**AECOM Client Group and Subgroup Selection Guidance**

The following is a listing of the Market Sector Groups and Subgroups available for selection on the N. American instance of Salesforce.com. This document provides guidance for which group and/or subgroup should be selected for a client.

**General Guidance:** Classifications should be indentified based on the majority work the company does, not the individual division. Subsidiaries should always follow the classification of the parent, regardless of the nature of work the subsidiary does.

| **Account Group** | **Account Subgroup** | **Definition/Examples** | **Examples** |
| --- | --- | --- | --- |
| Industrial/Commercial | Aerospace/Defense | Includes all companies that manufacture materials related to flight and/or national defense materials/systems | Lockheed Martin, Boeing, Raytheon, BAE Systems, Northrop Grumman |
|  | Airports/Aviation | Includes all airports and airlines regardless of ownership | Los Angeles World Airports, Chicago O’Hare Airport, Delta Airlines, United Airlines |
|  | Architect/Engineers/Consultants | All companies, public or private, which provide architectural or engineering services to individuals or corporate entities | Brown & Caldwell, Nutter McClennen & Fish LLP |
|  | Arts/Museum/Galleries/Cultural | Art galleries, museums, etc. | Tate, SF MOMA |
|  | Automotive | Includes all companies that manufacture automotive vehicles and parts | Toyota, BMW Manufacturing, Delphi |
|  | Chemical/Pharmaceutical | Includes all companies handling basic industrial/specialty chemicals, pharmaceuticals, biotechnology,  consumer products,  healthcare products,  explosives,  agrichemicals, and  compressed gas manufacturers | Orica, Amgen, Merck, Johnson & Johnson, Linde |
|  | Construction Company - Buildings | All companies involved in the building of structures | Kewit, HCR Construction Inc. |
|  | Construction Company - Infrastructure | All companies involved in the building of roads, water, sewerage | Cape Romain Contractors |
|  | