

Strays – Making money from ham radio

Every so often the question arises as to whether a person can benefit financially doing something related to ham radio, while keeping [within the rules](#). It turns out that there's quite a lot one can do to make money in a ham-centered venture, limited only by imagination and guts. Here are some examples.

You know these people

Gordon West WB6NOA has made a business of compiling and publishing training materials for classroom study. Not only has he taught many classes, but he has also published many online courses.

Bob Heil K8EID (SK) has created an audio industry from amateur radio sound quality design. His equipment is considered the industry standard in sound transmission and reproduction.

Dan Romanchik KB6NU has created the [No-Nonsense Guide](#) series for the concise study of ham radio exam material. Many have not only used his guides, but copied his methodologies (highlight, hide, storytelling) to incorporate into their own amateur exam documentation.

Richard Bateman KD7BBC, the author of [HamStudy](#), has single-handedly revolutionized both amateur radio exam studying by HamStudy.org and examination hosting with his widely used platform ExamTools.org.

Entrepreneur authors of the two most widely used world-class logging software named after their call signs, **Scott Davis** N3FJP and **Tom Wagner** N1MM, are in hot competition for the top spots as the best and most popular. Many other [logging software developers](#) have discovered niche audiences who use CW, FT8, and special modes.



Fred Lloyd AA7BQ, founder and owner of QRZ.com uses a web interface for software logging and awards, but his online tools do much more. Included in QRZ is a popular Ham Radio Gear For Sale page.



Other ham-oriented businesses

In a recent ([March 2026](#)) *Microvolt* issue, we highlighted [repair shops](#), who have formed niche businesses from radio repair. Most of them have branched out to servicing more than amateur radio equipment because the market size of ham-only repair is quite small, and a radio is a radio, so if you've repaired one you've repaired them all.

Many amateur radio stores have emerged, which have discovered a competitive market for selling ham radio equipment. Although a few notable ones (Amateur Electronic Supply, MFJ, SteppIR, CheapHam) have gone out of business, the majority, such as [HRO \(Ham Radio Outlet\)](#), [GigaParts](#), [RandL Electronics](#), [American Radio Supply](#), and [DX Engineering](#), have survived. Businesses serving amateur radio as a secondary operation that have also thrived include [Powerwerx](#), [Batteries America](#), [West Mountain Radio](#), and [Antique Radio Knobs](#).

Finally, many amateurs, such as [Kevin Bowen](#) K7SW and [Josh Hoshnasi](#) KI6NAZ, have taken advantage of YouTube to publish informative videos to help the budding ham learn both the basics of ham radio and in-depth results of experimentation. They regularly post video reviews of old, new, and controversial equipment, and even use technology to demonstrate the mysteries behind some of our craft, and get paid by Google through its ad revenue sharing system.

How about you?

What do you think...can ham radio become the foundation for a lucrative business venture in your future? Or are you happy making a living at what you're doing right now? Who knows...a new idea might be begging for your attention right around the corner.