



# **NICHE LIST 2021**

**500 SMALL MARKETS WITH BIG OPPORTUNITIES**

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Thanks for buying *Niche List 2021*!

This book is a guide to help you be deliberate and strategic in seeking out freelance clients.

You can still build that website for your neighbor's uncle's law firm, or design a logo for some rando who finds you on Upwork. But if you want to find clients on your own, you need focus.

The pages that follow will give you the lay of the land - a sense of what opportunities are out there, and how big they are.

## Who should read this book

*Niche List* is for digital freelancers who sell services to US companies.

My own experience is in marketing and software development services, but this book is just as relevant if you're a graphic designer, virtual assistant, or podcast editor ... you name it.

## What you'll get

The whole point of this book is to help you get clients.

You'll get clients, because your networking, direct outreach, and content marketing are effective and easy to execute.

These activities are effective, and easy, because they're *focused*. This means:

- You're targeting a very small group of businesses
- You know how to reach them
- They need and value your services
- You understand their problems better than 85% of others in your field

This book gives you a 10,000 foot view that allows you to consider tons of different niches. Then it gives you the data you need to estimate how much they need your services, verify that there are enough companies to support your lifestyle, and start selling.

(For more detail on the whole "start selling" part, please take a look at [Niche Experiments](#).)

## How to use this book

It's your book now, and you use it any way you want, but here's what I recommend.

### **1. Find all your past and current clients.**

What sector and niche are they in, or closest to? How big is that niche?

Probably bigger than you might have thought. *Probably* big enough for you to build an entire freelancing career around, if you're so inclined.

Identify the niches where you already have some experience, credibility, and unique knowledge. Then think about what it might look like to pursue more clients in each one.

Do you know the title of the person most likely to hire you? Do you understand their industry jargon and the most pressing problems they face? (Could you get on LinkedIn *right now* and ask one of them if they need your help?)

This exercise might lead you to a revelation like "Wow, I never knew there were so many Bed & Breakfasts in the US ... why don't I just do SEO for B&Bs?"

If that happens, congratulations! Put the book down and go find some new clients. They'll be lucky to have you. If not, no big deal. Continue on.

### **2. Browse the entire list.**

There are over 500 niches in the pages that follow. Just scroll through them, take the time to open some of the sample business websites, and imagine them as your client.

Build a short list of niches you might be interested in pursuing.

### **3. Compare and contrast.**

Open some of the example company websites and see what you can learn about them.

If you sell marketing or website-related services, just take a look at the site. If you're in SEO, maybe plug them into Ahrefs. If you're a video editor, check out whether their site uses video, and whether they have a YouTube channel.

What's level of sophistication are you seeing across companies, and across niches? Does one of the markets on your shortlist *really need your help*? Start there.

### **4. Size the niche**

In most cases you'll find that the niche seems impossibly big. *Really? 13,000 radio stations in the US?*

Think about how many clients you need to survive, and how many you need to reach your most ambitious goals. What percentage of the entire market is that number?

Probably a pretty small percentage.

If you put your mind to improving your network, portfolio, and domain knowledge in a single niche, could you capture that percentage? (I'm willing to bet you could.)

Once you've got:

- A big enough niche
- An idea of what kind of businesses exist within it, and
- A target number of clients

... you can put the book down and start having conversations. (For more guidance on how to do that, check out [Niche Experiments](#).)

## Why I wrote this book

My work has taught me that the economy is bigger and more complex than most of us think, and that this is a Good Thing.

When you believe this, you free yourself to focus on a narrower market and still thrive as a freelancer. And in doing so, you'll have an easier time marketing and selling your services, *and* you'll have more impact in your work.

At least that's how it's worked out for me. I hope you'll find it's the same for you, and that this book will help you get there.

I work as a freelancer, primarily selling conversion optimization training and support services to small marketing agencies.

When I *started* freelancing, though, I had no focus. I had skills and experience in software engineering *and* marketing. I'd worked at agencies, served brands in ecommerce, SaaS, nonprofit ... you name it.

So when it came time to go get clients, I had no clue where to start. Literally, what goes in the "To:" field of my first email? Whom do I ping on LinkedIn? What do I say?

To deal with this feeling of being overwhelmed, I decided to think of outreach as a series of focused experiments. (Instead of "the thing I have to get right in order to pay rent.")

I tried to sell "website optimization services for startups in Atlanta" and was able to get meetings, but no clients. (There's some need, but not much budget and it's not a high priority.)

Then I tried "A/B test *implementation* for marketing agencies that sell CRO services and have 1-100 employees." Right away, I started meeting folks who were *actually happy to*

*hear from me.* The work that comes from those initial relationships is still paying rent.

Since then, I've explored several other niches using the same approach, with pleasantly mixed results. Meaning, not every niche is a fit, but I always *find out* whether it's a fit or not. Without committing years of my life.

This approach is a cure for "I hate sales" and "IDK how to get clients," two very real and very urgent problems that freelancers face, so I decided to write a [book](#) about it.

Two chapters into the book, I found myself saying "Now you build a list of possible niches. To do that ... um ... "

I couldn't find a resource to support this type of micro-niche sizing and comparison. There are tools, some pretty expensive, that let you search for info once you've chosen a niche. But these tools don't act as a good guide to just how many options there are, and how varied the options are.

You have to know what to type into the search box.

So, this book is a huge list of options to type into the search box. I wrote it in hopes it would help you find a cool niche to work in. In hopes finding a niche would save you from "I hate sales" and "IDK how to get clients." In hopes *that* would allow you to thrive as a freelancer.

## About the data

Finding definitive data on the size of a market is actually a huge challenge. There are a number of services that provide data on companies (a.k.a. "firmographic data") - I used several for this book, and their numbers never agree.

Here's a quick rundown of the sources I'm drawing from:

- [Dunn & Bradstreet](#)
- [NAICS.com](#)
- [Diffbot](#)
- Assorted industry organizations, like the [National Cattleman's Beef Association](#) (for cattle ranches) or [MuseumPlanner.org](#) (for, yes, museums)
- Wikipedia

Dunn & Bradstreet and NAICS.com tend to underestimate counts because they give each business a single classification, even though a single company can fall into multiple niches. (Think about how a hotel might also hold a casino, a few restaurants, and a performance venue.)

Diffbot builds its listings by scraping the entire internet, so it catches companies that belong in more than one niche. But it's automated, and sometimes website copy can fool the AI into thinking a company sells something it doesn't. (Think about how the website for a worker's compensation law firm might talk a lot about manufacturing or truck driving.)

Whenever possible, I trust the industry orgs over other data sources. Still, you have to take this data with a grain of salt.

For that reason, I've used the smallest reliable estimate I could find, and framed every niche size as a minimum. These are conservative estimates, and unless it's a rapidly shrinking market (like mini golf courses 🙄), the true niche size is probably bigger than reported. That's a good thing! Bask in the abundance.

### **Some of these links don't work!**

I pulled the sample company data from Diffbot and yes, sometimes the company's listed website returns an "Error: not found."

I left these in *on purpose* - if your services involve marketing, IT, or web development, it's actually helpful to know that there are companies out there whose website is literally broken. Should be an easy pitch!

### **How did you choose the example companies?**

The companies come from the first 10 results returned by Diffbot, which means they're among the most "important" or "popular" in their niche.

In this case, "importance" is a measure of how many other internet resources link to, or are related to, the company in question. (Read more on [Diffbot's site.](#))

One consequence is that *on average*, the example companies will be more on the internet-savvy end of the spectrum within their niche. If you're selling websites, or design, or something similar, it's safe to assume that most other companies in a niche are about as sophisticated as the example companies, or less so.

I've sought to give a mix of huge enterprise companies and small-to-medium sized businesses. (In some cases that meant cherry-picking from the top search results, and in some cases I ran a second search, filtering down to companies with < 500 employees.)

## **Feedback welcome**

Thanks again for buying this book. Yes, I've got your money now, but I hope this isn't the extent of the relationship. If you have questions, want to request the addition of a niche or

two, or you find an error, please let me hear about it! You can email me directly:

[niches@briandavidhall.com](mailto:niches@briandavidhall.com)

Happy nicheing!

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## Agriculture

This is a *huge* sector, with the number of farms alone exceeding 2 million. And of course, agriculture is more than farms. There are ranches, orchards, farming equipment producers, labs that specialize in genetic research for animal breeding ...

It's also a dynamically changing sector, as government policy and consumers' appetites change. (For example, tons of folks have made entire careers in marketing and PR for avocados in the last two decades.)

Whether you're helping small farms create a new revenue stream by hosting events and weddings, or writing press releases to help cannabis growers improve public perception, there's a ton of opportunity here.

## Animal Production

*60,400+ companies in the US*

## Apple Growers

*5,000+ companies in the US*

### **Examples:**

- Family Farm
  - 200 - 500 employees
  - Apple Valley, Minnesota
- Tree Top Inc
  - <https://treetop.com>
  - 2000 - 5000 employees
  - Selah, Washington

## Aquaculture



1,700+ companies in the US

**Examples:**

- Catalina Sea Ranch
  - <https://catalinasearanch.com/>
  - 5 - 20 Employees
  - Los Angeles, California

## Bean Farms

5,400+ companies in the US

**Examples:**

- Basic American Foods
  - <https://baf.com>
  - 1000 - 5000 employees
  - Walnut Creek, California
- CTI Foods
  - <https://ctifoods.com>
  - 1000 - 5000 employees
  - Wilder, Idaho

## Bee Keepers and Apiculture Supplies

115,000+ companies in the US

**Examples:**

- Savannah Bee Company
  - <https://savannahbee.com/>
  - 50 - 200 Employees
  - Savannah, Georgia
- Bee Friendly Austin
  - <http://beefriendlyaustin.com/>
  - 1 - 10 Employees
  - Austin, Texas

## Beet Farms

3,400+ companies in the US

**Examples:**

- Fat Beet Farm
  - <https://fatbeet.com>
  - 2 - 10 employees
  - Tampa, Florida
- Hoof Beet Farm
  - <https://squareup.com/store/hoof-beet-farm>
  - 1 - 100 employees
  - Dallas Center Ia, Iowa

## Cannabis Cultivators

2,500+ companies in the US

**Examples:**

- UFCW
  - <https://ufcw.org>
  - 500 - 1000 employees
  - Washington, d.c.
- Otherside Farms
  - <https://othersidefarms.com>
  - 1 - 10 employees
  - Costa Mesa, California

## Cattle Ranching

802,300+ companies in the US

## Commercial Fishing

1,100+ companies in the US

**Examples:**

- Cascade Fishing
  - <https://cascadefishing.com/>
  - 2 - 10 Employees

- Seattle, Washington
- Reeltalk Fishing Company
  - 1 - 100 Employees
  - Bodega Bay, California

## Crop Production

*152,500+ companies in the US*

## Farm & Garden Equipment Wholesalers

*9,600+ companies in the US*

### **Examples:**

- Fimco Industries
  - <https://fimcoindustries.com>
  - 10 - 50 employees
  - North Sioux City, South Dakota
- West Central FS Inc
  - <https://westcentralfs.com>
  - 50 - 200 employees
  - Macomb, Illinois

## Farm Support Services

*33,500+ companies in the US*

## Farms

*2,019,000+ companies in the US*

## Farms in Alaska

*1,000+ companies in the US*

### **Examples:**

- Country Garden Farms
  - <https://countrygardenfarms.com/>

- 5-20 employees
- Palmer, Alaska
- Goosefoot Farm
  - <https://goosefootak.com/>
  - 1-10 employees
  - Fairbanks, Alaska

## Farms in Michigan

*46,500+ companies in the US*

### **Examples:**

- Walther Farms
  - <https://waltherfarms.com/>
  - 100-500 employees
  - Three Rivers, Michigan
- Granor Farm
  - <https://granorfarm.com/>
  - 1-10 employees
  - Three Oaks, Michigan

## Fruit & Tree Nut Farms

*10,900+ companies in the US*

### **Examples:**

- Red River Foods Inc
  - <https://redriverfoods.com>
  - 50 - 200 employees
  - Richmond, Virginia
- SunButter
  - <https://sunbutter.com>
  - 10 - 50 employees
  - Fargo, North Dakota

## Grain Farms

*57,600+ companies in the US*

**Examples:**

- Ridgeview Farms
  - <https://ridgeviewfarmsofidaoh.com>
  - 10 - 20 employees
  - Troy, Idaho
- Reimers General Partnership
  - 10 - 20 employees
  - Jamestown, North Dakota

## Hog And Pig Farms

*4,400+ companies in the US*

**Examples:**

- The Hog Farm Inc
  - <https://the-hog-farm.net>
  - 2 - 10 employees
  - Springville, New York
- Williams Tree Farm
  - <https://williamstreefarm.com>
  - 50 - 100 employees
  - Rockton, Illinois

## Nursery & Floriculture Production

*11,700+ companies in the US*

## Oat Farms

*19,800+ companies in the US*

**Examples:**

- Wild Oats Marketplace
  - <https://wildoats.com>
  - 5000 - 10000 employees
  - Boulder, Colorado
- Grain Millers Inc
  - <https://grainmillers.com>

- 500 - 1000 employees
- Eden Prairie, Minnesota

## Oilseed Farms

*5,400+ companies in the US*

## Peanut Farms

*6,300+ companies in the US*

### **Examples:**

- Sandridge Partners LP
  - 100 - 200 employees
  - Sunnyvale, California
- Valley View Peanut Farm
  - 1 - 100 employees
  - Dallas, Texas

## Pet breeding - genetics research and services

*200+ companies in the US*

### **Examples:**

- Accelerated Genetics
  - <https://accelgen.com/>
  - 200 - 500 Employees
  - Baraboo, Wisconsin

## Poultry & Egg Production

*3,800+ companies in the US*

### **Examples:**

- Maple Leaf Farms
  - <https://mapleleafarms.com>

- 500 - 2000 employees
- Leesburg, Indiana
- Michigan Turkey Producers
  - <https://miturkey.com>
  - 500 - 1000 employees
  - Grand Rapids, Michigan

## Sorghum Farms

*15,300+ companies in the US*

### **Examples:**

- Goodknight Farms
  - <https://goodknightfarms.com>
  - 1 - 10 employees
  - Chattanooga, Oklahoma

## Sugarcane Farms

*600+ companies in the US*

### **Examples:**

- U.S. Sugar Corp
  - <https://ussugar.com>
  - 2000 - 5000 employees
  - Clewiston, Florida
- A. DUDA & SONS, INC.
  - <https://duda.com>
  - 1000 - 2000 employees
  - Oviedo, Florida

## Sunflower Farms

*3,300+ companies in the US*

## Timber Operations

*11,600+ companies in the US*

## Examples:

- Pine Timber Wood Production, Inc.
  - 50-100 employees
  - Oglethorpe, Georgia
- Jerry Debraie Logging Co Inc
  - 50-100 employees
  - Cathlamet, Washington

## Vegetable And Melon Farms

*4,800+ companies in the US*

## Examples:

- L&M Companies
  - <https://lmcompanies.com>
  - 100 - 500 employees
  - Raleigh, North Carolina
- Hardie's Fruit & Vegetable Co LP
  - <https://hardies.com>
  - 200 - 500 employees
  - Dallas, Texas

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## Arts, Entertainment, Sports

Welcome to the funnest sector in the whole economy! There's a blurry line between entertainment, sports, recreation, and fitness, so here you'll find everything from opera companies to mini golf courses to Crossfit gyms.

