

Encyclopedia of Associations

GEOGRAPHIC ANALYSIS

Gale's *Encyclopedia of Associations* is a fantastic source for detailed information on American membership organizations of a national, interstate, state, intrastate, city or local scope as well as international organizations.

- ◆ Many of these membership organizations have publications and hold conventions/meetings.
- ◆ Reach organization types such as:
 - ◆ Trade & Professional
 - ◆ Social Welfare & Public Affairs
 - ◆ Health & Medical
 - ◆ Educational
 - ◆ Labor Unions/Associations
 - ◆ Greek & Non-Greek Letter Societies
 - ◆ Sports & Hobby
 - ◆ Religious



The *Encyclopedia of Associations* list is updated regularly. Contact a DM2 Account Executive for up-to-the-minute counts.

State	ZIP Code	Individuals
ME	039-049	808
NH	030-038	1,086
VT	050-059	518
MA	010-027	3,066
RI	028-029	503
CT	060-069	1,954
New England		5.4% 7,935
NY	100-149	8,355
NJ	070-089	3,547
PA	150-196	5,366
Middle Atlantic		11.7% 17,268
OH	430-458	5,417
IN	460-479	2,972
IL	600-629	5,221
MI	480-499	4,280
WI	530-549	3,105
East North Central		14.2% 20,995
MN	550-567	2,854
IA	500-528	1,790
MO	630-658	2,743
ND	580-588	751
SD	570-577	630
NE	680-693	1,032
KS	660-679	1,554
West North Central		7.7% 11,354
DE	197-199	402
MD	206-219	2,757
DC	200-205	2,956
VA	220-246	4,035
WV	247-268	954
NC	270-289	2,613
SC	290-299	1,668
GA	300-319	2,488
FL	320-349	4,892
South Atlantic		15.4% 22,765
KY	400-427	1,714
TN	370-385	2,069
AL	350-369	1,801
MS	386-397	820
East South Central		4.3% 6,404
AR	716-729	1,074
LA	700-714	1,548
OK	730-749	1,442
TX	750-799	7,673
West South Central		8.0% 11,737
MT	590-599	835
ID	832-838	710
WY	820-831	453
CO	800-816	2,536
NM	870-884	907
AZ	850-865	1,957
UT	840-847	883
NV	889-898	715
Mountain		6.1% 8,996
AK	995-999	582
WA	980-994	3,641
OR	970-979	2,077
CA	900-961	11,872
HI	967-968	577
Pacific		12.7% 18,749
United States		85.6% 126,203
U.S. Territories		0.1% 195
Canada		1.4% 2,116
Mexico		0.1% 125
Other International		12.7% 18,767
APO/FPO		—
Unknown		0.0% 1
Total		100.0% 147,407

Size of List: 147,407

Base Price: \$85/M

Selections (Additional Cost/M)

Geographic Analysis:	
State/Province/SCF	\$10/M
5-digit ZIP Code	\$10/M
Annual Budget	\$10/M
Awards Bestowed	\$10/M
Canadian Names	\$10/M
Employee Size	\$10/M
Gender	\$10/M
Industry Served	\$10/M
Membership Size	\$10/M
Sales Volume	\$10/M
SIC Code	\$15/M
Telephone Numbers	\$30/M
Type of Organization	\$10/M

Multi-Channel Pricing

Mailing/Telemarketing: \$190/M

SEE ALSO:
Business Organizations, Agencies & Publications Directory
DecisionMaker® Career Woman Marketplace Database
DecisionMaker® Management Marketplace Database
Executives - Financial Decision Makers

Minimum Order: 5,000 Names
 1 year unlimited usage available
 Prices subject to change without notice
 Call for any additional costs, conditions and terms.

