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Nicki Frank took over Los Angeles based Thoreau Services, Inc. a company in specializing in the cleaning retail spaces, becoming president and Chief executive in 1995.

Today, the company has a pool of 3,000 subcontractors across the U.S., and is one of a handful of janitorial firms with national reach that service retail chains. In addition, she has 150 people on staff for jobs it performs itself, usually in Southern California region. While Thoreau Services has carved out a niche in retail, where it does everything from scrubbing and waxing floors to floor repair to painting, the company also services restaurants and specializes in construction cleanups for national contractors servicing retail stores and hotels.