There are tons of small-to-medium businesses in this sector and they face tons of competition ... which means they need tons of help. How can a new yoga studio stand out among dozens of others in their city alone? IDK, but maybe you do.

## Amusement Parks & Arcades

*5,000+ companies in the US*

## Examples:



- Six Flags
  - <https://sixflags.com>
  - 10000 - 20000 employees
  - Grand Prairie, Texas
- CEDAR FAIR L P
  - <https://cedarfair.com>
  - 5000 - 10000 employees
  - Sandusky, Ohio

## Bowling Centers

*5,100+ companies in the US*

### **Examples:**

- Bowlero
  - <https://bowlerocorp.com>
  - 5000 - 10000 employees
  - Los Angeles, California
- The All Star
  - <https://theallstar.com>
  - 50 - 200 employees
  - Riverhead (CDP), New York, New York

## Crossfit Gyms

*15,500+ companies in the US*

### **Examples:**

- CrossFit
  - <https://crossfit.com>
  - 100 - 200 employees
  - Walker, Louisiana
- Rogue Fitness
  - <https://roguefitness.com>
  - 500 - 1000 employees
  - Columbus, Ohio

## Fitness Centers

103,300+ companies in the US

## Gambling

2,000+ companies in the US

### **Examples:**

- Caesars Entertainment, Inc.
  - <https://caesars.com>
  - 54000 - 54000 employees
  - Reno, Nevada
- MGM Resorts International
  - <https://mgmresorts.com>
  - 83000 - 83000 employees
  - Las Vegas, Nevada

## Golf Courses

16,300+ companies in the US

### **Examples:**

- Falmouth Country Club
  - <https://falmouthcountryclub.com>
  - 20 - 50 employees
  - Falmouth, Massachusetts
- American Golf Corporation
  - <https://americangolf.com>
  - 10000 - 50000 employees
  - El Segundo, California

## Improvisational Theater Companies

60+ companies in the US

### **Examples:**

- The Groundlings
  - <https://groundlings.com>
  - 50 - 200 employees

- Los Angeles, California
- Washington Improv Theater
  - <https://witdc.org>
  - 50 - 200 employees
  - Washington, D.C., Washington, D.C.

## Mini Golf Courses

*1,000+ companies in the US*

### **Examples:**

- South Suburban Parks and Recreation
  - <https://ssprd.org>
  - 1000 - 5000 employees
  - Centennial, Colorado
- Country Fair Entertainment Park
  - <https://countryfairpark.com>
  - 50 - 100 employees
  - Medford, New York

## Museums

*17,500+ companies in the US*

### **Examples:**

- Art Institute of Chicago
  - <https://artic.edu>
  - 2000 - 5000 employees
  - Chicago, Illinois
- Smithsonian Institution
  - <https://si.edu>
  - 5000 - 10000 employees
  - Washington, D.C., Washington, D.C.

## Museums, Zoos & Parks

*42,600+ companies in the US*

# Opera Companies

*300+ companies in the US*

## **Examples:**

- Metropolitan Opera
  - <https://metopera.org>
  - 1000 - 5000 employees
  - New York City, New York
- Glimmerglass Opera Theatre Inc
  - <https://glimmerglass.org>
  - 200 - 500 employees
  - Cooperstown, New York

# Performing Arts Centers

*1,400+ companies in the US*

## **Examples:**

- John F Kennedy Center for the Performing Arts
  - <https://kennedy-center.org>
  - 1000 - 5000 employees
  - Washington, D.C., Washington, D.C.

# Performing Arts Companies

*45,300+ companies in the US*

# Pilates & Yoga Studios

*47,000+ companies in the US*

# Professional Sports Teams & Organizations

*9,500+ companies in the US*

## **Examples:**

- LA Galaxy
  - <https://lagalaxy.com>
  - 100 - 500 employees
  - Carson, California
- Cincinnati Reds
  - <https://reds.com>
  - 1000 - 5000 employees
  - Cincinnati, Ohio

## **Skate Parks**

*3,300+ companies in the US*

## **Examples:**

- Kona Skatepark
  - <https://konaskatepark.com>
  - 1 - 10 employees
  - Jacksonville, Florida

## **Ski Facilities**

*300+ companies in the US*

## **Examples:**

- Montage Mountain Resorts
  - <https://montagemountainresorts.com>
  - 50 - 500 employees
  - Scranton, Pennsylvania

## **Spa Services**

*18,300+ companies in the US*

## **Talent & Modeling Agencies**

*3,300+ companies in the US*

# Zoos

200+ companies in the US

## **Examples:**

- Chicago Park District
  - <https://chicagoparkdistrict.com>
  - 1000 - 5000 employees
  - Chicago, Illinois
- San Diego Zoo
  - <https://sandiegozoo.org>
  - 1000 - 5000 employees
  - San Diego, California

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# Construction & Infrastructure

Imagine your roof starts leaking and you call someone to fix it.

From building your house in the first place, to the roofing contractor who patches the leak, to the roads they drive on to get there, everything is construction and infrastructure.

Businesses in this sector vary from solo contractors to huge bridge construction firms with thousands of employees. If you can help the former find local clients with SEO, or help the latter recruit employees and optimize processes, all while riding the wave of housing booms and busts, you'll be indispensable.

# Drywall, Plaster, Acoustic & Insulation Contractors

31,100+ companies in the US

## **Examples:**

- The Drywall Co
  - 100 - 200 employees
  - Orem, Utah
- Interior Construction, Inc.

- <https://interiorconstruction-omaha.com>
- 20 - 100 employees
- Omaha, Nebraska

## Electrical Contractors

*120,800+ companies in the US*

## Electrical, Plumbing & Hardware

## Wholesalers

*25,300+ companies in the US*

### **Examples:**

- Drain Patrol
  - <https://drainpatrolplumbing.com>
  - 10 - 50 employees
  - San Diego, California
- Reeves-Wiedeman Company
  - <https://rwco.com>
  - 50 - 200 employees
  - Topeka, Kansas

## Framing Contractors

*3,900+ companies in the US*

### **Examples:**

- Tappe Construction
  - <https://tappeconstruction.com>
  - 200 - 500 employees
  - Eagan, Minnesota
- Timberworks Construction
  - 500 - 1000 employees
  - Sacramento, California

## Heavy & Civil Engineering Construction

64,700+ companies in the US

## Highway, Street, & Bridge Construction Contractors

28,900+ companies in the US

### **Examples:**

- Penhall Company
  - <https://penhall.com>
  - 1000 - 5000 employees
  - Irving, Texas
- Milestone Contractors
  - <https://milestonep.com>
  - 500 - 1000 employees
  - Indianapolis, Indiana

## Lumber Wholesalers

7,800+ companies in the US

### **Examples:**

- Jones Wholesale Lumber Co Inc
  - <https://joneswholesale.com>
  - 50 - 200 employees
  - Lynwood, California
- Rustic Lumber Company
  - <https://rusticlumberco.com>
  - 50 - 100 employees
  - Kaysville, Utah

## Masonry Contractors

23,600+ companies in the US

### **Examples:**

- Irish Construction



- <https://irishconstructionstl.com>
- 20 - 50 employees
- St. Louis, Missouri
- Hirschi Masonry LLC
  - <https://hirschimasonry.com>
  - 500 - 1000 employees
  - North Las Vegas, Nevada

## Nonresidential Building Construction

*60,000+ companies in the US*

### **Examples:**

- CYNERGY SYSTEMS INC
  - <https://cynergysystemsinc.com>
  - 50 - 200 employees
  - Gastonia, North Carolina
- William L Bonnell Co. Inc.
  - <https://bonlalum.com>
  - 500 - 1000 employees
  - Newnan, Georgia

## Painting & Wall Covering Contractors

*95,600+ companies in the US*

## Plumbing & HVAC Contractors

*195,700+ companies in the US*

### **Examples:**

- HORIZON SERVICES INC
  - <https://horizonservices.com>
  - 500 - 1000 employees
  - Wilmington, Delaware
- Clockwork Home Services Inc
  - <https://clockworkhomeservices.com>
  - 100 - 200 employees
  - Sarasota, Florida

# Poured Concrete Foundation & Structure Contractors

38,100+ companies in the US

## **Examples:**

- T&M General Contractors Inc
  - <https://tmgeneralcontractors.com>
  - 5 - 10 employees
  - Reedsburg, Wisconsin
- Daniel Sinotte
  - 1 - 10 employees
  - Manchester, New Hampshire

# Power Line & Telecommunications Infrastructure Construction Contractors

5,300+ companies in the US

## **Examples:**

- Telcordia Technologies
  - <https://iconectiv.com>
  - 500 - 1000 employees
  - Bridgewater Township, New Jersey
- Mobilitie
  - <https://mobilitie.com>
  - 500 - 1000 employees
  - Newport Beach, California

# Residential Construction Contractors

513,700+ companies in the US

# Residential Real Estate Development

10,100+ companies in the US

# Roofing, Siding, & Sheet Metal Contractors

64,100+ companies in the US

## Site Preparation Contractors

46,300+ companies in the US

## Structural Steel & Precast Concrete Contractors

3,000+ companies in the US

### **Examples:**

- Harper Ready Mix
  - 1 - 10 employees
  - Evanston, Illinois
- Ronsons Design & Construction
  - <https://ronsonsconstruction.com>
  - 1 - 100 employees
  - Oak Harbor, Washington

## Water & Sewer Utilities

19,200+ companies in the US

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## Education

This venerable sector has undergone serious changes in the present millenium. As traditional college tuition costs have increased, and student loan debt has piled up, *non-traditional* educational institutions have grown in appeal.

The numbers here are smaller than some sectors - there are <= 100 each of coding bootcamps, commercial driving license schools, and welding schools. Still, if you demonstrate an ability to drive enrollment, reduce expenses, or improve employee retention with one school, you'll likely face little to no competition in pitching the next.

# Coding Bootcamps

100+ companies in the US

## **Examples:**

- Dev Bootcamp
  - <https://devbootcamp.com>
  - 100 - 200 employees
  - San Francisco, California
- QODEMY
  - <https://qodemy.com>
  - 1 - 10 employees
  - Bellevue, Washington

# Colleges & Universities

37,700+ companies in the US

# Commercial Driving License Schools

60+ companies in the US

## **Examples:**

- Region 9 School Of Applied Technology
  - <https://region9.maine.cte.org>
  - 5 - 10 employees
  - Mexico, Maine
- CDL Technical & Motorcycle Driving School
  - 2 - 10 employees
  - Avehialeah, Florida

# Community Colleges

5,100+ companies in the US

## **Examples:**

- Community College of the Air Force
  - <https://airuniversity.af.edu/Barnes/CCAF>

- 200 - 10000 employees
- Montgomery, Alabama
- California State University-Sacramento
  - <https://csus.edu>
  - 2000 - 5000 employees
  - Sacramento, California

## Cosmetology Schools

*1,900+ companies in the US*

### **Examples:**

- Career Point College
  - <https://careerpointcollege.edu>
  - 200 - 1000 employees
  - San Antonio, Texas
- Marinello Schools of Beauty
  - <https://marinello.com>
  - 1000 - 5000 employees
  - Moreno Valley, California

## Culinary Schools

*40+ companies in the US*

### **Examples:**

- The Art Institute of Fort Lauderdale
  - <https://artinstitutes.edu/fort-lauderdale>
  - 200 - 1000 employees
  - Fort Lauderdale, Florida
- The Art Institute of Seattle
  - <https://artinstitutes.edu/seattle>
  - 200 - 500 employees
  - Seattle, Washington

## Education & Training Services

*177,100+ companies in the US*

# HVAC Training Schools

*700+ companies in the US*

## **Examples:**

- Lincoln Technical Institute
  - <https://lincolntech.edu/campus/new-britain-ct>
  - 2000 - 5000 employees
  - New Britain, Connecticut
- Lincoln College of Technology
  - <https://lincolntech.edu/campus/nashville-tn>
  - 1000 - 2000 employees
  - Nashville, Tennessee

# Private Schools K-12

*51,700+ companies in the US*

# Public Schools K-12

*123,500+ companies in the US*

# Welding Schools

*50+ companies in the US*

## **Examples:**

- Washburn Tech
    - <https://washburntech.edu>
    - 200 - 1000 employees
    - Topeka, Kansas
  - Klamath Union High School
    - <https://kfalls.k12.or.us>
    - 200 - 500 employees
    - Klamath Falls, Oregon
-

# Energy & Mining

This sector is characterized by huge amounts of revenue going to a handful of huge companies like Westinghouse, Exxon, Honeywell. (Even [Dunn & Bradstreet says electric utilities operate as "unofficial monopolies"](#) 😬.)

Selling high-priced consulting services to oil company executives is one opportunity, but there are others. Smaller companies in niches like wind or solar power need all the help they can get - marketing, tech, operations, you name it.

