from program

A Sample of IN 504 Borrowers

EckCo Plastics
Discount Comic Book Service
Hammer Lighting & Grip
People’s Brewing Co.

Source: U.S. Small Business Administration

VISIT US ONLINE AT WWW.NADCO.ORG
D. K. Pierce (photos from front story) grand opening.

**MAP OF 504s IN INDIANA**

**GREEN BEAN DELIVERY OPERATING OUT OF IN**

Trucks with Green BEAN Delivery logos on their sides are fast becoming a familiar sight in Indiana, Ohio, Kentucky, Missouri, and Tennessee. This is in large part to the company’s humble beginnings in Indianapolis, the city it still calls “home” less than a decade later. Green BEAN (Biodynamic, Education, Agriculture, and Nutrition) Delivery, is the region’s largest online natural and organic grocery delivery service, which has now grown enough to open a new corporate headquarters building. This expansion, made possible by the SBA 504, is bringing more than 200 jobs to Indianapolis’ east side.

Matthew Ewer started the fast-growing company in 2007. Ewer says, “We partner with the best local farmers and artisans to bring organic produce and natural groceries to communities around Indiana and surrounding states. The SBA 504 loan was a big boost for us because it combines a small percentage down payment with a low and fixed interest rate. The SBA loan allowed us to make a solid long-term investment in much needed infrastructure while keeping our cash flow fluid for market expansion and business development.”