



JAMES J. HILL
CENTER
GUIDE TO
BUILDING
LISTS OF
BUSINESSES

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INTRODUCTION

Business lists serve a variety of purposes. You may need a list of companies to apply for jobs with, or you may need a list of potential customers for marketing purposes. Whatever you need a list for, we can help.

The James J. Hill Center's library has the practical resources you need to build a business list. For further information, call our reference line at 651-265-5500, or email us at info@jjhill.org.

The Hill Library is open to the public. Please check out our web site for more information and for additional Hill Business Research Guides: <http://jjhill.org/reference-library/business-research-tools/research-guides-2/>.

GENERAL LISTS OF BUSINESSES

Most job searches and sales lists require a mix of public and private companies. We have one primary business directory database for building these all-inclusive lists, and one source for finding the major local players in select industries.

AtoZ Databases

Subscription database available at the Hill Library

AtoZ can build tailored lists of companies. Searches can be limited by geographic region, public/private, revenue, number of employees, year established, number of PCs, and more.

For more information on using AtoZ Databases, check out our Guide to Using AtoZ.

Minneapolis/Saint Paul Business Journal Book of Lists

Available at The Hill in print and electronic copy

Once a year the *Business Journal* publishes their *Book of Lists*, containing all the business rankings lists published over the last year in the *Business Journal*. Here you can find lists of top local companies in a variety of industries.

PRIVATE COMPANIES, NONPROFITS, AND HOSPITALS

Private companies, nonprofits, and hospitals show up in the resources mentioned in the previous section, but to build lists that include more information about these types of companies, the following databases are more appropriate.

PrivCo

Subscription database available at the Hill Library

PrivCo is used to build lists of large private companies all over the world. Searches can be limited by geography, company size, industry, and more. Results include contact information (including emails), company history and profiles, financial data, number of employees, growth rate, venture capital ownership, and more.

For more information on using PrivCo, check out our [Guide to Using PrivCo](#).

GuideStar

Subscription database available at the Hill Library

GuideStar is used to build lists of nonprofit companies. Searches can be limited by geography, annual revenue, and industry. Results include contact information, financial details, mission and programming details, and more.

For more information on using GuideStar, check out our [Guide to Using GuideStar](#).

American Hospital Directory

Subscription database available at the Hill Library

The American Hospital Directory is used to build lists of hospitals. Searches can be limited by geography, specialties, number of beds, and more. Results include contact information, financial details, statistical information, specialties, and more.

For more information on using the American Hospital Directory, check out our [Guide to Using the American Hospital Directory](#).

COMPANIES WITH FOREIGN CONNECTIONS

If you're hoping to eventually work in a different country, it may help you to have a list of American companies that have branches in your desired country, and vice versa.

Uniworld

Subscription database available at the Hill Library

Uniworld can be used to search for companies headquartered in the United States that have branches in another country, and vice versa. Searches can be limited by headquarters location, branch location, industry, annual revenue, number of employees, and whether or not the company is currently hiring. Results include contact information (including email addresses), all branch locations, company size, and more.

For more information on using Uniworld, check out our [Guide to Using Uniworld](#).

Questions? Consult with a Business Librarian

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