## Coal Mining

*700+ companies in the US*

### **Examples:**

- Peabody Energy
  - <https://peabodyenergy.com>
  - 4600 - 4600 employees
  - St. Louis, Missouri
- Luminant
  - <https://luminant.com>
  - 5000 - 10000 employees
  - Dallas, Texas

## Copper & Nickel Mining

*90+ companies in the US*

## Crude Petroleum Pipelines

*800+ companies in the US*

### **Examples:**

- Energy Transfer Equity (Energy Transfer LP)
  - <https://energytransfer.com>
  - 11421 - 11421 employees
  - Dallas, Texas
- EQT

- <https://egt.com>
- 624 - 624 employees
- Pittsburgh, Pennsylvania

## Electric Power Generation

*3,700+ companies in the US*

### **Examples:**

- EDISON MISSION ENERGY
  - <https://sec.gov/Archives/edgar/data/930835/000093083513000005/eme201210k.htm>
  - 1000 - 2000 employees
  - Santa Ana, California
- Competitive Power Ventures
  - <https://cpv.com>
  - 50 - 200 employees
  - Silver Spring, Maryland

## Electric Power Transmission, Distribution & Marketing

*4,000+ companies in the US*

## Fossil Fuel Power Generation

*100+ companies in the US*

## Gold & Silver Mining

*300+ companies in the US*

### **Examples:**

- Newmont Mining
  - <https://newmont.com>
  - 14300 - 14300 employees
  - Denver, Colorado



- Freeport-McMoRan
  - <https://fcx.com>
  - 24500 - 24500 employees
  - Phoenix, Arizona

## Hydroelectric Power Companies

*900+ companies in the US*

### **Examples:**

- Duke Energy
  - <https://duke-energy.com>
  - 27535 - 27535 employees
  - Charlotte, North Carolina
- CLEARWAY ENERGY, INC.
  - <https://clearwayenergy.com>
  - 50 - 200 employees
  - Princeton, New Jersey

## Metal Ore Mining

*200+ companies in the US*

## Natural Gas Distribution & Marketing

*3,600+ companies in the US*

### **Examples:**

- Weatherford International
  - <https://weatherford.com>
  - 10000 - 50000 employees
  - Houston, Texas
- Exxon Mobil
  - <https://corporate.exxonmobil.com>
  - 72000 - 72000 employees
  - Irving, Texas

## Natural Gas Pipelines

1,700+ companies in the US

**Examples:**

- Spectra Energy
  - <https://spectraenergy.com>
  - 5000 - 10000 employees
  - Houston, Texas
- Henkels & McCoy Inc
  - <https://henkels.com>
  - 5000 - 10000 employees
  - Blue Bell, Pennsylvania

## Nonmetallic Mineral Mining & Quarrying

5,500+ companies in the US

**Examples:**

- ALASKA EARTH SCIENCES INC
  - <https://alaskaearthsciences.com>
  - 20 - 50 employees
  - Anchorage, Alaska
- Star Creation Inc
  - 5 - 10 employees
  - Piscataway, New Jersey

## Nuclear Power Generation

30+ companies in the US

**Examples:**

- Westinghouse Electric Co.
  - <https://westinghousenuclear.com>
  - 5000 - 20000 employees
  - Cranberry Township, Pennsylvania
- LIGHTBRIDGE CORP
  - <https://ltbridge.com>
  - 10 - 50 employees
  - Reston, Virginia

# Oil & Gas Exploration & Production

*5,700+ companies in the US*

## **Examples:**

- Chevron Corporation
  - <https://chevron.com>
  - 47736 - 47736 employees
  - San Ramon, California
- ConocoPhillips
  - <https://conocophillips.com>
  - 9700 - 9700 employees
  - Houston, Texas

# Oil & Gas Field Services

*17,000+ companies in the US*

## **Examples:**

- Weir Oil & Gas
  - <https://global.weir>
  - 1000 - 5000 employees
  - Fort Worth, Texas
- Technip USA Inc
  - <https://technip.com>
  - 2000 - 5000 employees
  - Houston, Texas

# Oil & Gas Well Drilling

*2,300+ companies in the US*

## **Examples:**

- Weatherford International
  - <https://weatherford.com>
  - 10000 - 50000 employees
  - Houston, Texas
- NOV Inc.

- <https://nov.com>
- 27631 - 27631 employees
- Houston, Texas

## Petroleum & Coal Products Manufacturing

*800+ companies in the US*

## Petroleum & Petroleum Products

## Wholesalers

*14,500+ companies in the US*

## Petroleum Refining

*1,600+ companies in the US*

### **Examples:**

- Marathon Petroleum Corporation
  - <https://marathonpetroleum.com>
  - 57900 - 57900 employees
  - Findlay, Ohio
- Honeywell UOP
  - <https://uop.com>
  - 1000 - 5000 employees
  - El Paso, Texas

## Solar Power Generation

*700+ companies in the US*

### **Examples:**

- Plextronics
  - <https://plextronics.com>
  - 100 - 200 employees
  - Pittsburgh, Pennsylvania
- Northwest Renewable Energy Institute

- <https://nw-rei.com>
- 50 - 200 employees
- Vancouver, Washington

## Wind Power Generation

*100+ companies in the US*

### **Examples:**

- SunEdison Inc
  - <https://sunedison.com>
  - 5000 - 10000 employees
  - Maryland Heights, Missouri
- Suzlon Wind Energy Corporation
  - <https://suzlon.com>
  - 200 - 1000 employees
  - Chicago, Illinois

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## **Finance & Insurance**

Companies in this highly-regulated sector have unique legal and compliance requirements that touch every aspect of their operations.

In other words, just a little research or experience is enough to set you apart from other service providers.

Banks, auto lenders, title insurance carriers, pension management firms ... they all need:

- Social media managers who understand compliance
- Web devs who understand compliance
- Copywriters who understand compliance

... you get the idea.

## Asset Management

*27,700+ companies in the US*

# Auto Lending

900+ companies in the US

## **Examples:**

- Crescent Bank & Trust
  - <https://cbtno.com>
  - 500 - 1000 employees
  - New Orleans, Louisiana
- Cig Financial
  - <https://cigfinancial.com>
  - 50 - 200 employees
  - Irvine, California

# Banks & Credit Unions

102,700+ companies in the US

# Consumer Lending

15,800+ companies in the US

## **Examples:**

- FAIR ISAAC CORP
  - <https://fico.com>
  - 2000 - 5000 employees
  - San Jose, California
- Think Finance
  - <https://thinkfinance.com>
  - 200 - 500 employees
  - Addison, Texas

# Credit Cards

8+ companies in the US

# Custodial & Trust Services

19,700+ companies in the US

## Financial Planners & Investment Advisers

70,100+ companies in the US

## Financial Transaction Processing

12,900+ companies in the US

### **Examples:**

- iPayment Inc
  - <https://ipaymentinc.com>
  - 200 - 500 employees
  - Westlake Village, California
- FTV Capital
  - <https://ftvcapital.com>
  - 20 - 100 employees
  - San Francisco, California

## Health Insurance Carriers

6,400+ companies in the US

### **Examples:**

- UNITEDHEALTH GROUP INC
  - <https://unitedhealthgroup.com>
  - 100000 - 200000 employees
  - Minneapolis, Minnesota
- Chubb & Son Inc
  - <https://chubb.com>
  - 100 - 200 employees
  - Philadelphia, Pennsylvania

## Insurance Agencies & Brokerages

222,100+ companies in the US

# Insurance Carriers

2,600+ companies in the US

## **Examples:**

- Safe Auto Insurance Company
  - <https://safeauto.com>
  - 200 - 500 employees
  - Columbus, Ohio
- LWG CONSULTING
  - <https://ptclwg.com>
  - 50 - 100 employees
  - Northbrook, Illinois

# Investment Banking

2,600+ companies in the US

## **Examples:**

- MERRILL LYNCH & CO., INC.
  - <https://ml.com>
  - 50000 - 100000 employees
  - New York City, New York
- Pan African Capital Group LLC
  - <https://panafricancapital.com>
  - 20 - 100 employees
  - Washington, D.C., Washington, D.C.

# Investment Firms

154,600+ companies in the US

# Lending

33,400+ companies in the US

# Life Insurance Carriers



7,600+ companies in the US

**Examples:**

- State Farm Mutual Automobile Insurance Company
  - <https://statefarm.com>
  - 57500 - 57500 employees
  - Bloomington, Illinois
- Primerica
  - <https://primerica.com/public>
  - 1966 - 1966 employees
  - Duluth, Georgia

## Management & Holding Companies

61,400+ companies in the US

## Mortgage Banking

28,100+ companies in the US

## Mutual Fund Management

200+ companies in the US

**Examples:**

- Mutual Fund Management Co
  - <https://mfmonline.com>
  - 1 - 10 employees
  - Troy, Michigan
- Mutual Fund Management Systems
  - 1 - 10 employees
  - Henrico, Virginia

## Property/Casualty Insurance Carriers

12,500+ companies in the US

## Reinsurance Carriers

100+ companies in the US

**Examples:**

- Plexi Management Group Inc
  - <https://pleximanagementgroup.com>
  - 2 - 10 employees
  - Long Beach, California
- Tristar Risk Management
  - <https://tristarrisk.com>
  - 1 - 100 employees
  - San Diego, California

## Retirement & Pension Management

1,500+ companies in the US

**Examples:**

- Pacific Global Advisors
  - <https://pacificglobaladvisors.com>
  - 10 - 50 employees
  - New York City, New York
- Professional Benefit Services
  - <https://profben.com>
  - 20 - 50 employees
  - Salem, Oregon

## Securities Brokerages

33,800+ companies in the US

## Stock Exchanges

300+ companies in the US

**Examples:**

- American Stock Exchange
  - <https://nyse.com/markets/amex-options>
  - 20 - 50 employees

- New York City, New York
- INVESCO LTD.
  - <https://invesco.com>
  - 5000 - 10000 employees
  - Atlanta, Georgia

## Title Insurance Carriers

*4,600+ companies in the US*

## Venture Capital

*3,300+ companies in the US*

### **Examples:**

- Kaiser Permanente Ventures
  - <https://kpventures.com>
  - 10000 - 50000 employees
  - Oakland, California
- Sierra Ventures
  - <https://sierraventures.com>
  - 50 - 5000 employees
  - San Mateo, California

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## **Food**

There are over 400,000 restaurants in the US. Speaking from experience, most of them know nothing about the internet.

Harried and cash-strapped restaurateurs typically have little time to set up and maintain a website, or a coherent social media strategy, or an online ordering system. Maybe you can help?

If so, there are plenty of niches to explore. Donut shops, juice bars, health supplement stores, they all have different challenges. If you can discover those challenges, and solve them at a price point the business can afford, you'll be helping all of us eat.

## Bakery Cafes

11,300+ companies in the US

### **Examples:**

- La Boulangerie
  - 20 - 50 employees
  - Forest Hills, New York
- Corner Bakery Cafe
  - <https://cornerbakerycafe.com>
  - 200 - 500 employees
  - Chicago, Illinois

## Bars & Nightclubs

76,900+ companies in the US

### **Examples:**

- Urbana
  - <https://urbanadc.com>
  - 200 - 500 employees
  - Washington, D.C., Washington, D.C.
- London Underground
  - 200 - 500 employees
  - Ames, Iowa

## Beer, Wine & Distilled Spirits Wholesalers

10,700+ companies in the US

### **Examples:**

- Majestic Distilling Co Inc
  - <https://majesticdistilling.com>
  - 20 - 50 employees
  - Halethorpe, Maryland

## Casual Restaurants

49,700+ companies in the US

**Examples:**

- BUFFALO WILD WINGS INC
  - <https://buffalowildwings.com>
  - 10000 - 50000 employees
  - Minneapolis, Minnesota
- Mitchell's Fish Market
  - <https://mitchellsfishmarket.com/locations/indianapolis-clay-terrace>
  - 50 - 100 employees
  - Carmel, Indiana

## Catering Services

32,500+ companies in the US

**Examples:**

- Buffets, Inc.
  - <https://buffetsnow.com>
  - 10 - 100 employees
  - Billerica, Massachusetts
- The Soup Kitchen
  - <https://thesoupkitchen.com>
  - 20 - 50 employees
  - Lexington, Kentucky

## Coffee Shops

26,100+ companies in the US

**Examples:**

- Mariano's
  - <https://marianos.com>
  - 10000 - 20000 employees
  - Shorewood, Illinois
- Hyatt Place Saratoga/Malta
  - <https://saratogamalta.place.hyatt.com>
  - 200 - 500 employees
  - Malta, New York

# Donut Shops

13,400+ companies in the US

## **Examples:**

- Hypnotic Donuts
  - <https://hypnoticdonuts.com>
  - 10 - 50 employees
  - Dallas, Texas
- Psycho Donuts
  - <https://psychodonuts.com>
  - 10 - 50 employees
  - San Jose, California

# Fast-Food & Quick-Service Restaurants

147,300+ companies in the US

## **Examples:**

- Fazoli's
  - <https://locations.fazolis.com/tn/clarksville/2143-lowes-drive.html>
  - 50 - 100 employees
  - Clarksville, Tennessee
- SONIC CORP
  - <https://sonicdrivein.com>
  - 10000 - 20000 employees
  - Oklahoma City, Oklahoma

# Food Service Contractors

1,800+ companies in the US

## **Examples:**

- Continental
  - <https://continentalserves.com>
  - 1000 - 5000 employees
  - Troy, Michigan
- Upper Lakes Foods Inc

- <https://upperlakesfoods.com>
- 200 - 500 employees
- Cloquet, Minnesota

## Food Wholesalers

*52,900+ companies in the US*

## Fresh Produce Wholesalers

*6,900+ companies in the US*

### **Examples:**

- D&R Distribution
  - 1 - 10 employees
  - Hicksville, New York
- SCOTT STREET TOMATO HOUSE
  - <https://scottstreettomato.com>
  - 1 - 10 employees
  - Memphis, Tennessee

## Grain & Field Bean Wholesalers

*7,800+ companies in the US*

## Grocery Stores & Supermarkets

*91,500+ companies in the US*

## Health Supplement Stores

*17,500+ companies in the US*

### **Examples:**

- PowerZone
  - <https://capitoldrugs.com>
  - 20 - 50 employees
  - West Hollywood, California

- Nature's Living Bounty
  - <https://natureslivingbounty.com>
  - 10 - 20 employees
  - Port Huron, Michigan

## Juice Bars

*5,200+ companies in the US*

### **Examples:**

- Nekter Juice Bar
  - <https://nekterjuicebar.com>
  - 500 - 1000 employees
  - Santa Ana, California
- Standard Market
  - <https://standardmarket.com>
  - 200 - 500 employees
  - Westmont, Illinois

## Mobile Food Services

*5,300+ companies in the US*

## Restaurants

*414,100+ companies in the US*

## Specialty Food Stores

*95,400+ companies in the US*

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## **Government** 🏛️ 👮

If you can deal with bureaucracy, you can make an entire (very lucrative) career working on government contracts.



The city chamber of commerce needs a website. The local fire department wants a social media presence. Defense contractors need onboarding programs.

These clients will move slower than those in other sectors, but they're likely to become repeat customers once they've gone through the trouble of vetting and working with you.