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Industry Served

Airports, Flying Fields, & Services	789
Amusement & Recreation	1,102
Automobiles & Other Motor Vehicles	800
Automotive Repair Shops	1,638
Automotive Services	822
Automotive Stampings	774
Automotive Transmission Repair Shops	811
Brick, Stone & Related Materials	989
Business & Secretarial Schools	537
Business Consulting Services	3,595
Business Services	1,342
Colleges & Universities	935
Commercial Physical Research	3,179
Construction Materials	982
Educational Services	1,458
Electron Tubes	547
Electronic Capacitors	549
Electronic Coils & Transformers	549
Electronic Components	555
Electronic Connectors	550
Electronic Parts & Equipment	589
Electronic Resistors	549
Elementary & Secondary Schools	732
Engineering Services	905
Entertainers & Entertainment Groups	1,588
Forest Products	1,112
Forestry Services	1,213
Government	973
Health & Allied Services	897
Household Audio & Video Equipment	555
Hunting, Trapping & Game Propagation	234
Individual & Family Services	7,509
Industrial Buildings & Warehouses	995
Industrial Supplies	1,039
Legal Services	977
Libraries	648
Livestock Services	768
Local Passenger Transportation	796
Lumber & Other Building Materials	969
Management Consulting Services	3,345
Management Services	924
Membership Sports & Recreation Clubs	2,468
Metal Mining Services	1,538
Metal Ores	1,533

Motor Vehicle Parts-Used	795
Motor Vehicle Supplies & New Parts	815
Motor Vehicles & Car Bodies	826
Museums & Art Galleries	517
NonCommercial Research Organizations	3,161
Nonresidential Construction	1,053
Offices & Clinics of Medical Doctors	1,364
Offices of Health Practitioners	1,406
Operative Builders	972
Passenger Car Leasing	808
Passenger Car Rental	811
Prefabricated Wood Buildings	973
Printed Circuit Boards	549
Public Relations Services	3,825
Radio, Television & Electronics Stores	551
Railroad Equipment	1,873
Railroad Property Lessors	1,866
Railroads-Line Haul Operating	1,887
Regulation & Administration of Transportation	2,753
Rental of Railroad Cars	1,860
Residential Care	190
Residential Construction	1,351
Schools & Educational Services	5,152
Semiconductors & Related Devices	551
Services	810
Single-family Housing Construction	1,366
Social Services	8,602
Structural Steel Erection	974
Switching & Terminal Services	1,864
Timber Tracts	1,133
Top & Body Repair & Paint Shops	1,045
Transportation Equipment & Supplies	531
Transportation Services	1,870
U.S. Postal Service	2,146
Vocational Schools	535

Type of Organization

Athletic & Sports Organizations	3,813
Chambers of Commerce & Trade	6,612
Cultural Organizations	5,855
Educational Organizations	4,813
Engineering, Technological	6,052
Environmental & Agricultural	4,178
Fan Clubs	313
Fraternal, Nationality & Ethnic Organizations	2,845
Great Lakes States	20,692
Greek & Non-Greek Letter Societies	662
Health & Medical Organizations	9,980
Hobby & Avocational Organizations	3,983
Labor Unions/Associations	15,479
Legal, Government, Public Administration	2,887
Northeastern States	20,481
Public Affairs Organizations	4,708
Religious Organizations	2,371
Social Welfare Organizations	8,716
South Central & Great Plains	18,492
Southern & Middle Atlantic	22,599
Trade, Business & Commercial	13,894
Veterans, Hereditary	1,914
Western States	24,280

Number of Members

Less than 20	4,319
20-49	5,878
50-99	5,909
100-249	10,109
250-499	7,904
500-999	6,541
More than 1,000	15,125

Employee Size

Less than 20	65,524
20-49	7,667
50-99	3,461
100-249	2,410
250-499	912
500-999	451
More than 1,000	393

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Annual Budget

Less than \$1 Million	11,431
\$1 Million-\$9 Million	3,694
\$10 Million-\$49 Million	611
\$50 Million-\$249 Million	148
\$250 Million-\$1 Billion	29
More than \$1 Billion	10

Awards Bestowed

Fellowship	265
Grant	1,322
Medal	80
Monetary	1,542
Recognition	9,542
Scholarship	2,077
Trophy	162

Sales Volume

Less than \$1 Million	41,266
\$1 Million-\$9 Million	6,955
\$10 Million-\$49 Million	1,558
\$50 Million-\$249 Million	631
\$250 Million-\$1 Billion	132
More than \$1 Billion	83