

Connecting You to the Government Purchasing Decision Makers



The BH Sky Government Decision Makers Database is the only database of its kind - providing difficult-to-find contact information for over 400,000 public sector officials from federal, state, local, education and special purpose governmental offices - over 89,000 purchasing offices in all.

Who is a Government Decision Maker?

A government official who decides which products or services should be considered and where budgets should spent.

BH Sky can help you pinpoint your target markets (by geography, government function, job title and more) based on the unique needs of your business. We can generate a custom contact list of decision makers with postal addresses, phone numbers and email addresses. Once your selections are made, your custom list will be provided to you for unlimited, ongoing use (data may not be shared and resale is prohibited).

Available Data Fields	
Sector	Contact Name
Agency Type	Contact Phone
Agency Name	Contact Email
Address	Position/Title

Grow your business by marketing to this highly-targeted list:

- Get a jump on your competition with direct access to potential customers
- Improve your marketing response rate by targeting the right customers with your message
- Stay on top of customers' minds and influence their purchasing decisions with proactive, ongoing postal mail, phone or email communications

BH SKY ASSOCIATES		DECISION MAKERS LIST						
Sector	Agency	Position	FirstName	Last Name	City	State	Phone	Email
State	State of Alabama	Fire Division	David	Frederick	Montgomery	AL	334-240-5555	frederick@
City and Town	City of Maumelle	Fire Chief	George	Glenn	Maumelle	AR	501.851.5555	georgemark@...
City and Town	City of Chico	Information Systems Director	Lynn	McEnespy	Chico	CA	530.896.5555	lmcense@...
City and Town	City of Azusa	Information Systems Manager	Ann	Graf-Gaynor	Azusa	CA	626.812.5555	agra@...

List Selection Criteria

This database can be used to build comprehensive and accurate contact lists by the following selection criteria:

Level of Government			
<ul style="list-style-type: none"> ▪ Federal ▪ State 	<ul style="list-style-type: none"> ▪ County ▪ Municipal/Township 	<ul style="list-style-type: none"> ▪ School District ▪ Special District 	
Job Title			
<ul style="list-style-type: none"> ▪ Administrative Officials <ul style="list-style-type: none"> ▫ Administration Directors & Deputy Directors ▫ Administrative Officers ▫ Managers ▫ Supervisors ▪ Attorneys <ul style="list-style-type: none"> ▫ City ▫ County ▫ State ▫ Federal ▪ Building & Facility Officials <ul style="list-style-type: none"> ▫ Building & Grounds Directors ▫ Construction Officials ▫ Facility Managers ▪ Chiefs of Staff <ul style="list-style-type: none"> ▫ Chiefs of Staff ▫ Deputy Chiefs of Staff ▪ Chief Executive Officials <ul style="list-style-type: none"> ▫ Mayors ▫ Mayors Pro Tem ▫ Vice Mayors ▫ County Executives ▫ Governors ▫ Lieutenant Governors ▫ President & Vice President ▪ Economic Development Officials <ul style="list-style-type: none"> ▫ Economic Development Directors ▫ Community Development Officials ▫ Tourism Directors ▫ Marketing Directors 	<ul style="list-style-type: none"> ▪ Education Officials <ul style="list-style-type: none"> ▫ School Superintendents ▫ Community College Presidents ▫ Chancellors ▫ Vice Chancellors ▪ Health & Social Services Officials <ul style="list-style-type: none"> ▫ Health & Human Services Directors ▫ Human Services Administrators ▫ Health Officers ▫ Public Health Officials ▫ Social Services Directors ▪ Human Resources Officials <ul style="list-style-type: none"> ▫ Human Relations Directors ▫ Human Resource Officers ▫ Personnel Directors ▪ Information Technology Officials <ul style="list-style-type: none"> ▫ Chief Information Officers ▫ Technology Officers ▫ Computer Directors ▫ Data Processing Directors ▫ Information Systems Directors ▫ Information Technology Officers ▪ Judicial Officials <ul style="list-style-type: none"> ▫ Judges ▫ Magistrates ▫ Court Clerks ▫ Court Administrators 	<ul style="list-style-type: none"> ▪ Legislative Officials <ul style="list-style-type: none"> ▫ Municipal Councilmen ▫ County Commissioners ▫ State & National Legislators ▫ Legislative Staffers and Directors ▪ Revenue & Budget Officials <ul style="list-style-type: none"> ▫ Finance Officers ▫ Tax Assessors/Collectors ▫ Accounting Directors ▫ Treasurers ▫ Budget Officers ▫ Controllers ▫ Comptrollers ▫ Auditors ▪ Librarians <ul style="list-style-type: none"> ▫ Librarians ▫ Library Directors ▫ Archivists ▪ Parks Officials <ul style="list-style-type: none"> ▫ Parks & Recreation Directors ▫ Zoo Directors ▫ Community Services Directors ▪ Planning & Community <ul style="list-style-type: none"> ▫ Planners & Zoning Directors ▫ Community Development Directors ▫ Housing Officials ▪ Procurement Officials <ul style="list-style-type: none"> ▫ Contracting Officers ▫ Purchasing Agents and/or Directors ▫ Procurement Officers 	<ul style="list-style-type: none"> ▪ Public Information Officials <ul style="list-style-type: none"> ▫ Public Affairs Directors ▫ Information Officers ▫ Communications Directors ▫ Public Relations Officers ▪ Public Safety Officials <ul style="list-style-type: none"> ▫ Civil Defense Directors ▫ Police Officers ▫ Sheriffs ▫ Emergency Management and Service Officers ▫ Emergency Preparedness Officials ▫ Fire Chiefs ▫ Public Safety Directors ▫ Homeland Security Officials ▪ Public Works Officials <ul style="list-style-type: none"> ▫ Traffic & Transportation Officials ▫ Engineers & Surveyors ▫ Sanitation Officials ▫ Water & Waste Officials ▫ Utilities Officials ▫ Operations Officers ▫ Fleet Managers ▫ Public Works Directors and Managers ▫ Harbor Masters

Selection options in **bold** (Subcategories are not selection options)

Customization also available by: Population Size, Expenditure, Revenue, Fiscal Year End, Employment Range, Geography (U.S. Only)