## Federal Courts

*200+ companies in the US*

### **Examples:**

- U.S. District Court
  - <https://dcd.uscourts.gov>
  - 1000 - 5000 employees
  - Santa Ana, California
- United States District Court, Central District of California
  - <https://cacd.uscourts.gov>
  - 500 - 1000 employees
  - Los Angeles, California

## Federal government contractors with subcontracting plans

*900+ companies in the US*

## Fire Departments

*29,700+ companies in the US*

### **Examples:**

- City of Seattle
  - <https://seattle.gov/fire>
  - 500 - 1000 employees
  - Seattle, Washington
- FDNY
  - <https://nyc.gov/fdny>
  - 10 - 1000 employees
  - New York City, New York

# Police Departments

17,900+ companies in the US

## Examples:

- City Of Manila
  - 10 - 50 employees
  - Manila, Arkansas
- New York City Police Department
  - <https://nyc.gov/nypd>
  - 50000 - 100000 employees
  - New York City, New York

# Political Parties

200+ companies in the US

## Examples:

- Black Panther Party
  - 100 - 200 employees
  - Oakland, California
- Dnc
  - <https://democrats.org>
  - 200 - 500 employees
  - Washington, D.C., Washington, D.C.

# US Municipal Governments

86,500+ companies in the US

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## Health Care

About half the revenue in healthcare is from hospital care, and the majority of hospitals are not-for-profit. So between the unique challenges faced by nonprofits and the increased regulation faced by medical providers, there's a great chance to be the freelancer who "gets" healthcare.

And it's not just hospitals, of course. There are chiropractors, optometrists, nursing homes, and pediatricians out there who need help with tech, operations, marketing.

For inspiration: check out [MySocialPractice](#) - social media management for dentists.

## Ambulance Services

*6,800+ companies in the US*

### **Examples:**

- Acadian Ambulance
  - <https://acadianambulance.com>
  - 1000 - 5000 employees
  - Lafayette, Louisiana
- Mile High Ambulance, LLC
  - <https://milehighambulance.com>
  - 50 - 200 employees
  - Denver, Colorado

## Ambulatory Health Care Services

*298,200+ companies in the US*

## Anesthesiologists

*4,700+ companies in the US*

## Cardiologists

*10,500+ companies in the US*

## Child Care Services

*117,000+ companies in the US*

## Chiropractors

*70,500+ companies in the US*

**Examples:**

- High Desert Medical Group
  - <https://hdmg.net>
  - 200 - 500 employees
  - Lancaster, California
- Advanced Healthcare
  - <https://myadvhc.com>
  - 100 - 200 employees
  - Fort Collins, Colorado

## Continuing Care & Assisted Living Facilities

*13,300+ companies in the US*

**Examples:**

- Cape Cod Healthcare
  - <https://capecodhealth.org>
  - 5000 - 10000 employees
  - Hyannis, Massachusetts
- Emerald Heights
  - <https://emeraldheights.com>
  - 200 - 500 employees
  - Redmond, Washington

## Dentists

*214,100+ companies in the US*

**Examples:**

- Hillview
  - <https://hillviewmed.com>
  - 20 - 50 employees
  - Lincoln Park, New Jersey
- Give Kids A Smile
  - <https://gkas.org>
  - 10 - 50 employees

- St. Peters, Missouri

## Dermatologists

*11,500+ companies in the US*

## Drug Wholesalers

*6,900+ companies in the US*

### **Examples:**

- Holland Pharma
  - <https://hollandpharma.nl>
  - 200 - 500 employees
  - Borculo, Michigan
- Auburn Pharmaceutical
  - <https://auburngenerics.com>
  - 50 - 200 employees
  - Troy, Michigan

## General Surgeons

*13,000+ companies in the US*

## Home Health Care Services

*54,600+ companies in the US*

### **Examples:**

- Our Lady of Peace
  - <https://ourladyofpeacemn.org>
  - 100 - 200 employees
  - Saint Paul, Minnesota
- Forest Hill
  - <https://foresthillretirement.org>
  - 100 - 200 employees
  - Pacific Grove, California

# Hospitals

43,600+ companies in the US

# Kidney Dialysis Centers

10,300+ companies in the US

## **Examples:**

- Beloit Memorial Hospital
  - <https://beloithealthsystem.org>
  - 10 - 100 employees
  - Beloit, Wisconsin
- DaVita Dialysis Center
  - 20 - 50 employees
  - Spring Hill, Florida

# Medical & Diagnostic Laboratories

18,800+ companies in the US

## **Examples:**

- Miet
  - <https://miethealthcare.com>
  - 50 - 100 employees
  - Fall River, Massachusetts
- LabCorp of America
  - <https://labcorp.com>
  - 100 - 200 employees
  - Flushing, New York

# Medical Equipment & Supply Wholesalers

22,000+ companies in the US

## **Examples:**

- CSMDirect
  - <https://csmdirect.com>

- 10 - 50 employees
- Scottsdale, Arizona
- Steady Enterprises
  - 1 - 10 employees
  - Madison, Tennessee

## Mental Health & Substance Abuse Services

*27,700+ companies in the US*

### **Examples:**

- Children's Memorial Hospital
  - 100 - 200 employees
  - Chicago, Illinois
- Southwest Virginia Community Health Systems
  - <https://svchs.com>
  - 20 - 100 employees
  - Saltville, Virginia

## Mental Health Professionals

*46,600+ companies in the US*

## Nursing Homes & Long-Term Care Facilities

*46,800+ companies in the US*

## OBGYNs

*14,300+ companies in the US*

## Oncologists

*3,900+ companies in the US*

# Optometrists

48,700+ companies in the US

## **Examples:**

- Total Eye Care
  - <https://kellereyedocor.com>
  - 20 - 50 employees
  - Keller, Texas
- Family Eye Care Center
  - <https://familyeyecarecenternc.com>
  - 20 - 50 employees
  - Raleigh, North Carolina

# Outpatient Surgical Centers

3,700+ companies in the US

# Pediatricians

19,000+ companies in the US

# Physicians

374,400+ companies in the US

# Podiatrists

15,700+ companies in the US

## **Examples:**

- Advanced Foot & Ankle Center
  - <https://footadvice.com>
  - 20 - 50 employees
  - Long Beach, California

# Rehabilitation Therapy Services



67,200+ companies in the US

**Examples:**

- Hospital of St Raphael
  - <https://ynhh.org>
  - 20 - 50 employees
  - New Haven, Connecticut

## Social Assistance

215,700+ companies in the US

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## Lodging

From massive casino hotels to quaint B&Bs, the lodging industry needs *your* help recovering from 2020.

Help bring in guests to a small fraction of the thousands of RV parks, and you've got a stable freelance income. Maybe even an agency's worth of work.

For inspiration: [WhiteStone Marketing](#) - websites for boutique hotels.

## Bed & Breakfast Inns

18,700+ companies in the US

**Examples:**

- The Birch & Vine
  - <https://thebirchwood.com>
  - 200 - 500 employees
  - St. Petersburg, Florida
- White Horse Inn
  - <https://whitehorseinn-vermont.com>
  - 20 - 50 employees
  - Waitsfield, Vermont

## Casino Hotels

2,000+ companies in the US

**Examples:**

- Borgata Hotel Casino & Spa
  - <https://theborgata.com>
  - 5000 - 10000 employees
  - Atlantic City, New Jersey
- Caesars Entertainment Corporation
  - 200 - 500 employees
  - Paradise, Nevada

## Hotels, Motels & Resorts

97,100+ companies in the US

## Recreational & Vacation Camps

4,200+ companies in the US

## Recreational Vehicle Parks

11,400+ companies in the US

**Examples:**

- RENFRO VALLEY ENTERTAINMENT CENTER
  - <https://renfrovalley.com>
  - 1 - 10 employees
  - Mount Vernon, Kentucky

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## Manufacturing

You might have heard that manufacturing is on the decline in the US, but it's more accurate to say it's *changing*.

Jobs get automated, or moved overseas. The mix of what we manufacture shifts over time. Prices decrease, which makes "manufacturing as a % of GDP" charts trend downward.

But there are a ton of manufacturers out there, making batteries, biofuel, boats, and brewery equipment. So is Market Research for Distilleries your thing? Or Project Management for Meat Product Manufacturers? Read on and dare to dream.

## Abrasives Manufacturing

*600+ companies in the US*

### **Examples:**

- Eagle Abrasives
  - <https://eagleabrasives.com>
  - 10 - 50 employees
  - Norcross, Georgia
- Sparky Abrasives
  - <https://sparkyabrasives.com>
  - 10 - 50 employees
  - Willmar, Minnesota

## Aerospace Products & Parts Manufacturing

*5,500+ companies in the US*

## Agricultural Chemical Manufacturing

*2,200+ companies in the US*

### **Examples:**

- TECOMET
  - <https://tecomet.com>
  - 1000 - 5000 employees
  - Wilmington, Massachusetts
- Schaeffler Group USA Inc.
  - <https://schaeffler.us.com>
  - 200 - 500 employees
  - Fort Mill, South Carolina

# Agricultural Machinery Manufacturing

*2,900+ companies in the US*

# Aircraft Engine & Parts Manufacturing

*1,200+ companies in the US*

## **Examples:**

- GE Aviation
  - <https://geaviation.com>
  - 10000 - 50000 employees
  - Cincinnati, Ohio
- IAE International Aero Engines
  - <https://i-a-e.com>
  - 500 - 1000 employees
  - East Hartford, Connecticut

# Aluminum Production

*1,100+ companies in the US*

## **Examples:**

- Alcoa Warrick Operations
  - <https://alcoa.com>
  - 2000 - 5000 employees
  - Newburgh, Indiana
- Versevo Inc
  - <https://versevo.com>
  - 50 - 200 employees
  - Hartland, Wisconsin

# Apparel Accessories Manufacturing

*5,100+ companies in the US*

# Apparel Manufacturing

2,900+ companies in the US

**Examples:**

- Nike
  - <https://jobs.nike.com>
  - 75400 - 75400 employees
  - Beaverton, Oregon
- J.Crew Group
  - <https://jcrew.com>
  - 14500 - 14500 employees
  - New York City, New York

## Architectural & Structural Metals Manufacturing

22,700+ companies in the US

## Armored Military Vehicle Manufacturing

200+ companies in the US

## Asphalt Products Manufacturing

1,900+ companies in the US

**Examples:**

- SealMaster
  - <https://sealmaster.net>
  - 500 - 1000 employees
  - Sandusky, Ohio
- Superior Ready Mix Concrete L
  - <https://superiorm.com>
  - 500 - 1000 employees
  - Escondido, California

## Audio & Video Equipment Manufacturing

1,900+ companies in the US

## Automobile Manufacturing

1,300+ companies in the US

## Automobile Parts Manufacturing

9,900+ companies in the US

### **Examples:**

- Brose North America Inc
  - <https://brose.com>
  - 10000 - 50000 employees
  - Auburn Hills, Michigan
- Cooper Tire & Rubber
  - <https://coopertire.com>
  - 9839 - 9839 employees
  - Findlay, Ohio

## Bakery Product Manufacturing

26,700+ companies in the US

## Battery Manufacturing

700+ companies in the US

## Biofuel Manufacturing

200+ companies in the US

### **Examples:**

- Enerquip Inc
  - <https://enerquip.com>
  - 50 - 200 employees
  - Medford, Wisconsin
- Power Specialties Inc

- <https://powerspecialties.com>
- 5 - 20 employees
- Raytown, Missouri

## Biotechnology Product Manufacturing

*1,800+ companies in the US*

## Boat Building

*2,700+ companies in the US*

### **Examples:**

- Cobalt Boats
  - <https://cobaltboats.com>
  - 200 - 500 employees
  - Neodesha, Kansas
- Jamestown Distributors
  - <https://jamestowndistributors.com>
  - 20 - 100 employees
  - Bristol, Rhode Island

## Breakfast Cereal Manufacturing

*300+ companies in the US*

## Breweries

*2,100+ companies in the US*

### **Examples:**

- Millercoors
  - <https://millercoors.com>
  - 5000 - 10000 employees
  - Chicago, Illinois
- Molson Coors Beverage Company
  - <https://molsoncoors.com>
  - 17000 - 17000 employees

- Golden, Colorado

## Candy Manufacturing

*2,100+ companies in the US*

### **Examples:**

- FERRARA CANDY COMPANY
  - <https://ferrarausa.com>
  - 5000 - 10000 employees
  - Oakbrook Terrace, Illinois
- Bestco Holdings Inc.
  - <https://bestsweet.com>
  - 200 - 500 employees
  - Mooresville, North Carolina

## Carpet & Rug Manufacturing

*1,000+ companies in the US*

## Cement & Concrete Product Manufacturing

*11,800+ companies in the US*

## Chemical Manufacturing

*7,500+ companies in the US*

### **Examples:**

- FMC
  - <https://fmc.com>
  - 6400 - 6400 employees
  - Philadelphia, Pennsylvania
- Goodrich
  - <https://goodrich.com>
  - 10000 - 50000 employees



- Charlotte, North Carolina

## China & Earthenware Plumbing Fixture Manufacturing

*1,200+ companies in the US*

## Clay Product & Refractory Manufacturing

*1,200+ companies in the US*

## Coffee & Tea Manufacturing

*900+ companies in the US*

### **Examples:**

- Porto Rico Importing Co.
  - <https://portorico.com>
  - 20 - 50 employees
  - New York City, New York
- Sara Lee Coffee & Tea Manufacturing
  - 1 - 10 employees
  - Springfield, Missouri

## Commercial Printing

*55,900+ companies in the US*

## Computer Manufacturing

*1,700+ companies in the US*

### **Examples:**

- Control Data Corporation
  - [https://en.wikipedia.org/wiki/Control\\_Data\\_Corporation](https://en.wikipedia.org/wiki/Control_Data_Corporation)
  - 10000 - 50000 employees
  - Bloomington, Minnesota

- Samtec Inc
  - <https://samtec.com>
  - 5000 - 10000 employees
  - New Albany, Indiana

## **Computer Networking Equipment Manufacturing**

*70+ companies in the US*

## **Computer Peripheral Equipment Manufacturing**

*2,400+ companies in the US*

## **Construction Machinery Manufacturing**

*5,200+ companies in the US*

## **Control, Electromedical, Measuring & Navigational Instruments Manufacturing**

*4,700+ companies in the US*

## **Converted Paper Products Manufacturing**

*7,800+ companies in the US*

## **Cookie & Cracker Manufacturing**

*700+ companies in the US*

## **Dairy Products Manufacturing**

*4,000+ companies in the US*

**Examples:**

- Dairy Marketing Services LLC
  - <https://dairymarketingservices.com>
  - 10 - 20 employees
  - Syracuse, New York
- Evergreen Packaging
  - <https://evergreenpackaging.com>
  - 1000 - 5000 employees
  - Memphis, Tennessee

