



JENKINS ENTERPRISES · MARKET INTELLIGENCE

25 Industries Built for Government Contracts

A field guide to where recurring federal, state, and local demand already exists, and where an operator can compete and win without reinventing what they do.

Prepared by Jenkins Enterprises, LLC · Certified SDVOSB · VOSB

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HOW WE BUILT THIS LIST

Every industry on this list clears three tests. Demand repeats every year across federal, state, and local buyers rather than depending on a single program or election cycle. The work travels, meaning the same delivery model works whether the buyer sits in Richmond or Reno. And a real, achievable certification path exists for the operators already doing this work, not a theoretical one.

THE MARKET, IN TWO NUMBERS

Federal agencies awarded roughly \$179 billion in prime contracts to small businesses in fiscal year 2025, about 28 percent of all prime contract dollars and comfortably ahead of the government's 23 percent small business goal.¹ State and local government adds an entirely separate layer on top of that. Industry estimates put combined state and local procurement north of \$1.5 trillion a year, most of it invisible to anyone watching only SAM.gov.²

Field and Trade Services

01 Trucking and Freight Hauling

NAICS 484110 · 484121

Every level of government moves goods, mail, and materials somewhere else every day. Small fleets compete well on the U.S. Postal Service's Highway Contract Route program, plus state and local hauling contracts that rarely go to the biggest bidder.

02 Landscaping and Grounds Maintenance

NAICS 561730

Every base, courthouse, school, and public park needs its grounds kept, on a schedule that repeats every single year without fail.

03 Painting Services

NAICS 238320

Interior and exterior painting shows up on nearly every facility maintenance contract and stands on its own as a recurring, standalone bid.

04 Electrical Contracting

NAICS 238210

Licensed electrical work is required infrastructure, not a discretionary purchase, and demand only grows as older public buildings get modernized.

05 General Construction and Renovation

NAICS 236220 · 236118

Renovation and small scale construction work funds itself through recurring capital improvement budgets at every jurisdiction level.

Facilities and Property Services

06 Janitorial and Custodial Services

NAICS 561720

Cleaning is one of the most reliably recompeted service contracts in government, with predictable scopes that transfer cleanly from one building to the next.

07 Plumbing, HVAC, and Mechanical Services

NAICS 238220

Building systems fail on their own schedule, not the government's budget cycle, which keeps demand steady in good years and bad.

08 Roofing and Building Envelope

NAICS 238160

Aging public infrastructure creates a durable, ongoing pipeline of roof replacement and repair work that does not depend on new construction starts.

09 Facilities Maintenance and Repair

NAICS 561210

Bundled facility support contracts are a growing trend across federal and state and local buyers who want one point of accountability instead of ten separate trades.

10 Waste Management and Debris Hauling

NAICS 562111

Trash and recycling collection contracts recur annually or multi year, and the same fleet and crew can move directly into disaster debris work when emergencies hit.

CATEGORY III OF V

Site, Safety, and Environmental

11 Security Guard Services

NAICS 561612

Federal buildings, courthouses, and school systems all carry standing guard service contracts that rarely disappear once awarded.

12 Pest Control Services

NAICS 561710

Every food service facility, dormitory, and public building needs pest control under a standing contract, not on an as needed basis.

13 Fencing and Site Work

NAICS 238990

Perimeter security and site preparation work rides alongside nearly every construction and renovation project government runs.

14 Environmental Remediation and Testing

NAICS 562910

Environmental compliance is not optional for public agencies, which makes this one of the steadiest niche verticals in government work.

15 Disaster and Emergency Support Services

NAICS 561990

FEMA and state emergency management agencies maintain standing rosters of contractors ready to move the moment a disaster is declared.

Professional and Technical Services

16 IT Services and Cybersecurity Support

NAICS 541512 · 541519

Every agency at every level is compelled to modernize systems and secure them, and that demand is not slowing down for anyone.

17 Management and Business Consulting

NAICS 541611

Agencies regularly bring in outside expertise for organizational review, strategic planning, and process improvement work.

18 Training and Professional Development

NAICS 611430

Leadership development, compliance training, and workforce training are recurring line items in nearly every agency budget.

19 Engineering and Architectural Services

NAICS 541330 · 541310

Public infrastructure projects cannot move without licensed design work attached to them, and that work is scoped well before construction ever begins.

20 Creative, Marketing, and Photography Services

NAICS 541810 · 541921

Public outreach, recruiting campaigns, and event documentation are a steady and often overlooked category of government spending.

Supply, Health, and Human Capital

21 Uniform and Apparel Supply

NAICS 315210

Public safety, medical, and school nutrition programs all run on standing uniform and apparel contracts that renew on a fixed cycle.

22 Office and Industrial Products

NAICS 423990

Consumable and durable goods purchasing never stops, and small vendors compete well on GSA Schedule and local blanket purchase agreements.

23 Furniture, Fixtures, and Equipment

NAICS 337214 · 423210

Every new building, renovation, and school opening drives a furniture and fixtures purchase behind it.

24 Medical Staffing and Healthcare Support Services

NAICS 561320

Public health departments, VA facilities, and corrections systems all lean on contracted medical staffing to fill persistent gaps.

25 Behavioral Health and Social Services

NAICS 624190

Counties and school systems are expanding behavioral health and family support contracts faster than most other service categories.

NEXT STEP

How Jenkins Enterprises Helps

None of these industries require starting from zero. If the work is already being done well for private clients, the path into government contracting is a matter of registration, positioning, and a disciplined process for finding and pursuing the right opportunities, not a reinvention of the business.

Jenkins Enterprises provides capture, solicitation analysis, and proposal management support across every category on this list. We do not compete for the trade or supply work ourselves. We make the operators who already do it competitive for it.

START WITH LAUNCH PAD™

A free, thirty minute conversation about where your business stands today and what it would take to move into government contracting. No obligation, and no cost.

Tyrell Jenkins, MBA · Founder, Jenkins Enterprises, LLC

(804) 856-9255 · tyrell@thejenkinsenterprises.com · thejenkinsenterprises.com

SOURCES AND NOTES

1. [Federal News Network](#), "Agencies award \$179B to small firms in 2025, down from 2024," June 2026; [U.S. Small Business Administration](#), FY2025 Small Business Procurement Scorecard, June 25, 2026.
2. [SLEDAl](#), "SLED Contracting Statistics 2026," industry composite estimate for combined state and local government procurement.
3. NAICS codes shown are the most common primary classification for each category. Actual classification depends on the specific scope of work and should be confirmed before registration or bid submission.