## Data Storage Systems Manufacturing

*900+ companies in the US*

## Diagnostic Substance Manufacturing

*900+ companies in the US*

## Distilleries

*1,600+ companies in the US*

**Examples:**

- Jack Daniel's Distillery
  - <https://jackdaniels.com>
  - 50 - 500 employees
  - Lynchburg, Tennessee
- MGP INGREDIENTS INC
  - <https://mgpingredients.com>
  - 200 - 500 employees
  - Atchison, Kansas

## Edible Oils Manufacturing

*1,000+ companies in the US*

## Electrical Products Manufacturing

6,900+ companies in the US

**Examples:**

- JST MANUFACTURING INC
  - <https://jstmfg.com>
  - 50 - 200 employees
  - Boise, Idaho
- BRAH Electric Mfg.
  - <https://brahelectric.com>
  - 2 - 10 employees
  - San Clemente, California

## **Electromedical, Electrotherapeutic & X-Ray Apparatus Manufacturing**

2,700+ companies in the US

## **Electronic Component Wholesalers**

16,000+ companies in the US

**Examples:**

- Superior Signals Inc
  - <https://superiorsignals.com>
  - 50 - 200 employees
  - Olathe, Kansas

## **Electronic Inspection & Monitoring Instruments Manufacturing**

2,500+ companies in the US

## **Electronic Test & Measurement Instruments Manufacturing**

1,800+ companies in the US

## Electronic Toys & Games Manufacturing

200+ companies in the US

## Eyewear Manufacturing

900+ companies in the US

### **Examples:**

- Revision Military Ltd
  - <https://revisionmilitary.com>
  - 500 - 1000 employees
  - Essex Junction, Vermont
- Marcolin USA Eyewear
  - <https://us.marcolin.com>
  - 2 - 10 employees
  - Branchburg, New Jersey

## Fabricated Metal Product Manufacturing

17,900+ companies in the US

## Fitness Equipment Manufacturing

200+ companies in the US

### **Examples:**

- Fitness Gallery
  - <https://fitnessgallery.com>
  - 200 - 500 employees
  - Highlands Ranch, Colorado
- WNQ Fitness
  - <https://wnqfitness.com>
  - 2 - 10 employees
  - Temple City, California

# Food Manufacturing

4,500+ companies in the US

## **Examples:**

- Kellogg
  - <https://kelloggcompany.com>
  - 31000 - 31000 employees
  - Battle Creek, Michigan
- SK Food Group Inc
  - <https://skfoodgroup.com>
  - 1000 - 5000 employees
  - Seattle, Washington

# Food Product Machinery Manufacturing

800+ companies in the US

# Footwear Manufacturing

600+ companies in the US

## **Examples:**

- Nike
  - <https://jobs.nike.com>
  - 75400 - 75400 employees
  - Beaverton, Oregon
- Original Penguin
  - <https://originalpenguin.com>
  - 20 - 50 employees
  - New York City, New York

# Fresh Prepared Foods

400+ companies in the US

# Fruit & Vegetable Processing

3,800+ companies in the US

**Examples:**

- Tree Top Inc
  - <https://treetop.com>
  - 2000 - 5000 employees
  - Selah, Washington
- Atlas Pacific Engineering
  - <https://atlaspace.com>
  - 200 - 500 employees
  - Pueblo, Colorado

## Furniture Manufacturing

20,400+ companies in the US

## Glass & Glass Product Manufacturing

3,800+ companies in the US

## Grain Milling

1,100+ companies in the US

**Examples:**

- Greenway Electric, Inc.
  - <https://greenwayelectric.com>
  - 50 - 100 employees
  - Wichita, Kansas
- Great Plains Analytical Laboratory
  - <https://gpalab.com>
  - 50 - 200 employees
  - Kansas City, Missouri

## Guided Missile & Space Vehicle Manufacturing

400+ companies in the US

## Gun & Ammunition Manufacturing

1,500+ companies in the US

### **Examples:**

- Brownells Inc
  - <https://brownells.com>
  - 200 - 500 employees
  - Montezuma, Iowa
- Hogue Inc
  - <https://hogueinc.com>
  - 200 - 500 employees
  - Paso Robles, California

## Handtool, Cutlery, & Flatware Manufacturing

3,100+ companies in the US

### **Examples:**

- Cutco
  - <https://cutco.com>
  - 500 - 1000 employees
  - Olean, New York
- LIBBEY INC
  - <https://libbey.com>
  - 5000 - 10000 employees
  - Toledo, Ohio

## Hardware & Fastener Manufacturing

1,900+ companies in the US

## Household Appliance Manufacturing



1,600+ companies in the US

**Examples:**

- JACO Environmental Inc
  - <https://jacoinc.net>
  - 200 - 500 employees
  - Mill Creek, Washington
- Siegel-Robert Inc
  - <https://srggi.com>
  - 2000 - 5000 employees
  - Farmington Hills, Michigan

## **HVAC Equipment Manufacturing**

4,900+ companies in the US

## **Industrial Chemical Manufacturing**

6,100+ companies in the US

## **Industrial Control Products Manufacturing**

1,800+ companies in the US

## **Industrial Equipment Wholesalers**

41,900+ companies in the US

## **Industrial Supply Wholesalers**

19,600+ companies in the US

## **Jewelry Manufacturing**

4,600+ companies in the US

**Examples:**

- J.Crew Group

- <https://jcrew.com>
- 14500 - 14500 employees
- New York City, New York
- Michael Kors
  - <https://michaelkors.com>
  - 10000 - 20000 employees
  - New City, New York

## Lawn & Garden Tractor & Equipment Manufacturing

*500+ companies in the US*

## Lighting Equipment Manufacturing

*3,900+ companies in the US*

## Linens Manufacturing

*1,600+ companies in the US*

### **Examples:**

- ALSCO INC
  - <https://alsco.com>
  - 10000 - 20000 employees
  - Salt Lake City, Utah
- American Hotel Register Company
  - <https://americanhotel.com>
  - 500 - 1000 employees
  - Vernon Hills, Illinois

## Livestock & Other Animal Food Manufacturing

*1,700+ companies in the US*

### **Examples:**

- Kaylor Of Colorado
  - <https://kaylorofcolorado.com>
  - 10 - 50 employees
  - Greeley, Colorado
- FOX Commodities, LLC
  - <https://foxcommodities.com>
  - 10 - 50 employees
  - Windsor, Colorado

## Lumber & Plywood Product Manufacturing

*20,500+ companies in the US*

### **Examples:**

- 84 Lumber
  - <https://84lumber.com>
  - 5000 - 10000 employees
  - Eighty Four, Pennsylvania
- Bright Wood Corp.
  - <https://brightwood.com>
  - 500 - 1000 employees
  - Madras, Oregon

## Machine Shops

*20,300+ companies in the US*

## Machinery Manufacturing

*19,300+ companies in the US*

## Magnetic & Optical Media Manufacturing

*400+ companies in the US*

### **Examples:**

- RICOH AMERICAS CORPORATION
  - <https://ricoh-usa.com>

- 20000 - 50000 employees
- Malvern, Pennsylvania
- Sony DADC
  - <https://sonydadc.com>
  - 10000 - 20000 employees
  - Terre Haute, Indiana

## Magnetic & Optical Media Manufacturing & Reproduction

*2,100+ companies in the US*

## Manufactured Home Manufacturing

*600+ companies in the US*

### **Examples:**

- Fleetwood Homes of California, Inc.
  - <https://fleetwoodhomes.com>
  - 10 - 50 employees
  - Rocky Mount, Virginia
- Santiago Communities Inc
  - <https://santiagohomes.com>
  - 100 - 500 employees
  - Santa Ana, California

## Material Handling Equipment Manufacturing

*4,200+ companies in the US*

## Mattress Manufacturing

*600+ companies in the US*

### **Examples:**

- Serta
  - <https://serta.com>
  - 2000 - 5000 employees
  - Hoffman Estates, Illinois
- Simmons Bedding Co
  - <https://beautyrest.com>
  - 1000 - 5000 employees
  - Atlanta, Georgia

## Meat Product Manufacturing

*4,000+ companies in the US*

### **Examples:**

- Bemis
  - <https://bemis.com>
  - 16000 - 16000 employees
  - Neenah, Wisconsin
- Handtmann Inc
  - <https://handtmann.ca>
  - 20 - 50 employees
  - Lake Forest, Illinois

## Medical Equipment & Supplies Manufacturing

*20,100+ companies in the US*

## Men's Clothing Manufacturing

*3,400+ companies in the US*

### **Examples:**

- Blain's Farm & Fleet
  - <https://farmandfleet.com/careers>
  - 1000 - 5000 employees
  - Janesville, Wisconsin
- Sevenly

- <https://sevenly.org>
- 10 - 50 employees
- Fullerton, California

## [Metal Coating, Engraving & Heat Treating](#)

*5,300+ companies in the US*

## [Metal Valve & Pipe Fitting Manufacturing](#)

*3,300+ companies in the US*

### **Examples:**

- Winzer Corp
  - <https://winzer.com>
  - 200 - 500 employees
  - Plano, Texas
- Agru/America Inc
  - <https://agruamerica.com>
  - 500 - 1000 employees
  - Georgetown, South Carolina

## [Metalworking Machinery Manufacturing](#)

*10,400+ companies in the US*

## [Motor & Generator Manufacturing](#)

*1,600+ companies in the US*

## [Motorcycle Manufacturing](#)

*1,100+ companies in the US*

### **Examples:**

- Fras-le Oficial
  - <https://fras-le.com>
  - 1000 - 5000 employees

- Prattville, Alabama
- Tucker Rocky Distributing
  - <https://tuckerrocky.com>
  - 200 - 500 employees
  - Fort Worth, Texas

## Musical Instrument Manufacturing

*1,500+ companies in the US*

### **Examples:**

- Fender
  - <https://fender.com>
  - 2000 - 5000 employees
  - Scottsdale, Arizona
- Ensoniq
  - <https://emu.com>
  - 10 - 50 employees
  - Malvern, Pennsylvania

## Nonalcoholic Beverage Manufacturing

*700+ companies in the US*

## Nonmetallic Mineral Product Manufacturing

*4,000+ companies in the US*

### **Examples:**

- Ceramic Products Inc
  - <https://ceramicproductsinc.com>
  - 5 - 10 employees
  - Hackensack, New Jersey
- Ceramic Technologies Corp
  - <https://certechinc.com>
  - 1 - 100 employees
  - Houston, Texas

# Office Furniture, Fixtures & Equipment Manufacturing

*7,100+ companies in the US*

## **Examples:**

- Steelcase
  - <https://steelcase.com>
  - 13000 - 13000 employees
  - Grand Rapids, Michigan
- Herman Miller
  - <https://hermanmiller.com>
  - 7600 - 7600 employees
  - Zeeland, Michigan

# Office, School & Art Supplies Manufacturing

*2,300+ companies in the US*

## **Examples:**

- S.P. Richards Company
  - <https://sprichards.com>
  - 1000 - 5000 employees
  - Nashua, New Hampshire
- The Douglas Stewart Company
  - <https://dstewart.com>
  - 100 - 500 employees
  - Madison, Wisconsin

# Oil & Gas Field Equipment Manufacturing

*1,600+ companies in the US*

# Paint & Coating Manufacturing



2,200+ companies in the US

## Paper & Paper Products Manufacturing

1,700+ companies in the US

### **Examples:**

- Kimberly-Clark
  - <https://kimberly-clark.com>
  - 46000 - 46000 employees
  - Dallas, Texas
- Menasha Packaging
  - <https://menasha.com>
  - 1000 - 5000 employees
  - Neenah, Wisconsin

## Personal Care Products Manufacturing

4,900+ companies in the US

## Personal Computer Manufacturing

300+ companies in the US

### **Examples:**

- Apple Inc.
  - <https://apple.com>
  - 147000 - 147000 employees
  - Cupertino, California
- Gateway
  - <https://gateway.com/worldwide>
  - 5000 - 10000 employees
  - Irvine, California

## Pet Food Manufacturing

400+ companies in the US

### **Examples:**

- Kemin Industries
  - <https://kemin.com>
  - 1000 - 5000 employees
  - Des Moines, Iowa
- Cosmo's Superior Foods
  - <https://cosmosuperior.com>
  - 10 - 50 employees
  - Indianapolis, Indiana

## Pharmaceutical Manufacturing

*9,500+ companies in the US*

## Photographic & Optical Equipment/Supplies Manufacturing

*2,600+ companies in the US*

## Plastic & Rubber Product Manufacturing

*16,000+ companies in the US*

## Plastic Resin & Synthetic Fiber Manufacturing

*3,300+ companies in the US*

### **Examples:**

- Continental Carbon
  - <https://continentalcarbon.com>
  - 200 - 500 employees
  - Houston, Texas
- Lummus Corporation
  - <https://lummus.com>
  - 200 - 500 employees
  - Savannah, Georgia

# Poultry Product Manufacturing

*800+ companies in the US*

## **Examples:**

- Chick Master
  - <https://chickmaster.com>
  - 100 - 200 employees
  - Medina, Ohio
- VAL-Co Pax Inc
  - <https://val-co.com>
  - 50 - 100 employees
  - Coldwater, Ohio

# Power-Driven Handtool Manufacturing

*300+ companies in the US*

# Prefabricated Wood Building Manufacturing

*1,100+ companies in the US*

# Primary Metals Manufacturing

*5,300+ companies in the US*

# Printing Machinery & Equipment Manufacturing

*600+ companies in the US*

## **Examples:**

- Goss International
  - <https://gossinternational.com>
  - 1000 - 5000 employees

- Durham, New Hampshire
- Gravotech
  - <https://gravotech.us>
  - 500 - 1000 employees
  - Duluth, Georgia

## Pulp & Paper Mills

*3,100+ companies in the US*

### **Examples:**

- Cascades Tissue Group
  - <https://cascades.com/en>
  - 50 - 100 employees
  - Eau Claire, Wisconsin
- Mrt, Inc.
  - <https://mrtinc.com>
  - 10 - 50 employees
  - Middletown, Ohio

## Pump & Compressor Manufacturing

*2,100+ companies in the US*

## Railroad Equipment Manufacturing

*600+ companies in the US*

### **Examples:**

- Trinity Rail Group LLC
  - <https://trin.net>
  - 200 - 500 employees
  - Dallas, Texas
- Knorr Brake Company
  - <https://knorrbrakecorp.com>
  - 200 - 500 employees
  - Westminster, Maryland

# Recreational Vehicle Manufacturing

*900+ companies in the US*

## **Examples:**

- Lippert Components Inc
  - <https://lci1.com>
  - 5000 - 10000 employees
  - Elkhart, Indiana
- Patrick Industries
  - <https://patrickind.com>
  - 8700 - 8700 employees
  - Elkhart, Indiana

# Recyclable Material Wholesalers

*7,000+ companies in the US*

# Scientific & Technical Instruments Manufacturing

*2,100+ companies in the US*

# Seafood Processing

*700+ companies in the US*

## **Examples:**

- Laitram
  - <https://laitram.com>
  - 1000 - 5000 employees
  - New Orleans, Louisiana
- Goldbelt, Incorporated
  - <https://goldbelt.com>
  - 500 - 1000 employees
  - Juneau, Alaska

# Search, Detection, Navigation & Guidance System Manufacturing

3,800+ companies in the US

# Seasoning & Dressing Manufacturing

1,900+ companies in the US

## **Examples:**

- Frontier Co-op
  - <https://frontiercoop.com>
  - 500 - 1000 employees
  - Norway, Iowa
- Brinkhoff & Monoson, Inc
  - <https://redmonkeyfoods.com>
  - 10 - 50 employees
  - Mount Vernon, Missouri

# Security Products Manufacturing

300+ companies in the US

# Semiconductor & Other Electronic Component Manufacturing

10,000+ companies in the US

# Semiconductor Equipment Manufacturing

200+ companies in the US

## **Examples:**

- Lam Research
  - <https://lamresearch.com>
  - 11300 - 11300 employees

- Fremont, California
- NOVELLUS SYSTEMS INC
  - <https://novellus.com>
  - 5000 - 10000 employees
  - San Jose, California

## Shipbuilding & Repairing

*1,100+ companies in the US*

### **Examples:**

- Victor Technologies Group Inc
  - <https://esabna.com/us/en/products/brands/index.cfm>
  - 200 - 500 employees
  - Chesterfield, Missouri
- Bethlehem Steel
  - <https://bethsteel.com>
  - 200 - 500 employees
  - Bethlehem, Pennsylvania

## Sign Manufacturing

*22,200+ companies in the US*

## Snack Foods Manufacturing

*800+ companies in the US*

### **Examples:**

- CHL Systems
  - <https://chlsystems.com>
  - 200 - 500 employees
  - Souderton, Pennsylvania

## Soap & Other Detergent Manufacturing

*3,500+ companies in the US*

# Soft Drink Manufacturing

*2,200+ companies in the US*

## **Examples:**

- Boylan Bottling
  - <https://boylanbottling.com>
  - 20 - 50 employees
  - New York City, New York
- Shasta
  - <https://shastapop.com>
  - 1 - 100 employees
  - Hayward, California

# Sporting Goods Manufacturing

*7,600+ companies in the US*

# Steel Production

*3,700+ companies in the US*

## **Examples:**

- OneSteel Recycling
  - <https://onesteelusa.com>
  - 100 - 500 employees
  - Chesapeake, Virginia
- SMS group Inc.
  - <https://sms-group.us>
  - 500 - 1000 employees
  - Pittsburgh, Pennsylvania

# Steel Service Centers & Other Metal

# Wholesalers

*13,400+ companies in the US*



# Sugar Manufacturing

100+ companies in the US

# Switch, Connector & Other Wiring Device Manufacturing

700+ companies in the US

# Telecommunications Equipment Manufacturing

1,300+ companies in the US

## **Examples:**

- MOTOROLA SOLUTIONS, INC.
  - <https://motorolasolutions.com>
  - 10000 - 50000 employees
  - Chicago, Illinois
- Ciena
  - <https://ciena.com>
  - 7032 - 7032 employees
  - Hanover, Maryland

# Textile Manufacturing

21,100+ companies in the US

# Tire Manufacturing

600+ companies in the US

## **Examples:**

- Goodyear Tire & Rubber
  - <https://goodyear.com>
  - 62000 - 62000 employees

- Akron, Ohio
- Bridgestone
  - <https://bridgestoneamericas.com>
  - 10000 - 50000 employees
  - Nashville, Tennessee

## Tobacco Product Manufacturing

*400+ companies in the US*

## Toy & Game Manufacturing

*3,300+ companies in the US*

### **Examples:**

- PLAYMOBIL USA Inc
  - <https://playmobil.us>
  - 20 - 100 employees
  - Cranbury (CDP), New Jersey, New Jersey
- Child's Play
  - <https://childsplaycharity.org>
  - 10 - 50 employees
  - Redmond, Washington

## Transformer Manufacturing

*800+ companies in the US*

## Transportation Equipment Manufacturing

*700+ companies in the US*

## Truck & Bus Manufacturing

*400+ companies in the US*

### **Examples:**

- Bridgestone

- <https://bridgestoneamericas.com>
- 10000 - 50000 employees
- Nashville, Tennessee
- Navistar International
  - <https://navistar.com>
  - 12100 - 12100 employees
  - Lisle, Illinois

## Truck Trailer Manufacturing

*1,000+ companies in the US*

## Turbine Manufacturing

*700+ companies in the US*

## Vitamin, Nutritional Supplement & Other Health-Related Product Manufacturing

*200+ companies in the US*

## Water & Ice Manufacturing

*1,000+ companies in the US*

### **Examples:**

- Robertshaw
  - <https://robertshaw.com>
  - 5000 - 10000 employees
  - Itasca, Illinois
- Vogt-Ice
  - <https://vogtice.com>
  - 50 - 200 employees
  - Louisville, Kentucky

## Wineries

8,100+ companies in the US

## Wireless Telecommunications Equipment Manufacturing

3,100+ companies in the US

## Women's Clothing Manufacturing

3,700+ companies in the US

### **Examples:**

- Lucy Activewear
  - <https://lucy.com>
  - 100 - 200 employees
  - Alameda, California
- Brandy Melville
  - <https://brandymelville.com>
  - 100 - 500 employees
  - Santa Monica, California

## Wood Flooring Manufacturing

300+ companies in the US

## Wood Product Manufacturing

4,500+ companies in the US

## Wood Window & Door Manufacturing

1,300+ companies in the US

### **Examples:**

- VT Industries
  - <https://vtindustries.com>
  - 1000 - 5000 employees

- Holstein, Iowa
  - Steves & Sons Inc
    - <https://stevesdoors.com>
    - 1000 - 5000 employees
    - San Antonio, Texas
- 

## Media & Software

Movies, magazines, mobile apps. This is a ginormous sector with tons of growth.

Not *everywhere* - movie theaters didn't have a big year in 2020. But Education & Training Software is a niche to watch. And despite the growth of streaming music services, there are still more than 13,000 radio broadcasting companies out there - maybe they need your help.

## Book Publishers

*5,900+ companies in the US*

### **Examples:**

- R.R. Donnelley & Sons
  - <https://rrd.com>
  - 33000 - 33000 employees
  - Chicago, Illinois
- Hallmark Cards
  - <https://hallmark.com>
  - 10000 - 20000 employees
  - Kansas City, Missouri

## Business Intelligence Software

*4,100+ companies in the US*

### **Examples:**

- upBOARD
  - <https://upboard.io>
  - 20 - 50 employees

- Walnut Creek, California

## Content & Document Management Software

*30+ companies in the US*

## Development Tools, Operating Systems & Utilities Software

*300+ companies in the US*

### **Examples:**

- GrapeCity, Inc.
  - <https://grapecity.com>
  - 500 - 1000 employees
  - Pittsburgh, Pennsylvania

## Directory & Mailing List Publishers

*3,800+ companies in the US*

## Education & Training Software

*1,000+ companies in the US*

### **Examples:**

- My Equity Comp
  - <https://myequitycomp.com>
  - 10 - 50 employees
  - Gold River, California
- Hop7 Marketing
  - <https://hop7marketing.com>
  - 1 - 10 employees
  - Coon Rapids, Minnesota

# Entertainment & Games Software

*400+ companies in the US*

## **Examples:**

- Unity Technologies
  - <https://unity.com>
  - 2000 - 5000 employees
  - San Francisco, California
- DigiPen Institute of Technology
  - <https://digipen.edu>
  - 200 - 1000 employees
  - Redmond, Washington

# Film & Video

*10,300+ companies in the US*

# Greeting Card Publishers

*300+ companies in the US*

## **Examples:**

- Allport Editions
  - <https://allport.com>
  - 5 - 10 employees
  - Portland, Oregon
- Greeting Card Publishers Inc
  - 1 - 100 employees
  - New York City, New York

# Internet Publishing, Broadcasting & Search Portals

*1,600+ companies in the US*

## **Examples:**

- TikTok
  - <https://tiktok.com>
  - 5000 - 10000 employees
  - Los Angeles, California
- ClickDimensions
  - <https://clickdimensions.com>
  - 200 - 500 employees
  - Atlanta, Georgia

## Libraries & Archives

*25,800+ companies in the US*

## Magazine Publishers

*6,000+ companies in the US*

### **Examples:**

- Nielsen
  - <https://nielsen.com>
  - 20000 - 50000 employees
  - New York City, New York
- Salem Web Network
  - <https://salemwebnetwork.com>
  - 100 - 500 employees
  - Richmond, Virginia

## Managed Application & Network Services

*26,600+ companies in the US*

## Motion Picture Production & Distribution

*60,500+ companies in the US*

## Movie Theaters

*6,500+ companies in the US*



## **Examples:**

- REGAL ENTERTAINMENT GROUP
  - <https://www.regmovies.com/>
  - 1000 - 2000 employees
  - Knoxville, Tennessee
- Showcase Cinemas
  - <https://showcasecinemas.com>
  - 200 - 500 employees
  - Woburn, Massachusetts

# **Multimedia, Graphics & Publishing** **Software**

*300+ companies in the US*

## **Examples:**

- Adobe, Inc.
  - <https://adobe.com>
  - 23000 - 23000 employees
  - San Jose, California

# **Music Production & Distribution**

*13,300+ companies in the US*

# **Newspaper Publishers**

*12,400+ companies in the US*

# **Publishing**

*21,800+ companies in the US*

# **Radio Broadcasting & Programming**

*13,900+ companies in the US*

**Examples:**

- CBS Radio
  - <https://cbsradio.com>
  - 1000 - 5000 employees
  - New York City, New York
- Radio Disney
  - <https://radio.disney.com>
  - 50 - 200 employees
  - Burbank, California

## Special Effects & Other Video Post-Production Services

*1,300+ companies in the US*

## Telecommunications Resellers

*300+ companies in the US*

**Examples:**

- ACN COMMUNICATION SERVICES, INC.
  - <https://acnrep.com>
  - 20 - 50 employees
  - Concord, North Carolina

## Telecommunications Services

*84,200+ companies in the US*

## Television Broadcasting

*4,600+ companies in the US*

**Examples:**

- Comcast Corporation
  - <https://corporate.comcast.com>
  - 168000 - 168000 employees

- Philadelphia, Pennsylvania
- TIME WARNER INC.
  - <https://timewarner.com>
  - 10000 - 50000 employees
  - New York City, New York

## TV Broadcast & Cable Networks

*7,300+ companies in the US*

### **Examples:**

- HBO
  - <https://hbo.com>
  - 5000 - 10000 employees
  - New York City, New York
- Telemundo
  - <https://telemundo.com>
  - 10 - 500 employees
  - Hialeah, Florida

## TV Program Production & Distribution

*3,400+ companies in the US*

## Wired Telecommunications Services

*6,600+ companies in the US*

### **Examples:**

- Exwire
  - <https://exwire.com>
  - 10 - 50 employees
  - Colfax, California
- Duet Microelectronics LLC
  - <https://duetmicro.com>
  - 50 - 200 employees
  - Raritan, New Jersey

# Wireless Telecommunications Services

32,200+ companies in the US

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## Nonprofit & Religious

Niches in this sector vary widely in purpose and size. Only 370 food banks in the US, but 370,000 homeowner associations.

Opportunities will depend on your specialty, of course - grant writing is probably in greater demand than conversion optimization. But if you can help raise money, I'm sure there's a spot for you.

## Animal Welfare Organizations

80+ companies in the US

### Examples:

- Animal Humane Society
  - <https://animalhumanesociety.org>
  - 200 - 500 employees
  - Woodbury, Minnesota
- WORLD ANIMAL PROTECTION
  - <https://worldanimalprotection.org>
  - 500 - 1000 employees
  - New York City, New York

## Food Banks

300+ companies in the US

### Examples:

- C.R. England
  - <https://crengland.com>
  - 5000 - 10000 employees
  - Salt Lake City, Utah
- Houston Food Bank

- <https://houstonfoodbank.org>
- 200 - 500 employees
- Houston, Texas

## Fraternal Societies

*100,800+ companies in the US*

### **Examples:**

- Fraternal Order of Police Lodge 40
  - <https://fop.net>
  - 50 - 200 employees
  - Kansas City, Kansas
- Utica Nonprofit Meetup
  - 1 - 100 employees
  - Utica, Michigan

## Grantmaking Foundations

*8,400+ companies in the US*

### **Examples:**

- Open Society Foundations
  - <https://opensocietyfoundations.org>
  - 5000 - 10000 employees
  - New York City, New York
- The Gifford Foundation
  - <https://giffordfoundation.org>
  - 10 - 50 employees
  - Syracuse, New York

## Health Fund-Raising Organizations

*1,100+ companies in the US*

### **Examples:**

- March of Dimes
  - <https://marchofdimes.org>

- 5000 - 10000 employees
- Arlington, Virginia
- Cystic Fibrosis Foundation
  - <https://cff.org>
  - 1000 - 5000 employees
  - Bethesda, Maryland

## Homeowner Associations

*370,000+ companies in the US*

### **Examples:**

- Phoenix Management
  - <https://phoenixmanagementcompany.com>
  - 50 - 100 employees
  - Saco, Maine

## Labor Unions

*100+ companies in the US*

### **Examples:**

- SEIU
  - <https://seiu.org>
  - 5000 - 10000 employees
  - Washington, D.C., Washington, D.C.
- International Association of Fire Fighters
  - <https://iaff.org>
  - 10 - 50 employees
  - Nashua, New Hampshire

## Southern Baptist Churches

*47,500+ companies in the US*

### **Examples:**

- College Avenue Baptist Church
  - <https://cabc-normal.org>

- 20 - 50 employees
  - Normal, Illinois
  - Main Street Baptist Church
    - <https://mainstreetbc.org>
    - 10 - 20 employees
    - Williamsburg, Kentucky
- 

## Real Estate

There are a ton of businesses in each segment of this sector - almost 200,000 *residential* real estate agencies in the US, not to mention commercial agencies or real estate investment companies.

So once you decide between commercial vs residential, investment vs management, your best bet is to niche down further by location and business size until you're looking at a smaller slice.

For inspiration, check out:

- This [blog post](#) by a consultant who specializes in digital marketing for real estate professionals in Hong Kong
- This [firm](#), which does websites for self-storage facilities

## Commercial Real Estate Brokerage

*200+ companies in the US*

### **Examples:**

- Crye-Leike
  - <https://crye-leike.com>
  - 1000 - 5000 employees
  - Memphis, Tennessee
- Lee & Associates
  - <https://lee-associates.com>
  - 500 - 1000 employees
  - Orange, California

## Commercial Real Estate Management

184,900+ companies in the US

**Examples:**

- Lennar
  - <https://lennar.com>
  - 9495 - 9495 employees
  - Miami, Florida
- Showcase Realty, LLC
  - <https://showcaserealty.net>
  - 20 - 100 employees
  - Charlotte, North Carolina

## Real Estate Investment Trusts (REITs)

900+ companies in the US

**Examples:**

- Ventas
  - <https://ventasreit.com>
  - 448 - 448 employees
  - Chicago, Illinois
- Healthpeak Properties, Inc.
  - <https://healthpeak.com>
  - 217 - 217 employees
  - Denver, Colorado

## Residential Property Investment

9,100+ companies in the US

**Examples:**

- Haines & Krieger Realty
  - <https://hkrealtygroup.com>
  - 20 - 50 employees
  - Las Vegas, Nevada
- Air Hospitality
  - <https://airhospitality.com>
  - 2 - 10 employees
  - Charlotte, North Carolina



# Residential Real Estate Brokerage & Management

196,700+ companies in the US

## Self-Storage Services

21,500+ companies in the US

### **Examples:**

- Security Public Storage
    - <https://securitypublicstorage.com>
    - 10 - 20 employees
    - Daly City, California
  - Storage Village
    - <https://storagevillage.net>
    - 10 - 50 employees
    - Landover, Maryland
- 

## **Retail**

Everything from car dealerships to florists to ... Walmart. This sector is jam-packed with businesses struggling to get humans into physical stores, and to transition to online sales.

Despite these common struggles, different niches have different types of customers, different margins, different restrictions. Think about the unique challenges of doing PR for marijuana stores, or bookkeeping for art dealers. If you understand these, you stand out and can help more than the next freelancer.

## Art Dealers & Galleries

3,700+ companies in the US

### **Examples:**

- Art Institute of Chicago
  - <https://artic.edu>

- 2000 - 5000 employees
- Chicago, Illinois
- Fairfield University
  - <https://fairfield.edu>
  - 500 - 2000 employees
  - Fairfield, Connecticut

## Automobile Dealers

*78,200+ companies in the US*

### **Examples:**

- CarMax
  - <https://carmax.com>
  - 27050 - 27050 employees
  - Richmond, Virginia
- Bill Heard Chevrolet
  - <https://chevrolet.com>
  - 5 - 10 employees
  - Plant City, Florida

## Automotive Parts & Accessories Stores

*44,400+ companies in the US*

### **Examples:**

- Federated Auto Parts
  - <https://federatedautoparts.com>
  - 200 - 1000 employees
  - Staunton, Virginia
- Chief Auto Parts
  - 2 - 10 employees
  - Dallas, Texas

## Beer, Wine & Liquor Stores

*34,600+ companies in the US*

### **Examples:**

- Southern Glazer's Wine & Spirits
  - <https://southernglazers.com>
  - 10000 - 20000 employees
  - Miami, Florida
- Jewel-Osco
  - <https://jewelosco.com>
  - 1000 - 2000 employees
  - Elgin, Illinois

## Boat Dealers

*11,600+ companies in the US*

### **Examples:**

- Marine Express Inc
  - <https://marineexpress.com>
  - 20 - 50 employees
  - Hialeah, Florida
- Newport Boats
  - <https://newportboats.com>
  - 10 - 50 employees
  - Newport Beach, California

## Bookstores

*14,800+ companies in the US*

### **Examples:**

- Amazon.com Inc.
  - <https://amazon.com>
  - 1298000 - 1298000 employees
  - Seattle, Washington
- Vintage Stock
  - <https://vintagestock.com>
  - 200 - 500 employees
  - Joplin, Missouri

## Building Material Dealers

56,100+ companies in the US

## Clothing Stores

177,200+ companies in the US

## Consumer Electronics & Appliances Stores

63,200+ companies in the US

### **Examples:**

- Abe's of Maine
  - <https://abesofmaine.com>
  - 100 - 500 employees
  - Linden, New Jersey
- Sundown One
  - <https://sundownone.com>
  - 5 - 10 employees
  - Springfield, Illinois

## Consumer Product Rental

21,400+ companies in the US

## Convenience Stores & Truck Stops

61,500+ companies in the US

### **Examples:**

- TravelCenters of America
  - <https://ta-petro.com>
  - 18700 - 18700 employees
  - Westlake, Ohio
- Loves Truck Stop
  - <https://loves.com/locations/495>
  - 10 - 20 employees
  - North Fort Myers, Florida

# Cosmetics, Beauty Supply & Perfume Stores

20,500+ companies in the US

## **Examples:**

- Beauty Supply Warehouse
  - <https://bswsuperstores.com>
  - 50 - 200 employees
  - Las Vegas, Nevada
- Star Beauty
  - 20 - 50 employees
  - Kansas City, Missouri

# Department Stores

9,000+ companies in the US

## **Examples:**

- Nordstrom
  - <https://nordstrom.com>
  - 68000 - 68000 employees
  - Seattle, Washington
- Kohl's
  - <https://kohls.com>
  - 110000 - 110000 employees
  - Menomonee Falls, Wisconsin

# Discount Department Stores

41,200+ companies in the US

# Dollar & Other General Merchandise Stores

11,100+ companies in the US

## **Examples:**

- Family Dollar
  - <https://familydollar.com>
  - 10000 - 50000 employees
  - Chesapeake, Virginia
- Dollar Zone
  - 5 - 10 employees
  - Anchorage, Alaska

## Drug Stores

*55,500+ companies in the US*

## Florists

*29,700+ companies in the US*

### **Examples:**

- Expressions
  - <https://expressionsflorist.net>
  - 100 - 200 employees
  - Athens, Texas
- Adams Fairacre Farms
  - <https://adamsfarms.com>
  - 1000 - 5000 employees
  - Poughkeepsie, New York

## Fuel Oil & LP Gas Dealers

*13,800+ companies in the US*

### **Examples:**

- BLOSSMAN GAS, INC.
  - <https://blossmangas.com>
  - 500 - 1000 employees
  - Ocean Springs, Mississippi
- Gas House Propane
  - <https://gashousepropane.com>
  - 5 - 10 employees
  - Bedford, Ohio

## Furniture Stores

44,800+ companies in the US

## Garden Centers & Farm Supply Stores

24,000+ companies in the US

### **Examples:**

- Rural King
  - <https://ruralking.com>
  - 5000 - 10000 employees
  - Mattoon, Illinois

## Gas Stations

67,400+ companies in the US

### **Examples:**

- Arco Oil & Gas
  - <https://ampm.com>
  - 5 - 10 employees
  - Ingleside, Texas

## Gift, Novelty & Souvenir Stores

57,900+ companies in the US

## Home Centers & Hardware Stores

22,400+ companies in the US

### **Examples:**

- Expo Design Center
  - <https://expostones.com>
  - 20 - 50 employees
  - Houston, Texas

- The Home Depot, Inc.
  - <https://homedepot.com>
  - 500000 - 500000 employees
  - Atlanta, Georgia

## Internet & Mail-Order Retail

*23,200+ companies in the US*

## Internet Auctions

*100+ companies in the US*

## Jewelry Stores

*42,400+ companies in the US*

## Marijuana Stores

*2,700+ companies in the US*

### **Examples:**

- LivWell Enlightened Health
  - <https://livwell.com>
  - 500 - 1000 employees
  - Colorado Springs, Colorado

## Motorcycle Dealers

*10,000+ companies in the US*

### **Examples:**

- Hal's Harley Davidson
  - <https://halshd.com>
  - 50 - 100 employees
  - New Berlin, Wisconsin
- Thunder Mountain Harley-Davidson
  - <https://thundermountainharley.com>



- 100 - 500 employees
- Loveland, Colorado

## Musical Instrument Stores

*10,300+ companies in the US*

### **Examples:**

- Wolf Music Company
  - <https://wolfmusiccompany.com>
  - 2 - 10 employees
  - Boerne, Texas
- Rieman Music
  - <https://riemanmusic.com>
  - 10 - 50 employees
  - Fort Dodge, Iowa

## Office Supply Stores

*8,900+ companies in the US*

### **Examples:**

- Staples
  - <https://staples.com>
  - 50000 - 100000 employees
  - Framingham, Massachusetts
- OFFICE EQUIPMENT CO INC
  - <https://oeccullman.com>
  - 20 - 50 employees
  - Cullman, Alabama

## Paint & Wallpaper Stores

*14,100+ companies in the US*

## Pet & Pet Supplies Stores

*19,000+ companies in the US*

# Recreational Vehicle Dealers

*8,400+ companies in the US*

## **Examples:**

- Camping World Holdings, Inc.
  - <https://campingworld.com>
  - 10907 - 10907 employees
  - Lincolnshire, Illinois
- Spartan Motors Inc
  - <https://spartanmotors.com>
  - 5000 - 10000 employees
  - Charlotte, Michigan

# Shoe Stores

*20,100+ companies in the US*

# Sporting Goods Stores

*57,700+ companies in the US*

## **Examples:**

- Dick's Sporting Goods
  - <https://dickssportinggoods.com>
  - 50100 - 50100 employees
  - Coraopolis, Pennsylvania
- Champs Sports
  - <https://stores.champssports.com/us/ny/new-york/10-times-square>
  - 200 - 500 employees
  - New York City, New York

# Tire Dealers

*31,700+ companies in the US*

## **Examples:**

- McCarthy Tire

- <https://mccarthytire.com>
- 1000 - 5000 employees
- Wilkes-Barre, Pennsylvania
- Mavis Discount Tire Inc
  - <https://mavistire.com>
  - 20 - 100 employees
  - Millwood, New York

## Toy & Hobby Stores

*38,500+ companies in the US*

### **Examples:**

- KB Toys
  - <https://kbtoys.com>
  - 10000 - 20000 employees
  - Pittsfield, Massachusetts
- Rivet
  - <https://rivetgallery.com>
  - 10 - 100 employees
  - Columbus, Ohio

## Used Merchandise Stores

*40,300+ companies in the US*

## Vending Machine Operators

*9,900+ companies in the US*

### **Examples:**

- MONUMENTAL VENDING
  - <https://monumentalmarkets.com>
  - 100 - 500 employees
  - Beltsville, Maryland
- Globe Vending Inc
  - <https://globevending.com>
  - 20 - 50 employees
  - Harbor Township, New Jersey

# Warehouse Clubs & Superstores

1,600+ companies in the US

## **Examples:**

- BJ's Wholesale Club Holdings, Inc.
    - <https://bjs.com>
    - 27231 - 27231 employees
    - Westborough, Massachusetts
  - Costco Wholesale
    - <https://costco.com>
    - 2000 - 5000 employees
    - Seattle, Washington
- 

## **Services**

This huge and hugely varied sector encompasses everything from car washes to collection agencies. Look for a niche where you have some specialized knowledge or experience, and can help bring in clients.

## Accounting Services

188,000+ companies in the US

## Advertising & Marketing Services

81,000+ companies in the US

## **Examples:**

- Advantage Solutions
  - <https://advantagesolutions.net>
  - 20000 - 50000 employees
  - Irvine, California
- Young & Rubicam
  - <https://yr.com>
  - 10000 - 20000 employees

- New York City, New York

## Advertising Agencies

*24,500+ companies in the US*

### **Examples:**

- Ogilvy
  - <https://ogilvy.com>
  - 10000 - 50000 employees
  - New York City, New York
- Particular.
  - <https://uniquelyparticular.com>
  - 10 - 20000 employees
  - Miami Beach, Florida

## Architectural Services

*22,600+ companies in the US*

### **Examples:**

- HDR
  - <https://hdrinc.com>
  - 5000 - 20000 employees
  - Omaha, Nebraska
- Inscape Design
  - <https://inscapedesign.com>
  - 20 - 50 employees
  - Anaheim, California

## Armored Vehicle Services

*2,900+ companies in the US*

### **Examples:**

- The Whitestone Group
  - <https://whitestonegroup.us>
  - 1000 - 5000 employees

- Columbus, Ohio
- International Security Force (ISF)
  - 2 - 10 employees
  - Ridgewood, New York

## Automotive Body, Paint, Interior & Glass Repair

*59,000+ companies in the US*

## Automotive Oil Change & Lubrication Services

*7,000+ companies in the US*

### **Examples:**

- Lube Stop
  - <https://lubestop.com>
  - 200 - 500 employees
  - Berea, Ohio
- Hoffman Car Wash
  - <https://hoffmancarwash.com>
  - 500 - 1000 employees
  - Delmar, New York

## Automotive Repair & Maintenance Services

*217,200+ companies in the US*

### **Examples:**

- Pep Boys
  - <https://pepboys.com>
  - 10000 - 20000 employees
  - Philadelphia, Pennsylvania
- Siemens Automotive

- 5 - 10 employees
- Auburn Hills, Michigan

## Biotechnology Research Services

*5,800+ companies in the US*

### **Examples:**

- ULTRAGENYX PHARMACEUTICAL INC.
  - <https://ultragenyx.com>
  - 500 - 1000 employees
  - Novato, California
- Zymergen
  - <https://zymergen.com>
  - 500 - 1000 employees
  - Emeryville, California

## Business & Professional Associations

*71,000+ companies in the US*

## Business Service Centers & Copy Shops

*8,700+ companies in the US*

### **Examples:**

- The Copy Shop
  - <https://tccopyshop.com>
  - 20 - 50 employees
  - Traverse City, Michigan
- Midtown Printing
  - <https://midtownprinting.com>
  - 10 - 20 employees
  - Nashville, Tennessee

## Car Washes

*32,800+ companies in the US*

## **Examples:**

- Autobell Car Wash
  - <https://autobell.com>
  - 1000 - 5000 employees
  - Charlotte, North Carolina
- Holiday Companies
  - <https://holidaystationstores.com>
  - 10000 - 20000 employees
  - Bloomington, Minnesota

## **Collection Agencies**

*4,700+ companies in the US*

## **Examples:**

- NCO Group
  - <https://ncogroup.com>
  - 10000 - 20000 employees
  - Horsham, Pennsylvania
- COLLECTION AGENCY INC.
  - 20 - 50 employees
  - Aberdeen, Maryland

## **Credit Reporting Services**

*1,400+ companies in the US*

## **Examples:**

- THE AFFILIATED GROUP, INC.
  - <https://theaffiliatedgroup.com>
  - 100 - 500 employees
  - Rochester, Minnesota
- Justifacts Credential Verification
  - <https://justifacts.com>
  - 100 - 500 employees
  - Murrysville, Pennsylvania

## **Direct Marketing Services**



1,700+ companies in the US

**Examples:**

- Grey Group.
  - <https://grey.com/global>
  - 5000 - 20000 employees
  - New York City, New York
- Epsilon
  - <https://epsilon.com>
  - 5000 - 10000 employees
  - Irving, Texas

## **Electronic Equipment Repair Services**

49,500+ companies in the US

## **Engineering Services**

100,100+ companies in the US

## **Environmental Consulting Services**

24,700+ companies in the US

## **Executive Search Services**

10,800+ companies in the US

**Examples:**

- Accretive Solutions
  - <https://accretivesolutions.com>
  - 500 - 2000 employees
  - Chicago, Illinois
- ON Partners
  - <https://onpartners.com>
  - 100 - 500 employees
  - Menlo Park, California

# Exterminating & Pest Control Services

29,700+ companies in the US

## Funeral Services

27,000+ companies in the US

### **Examples:**

- Banks/Page-Theus Funeral Home
  - <https://bankspagetheus.com>
  - 200 - 500 employees
  - Wildwood, Florida

## Geophysical Surveying & Mapping Services

13,300+ companies in the US

### **Examples:**

- EADS Group
  - <https://eadsgroup.com>
  - 200 - 1000 employees
  - Altoona, Pennsylvania
- WIS International
  - <https://w3.wisintl.com>
  - 10000 - 20000 employees
  - San Diego, California

## Graphic Design Services

37,300+ companies in the US

### **Examples:**

- C&G Partners
  - <https://cgpartnersllc.com>
  - 50 - 1000 employees

- New York City, New York

## Hair Care Services

346,300+ companies in the US

## Hazardous Waste Services

7,300+ companies in the US

### **Examples:**

- Veolia Environmental Services North America Corp.
  - <https://veoliaes.com>
  - 50 - 100 employees
  - Boston, Massachusetts
- Environmental Products & Svc.
  - <https://epssofvermont.com>
  - 200 - 500 employees
  - Syracuse, New York

## Human Resources Consulting Services

15,100+ companies in the US

## Industrial Design Services

1,700+ companies in the US

### **Examples:**

- D2M
  - <https://d2m-inc.com>
  - 10 - 50 employees
  - Sunnyvale, California
- Innodesign
  - <https://innodesign.com>
  - 5 - 10 employees
  - Palo Alto, California

# Information Technology Services

223,500+ companies in the US

# Interior Design Services

37,500+ companies in the US

## **Examples:**

- PERKINS & WILL
  - <https://perkinswill.com>
  - 1000 - 5000 employees
  - Chicago, Illinois
- ISEC Inc
  - <https://isecinc.com>
  - 1000 - 5000 employees
  - Greenwood Village, Colorado

# Janitorial & Carpet Cleaning Services

125,500+ companies in the US

## **Examples:**

- Allied Universal
  - <https://aus.com>
  - 20000 - 50000 employees
  - Conshohocken, Pennsylvania
- Self Employed
  - 10 - 50000 employees
  - Satellite Beach, Florida

# Landscaping Services

143,000+ companies in the US

# Laundry Facilities & Dry Cleaning Services

38,400+ companies in the US

**Examples:**

- Hotel St. Michel
  - <https://hotelstmichel.com>
  - 20 - 50 employees
  - Coral Gables, Florida
- Loews Ventana Canyon Resort
  - <https://loewshotels.com/ventana-canyon>
  - 20 - 50 employees
  - Tucson, Arizona

## Legal Services

*356,300+ companies in the US*

## Linen & Uniform Supply Services

*3,000+ companies in the US*

**Examples:**

- Golden West Betterway Uniforms, Inc.
  - <https://goldenwestbetterwayuniforms.com>
  - 20 - 50 employees
  - Oakland, California

## Market Research & Polling Services

*10,100+ companies in the US*

## Nail Salons

*56,300+ companies in the US*

## Outdoor Advertising

*2,500+ companies in the US*

**Examples:**

- Lamar Advertising Company
  - <https://lamar.com>
  - 2000 - 5000 employees
  - Baton Rouge, Louisiana
- ViacomCBS Inc.
  - <https://viacbs.com>
  - 22109 - 26340 employees
  - New York City, New York

## Parking Lots & Garages

*6,100+ companies in the US*

### **Examples:**

- ACE PARKING MANAGEMENT, INC.
  - <https://aceparking.com>
  - 2000 - 5000 employees
  - San Diego, California
- Kellermeyer Bergensons Services
  - <https://kbs-services.com>
  - 10000 - 20000 employees
  - Maumee, Ohio

## Payroll Services

*3,100+ companies in the US*

### **Examples:**

- NORTHGATEARINSO INC
  - <https://www.ngahr.com/>
  - 5000 - 10000 employees
  - Jacksonville, Florida

## Pet Care Services

*50,400+ companies in the US*

## Photographic Services

109,200+ companies in the US

## Professional Employer Organizations

500+ companies in the US

## Public Relations Services

14,400+ companies in the US

### **Examples:**

- Organic Inc
  - <https://organic.com>
  - 200 - 500 employees
  - San Francisco, California

## Remediation & Environmental Cleanup Services

6,000+ companies in the US

### **Examples:**

- METSON MARINE INC
  - <https://metsonmarine.com>
  - 200 - 500 employees
  - Ventura, California
- Protect Environmental Services Inc
  - <https://protectusa.net>
  - 20 - 100 employees
  - Haltom City, Texas

## Sales Promotion Services

4,800+ companies in the US

# Scientific Research & Development Services

42,100+ companies in the US

# Security Guard Services

18,000+ companies in the US

## **Examples:**

- GMI
  - <https://gmiweb.com>
  - 1000 - 5000 employees
  - San Diego, California
- Frontline Security Inc.
  - <https://frontline-securityinc.com>
  - 10 - 50 employees
  - Kent, Washington

# Security System Services

16,800+ companies in the US

# Solid Waste Services & Recycling

21,900+ companies in the US

## **Examples:**

- CASELLA WASTE SYSTEMS INC
  - <https://casella.com>
  - 5000 - 10000 employees
  - Rutland, Vermont

# Staffing Services

51,900+ companies in the US



**Examples:**

- Insight Global
  - <https://insightglobal.com>
  - 2000 - 10000 employees
  - Atlanta, Georgia
- Collabera
  - <https://collabera.com>
  - 10000 - 20000 employees
  - Morristown, New Jersey

## Surveillance, Investigation & Security Consulting Services

*10,800+ companies in the US*

## Telephone Call Centers

*7,100+ companies in the US*

**Examples:**

- Sound Telecom
  - <https://sound-tele.com>
  - 50 - 200 employees
  - Seattle, Washington

## Testing Laboratories

*15,700+ companies in the US*

**Examples:**

- Consumer Testing Laboratories
  - <https://crs.ul.com>
  - 10000 - 50000 employees
  - Bentonville, Arkansas

## Trade Show & Event Planning Services

7,100+ companies in the US

**Examples:**

- Franco
  - <https://franco.com>
  - 50 - 200 employees
  - Detroit, Michigan
- BUSINESS EXPO CENTER
  - <https://businessexpocenter.com>
  - 10 - 50 employees
  - Anaheim, California

## Travel Agencies & Services

60,700+ companies in the US

## Veterinary Services

47,600+ companies in the US

**Examples:**

- Animal Medical Center
  - <https://amcny.org>
  - 200 - 500 employees
  - New York City, New York
- Sarasota County Technical Institute
  - <https://sarasotatech.org>
  - 50 - 100 employees
  - Sarasota, Florida

## Weight Reduction Services

2,800+ companies in the US

**Examples:**

- Transformations International
  - 50 - 100 employees
  - Melbourne, Florida

- Mid Dakota Clinic
    - <https://middakotaclinic.com>
    - 200 - 500 employees
    - Bismarck, North Dakota
- 

## Transportation

Can you help your local taxi company compete with Uber and Lyft? If so ... well, there are 30,000+ taxi & limo businesses in the US, plenty to keep you busy.

There are also marinas, airlines, moving services, and - if you really want a challenge - 483 cruise ships trying to stay in business.

## Aircraft Leasing

*800+ companies in the US*

### **Examples:**

- Atlas Air Worldwide Holdings
  - <https://atlasair.com>
  - 4061 - 4061 employees
  - Purchase, New York
- AIR TRANSPORT SERVICES GROUP, INC.
  - <https://atsginc.com>
  - 2000 - 10000 employees
  - Wilmington, Ohio

## Aircraft Maintenance & Repair

*4,100+ companies in the US*

### **Examples:**

- Haeco Americas
  - <https://haeco.aero>
  - 1000 - 5000 employees
  - Greensboro, North Carolina
- PlaneTechs LLC

- <https://gowithlaunch.com>
- 100 - 500 employees
- Oak Brook, Illinois

## Airlines

*2,500+ companies in the US*

### **Examples:**

- Delta Air Lines
  - <https://delta.com>
  - 74000 - 74000 employees
  - Atlanta, Georgia
- Teterboro School of Aeronautics
  - <https://teterboroschool.com>
  - 20 - 50 employees
  - Teterboro, New Jersey

## Airport Operations

*15,100+ companies in the US*

## Automobile Rental & Leasing

*15,900+ companies in the US*

### **Examples:**

- Enterprise Rent-A-Car Co of Rhode Island LLC
  - <https://enterprise.com>
  - 1 - 10 employees
  - Cranston, Rhode Island
- WYNNCO LLC
  - <https://budget.com>
  - 20 - 50 employees
  - Alexandria, Louisiana

## Bus Transportation Services

8,700+ companies in the US

## Charter & Other Nonscheduled Air Transportation Services

2,000+ companies in the US

### **Examples:**

- Vision Airlines
  - <https://visionairlines.com>
  - 200 - 500 employees
  - Las Vegas, Nevada
- Pacific Aviation
  - <https://pacificaviation.com>
  - 500 - 1000 employees
  - Los Angeles, California

## Coastal & Great Lakes Freight Transportation

700+ companies in the US

### **Examples:**

- Alaskan Coastal Freight LLC
  - <https://alaskancoastalfreight.net>
  - 5 - 10 employees
  - Homer, Alaska

## Commuter Rail Systems

300+ companies in the US

## Cruise Ships

400+ companies in the US

### **Examples:**

- Steiner Leisure Ltd
  - <https://steinerleisure.com>
  - 5000 - 10000 employees
  - Coral Gables, Florida
- CARNIVAL PLC
  - <https://carnival.com>
  - 20000 - 100000 employees
  - Miami, Florida

## Deep Sea Freight Transportation

*800+ companies in the US*

## Express Delivery Services

*11,700+ companies in the US*

### **Examples:**

- A-1 Express Delivery Service
  - <https://a1express.com>
  - 50 - 200 employees
  - Atlanta, Georgia

## Freight Forwarding Services

*46,800+ companies in the US*

## Information & Records Management Services

*1,000+ companies in the US*

## Inland Water Freight Transportation

*300+ companies in the US*

### **Examples:**

- Shaver Transportation Company
  - 50 - 200 employees
  - Portland, Oregon

## Less-Than-Truckload Carriers

*600+ companies in the US*

### **Examples:**

- LAKEVILLE MOTOR EXPRESS INC
  - <https://lme4me.com>
  - 500 - 1000 employees
  - New Brighton, Minnesota
- Ward Trucking Corp. Llc
  - <https://wardtrucking.com>
  - 200 - 500 employees
  - Altoona, Pennsylvania

## Marinas

*7,500+ companies in the US*

### **Examples:**

- Port of Everett
  - <https://portofeverett.com>
  - 50 - 200 employees
  - Everett, Washington
- Pineland Marina
  - <https://pinelandmarina.com>
  - 5 - 20 employees
  - Bokeelia, Florida

## Motor Vehicle Towing

*25,100+ companies in the US*

## Moving Services

11,200+ companies in the US

**Examples:**

- Old Dominion Freight Line
  - <https://odfl.com>
  - 19779 - 19779 employees
  - Thomasville, North Carolina
- UNIGROUP INC
  - <https://unigroupinc.com>
  - 1000 - 5000 employees
  - Fenton, Missouri

## Port, Harbor & Marine Terminal Management

1,200+ companies in the US

## Postal Services

21,400+ companies in the US

## Railroads

2,200+ companies in the US

**Examples:**

- Union Pacific
  - <https://up.com>
  - 30960 - 30960 employees
  - Omaha, Nebraska

## Specialty Trucking

15,000+ companies in the US

**Examples:**

- Morris Kreitz & Sons Inc



- <https://morriskreitz.com>
- 50 - 100 employees
- Reading, Pennsylvania
- Specialty Trucking
  - <https://specialtytrucking.ebizz.net>
  - 2 - 10 employees
  - Lake Havasu City, Arizona

## Taxi & Limousine Services

*30,900+ companies in the US*

### **Examples:**

- Discount Cab
  - <https://discountcab.com>
  - 200 - 500 employees
  - Glendale, Arizona
- NYC Taxi and Limousine Commission
  - <https://nyc.gov/tlc>
  - 500 - 1000 employees
  - New York City, New York

## Tire Wholesalers

*3,300+ companies in the US*

### **Examples:**

- Treadmaxx Tire Distributors, Inc.
  - <https://treadmaxx.com>
  - 200 - 500 employees
  - North Augusta, South Carolina
- Quality Chain Corporation
  - <https://qualitychaincorp.com>
  - 10 - 50 employees
  - Hillsboro, Oregon

## Truck Rental & Leasing

*21,000+ companies in the US*

# Trucking

156,300+ companies in the US

# Truckload Carriers

43,800+ companies in the US

# Urban Transit Systems

6,100+ companies in the US

## **Examples:**

- BART
  - <https://bart.gov>
  - 2000 - 5000 employees
  - Oakland, California
- Jefferson Lines
  - <https://jeffersonlines.com>
  - 200 - 500 employees
  - Minneapolis, Minnesota

# Warehousing & Storage

35,800+ companies in the US

# Water Transportation Services

500+ companies in the US

## **Examples:**

- Windstar Cruises
    - <https://windstarcruises.com>
    - 1000 - 5000 employees
    - Seattle, Washington
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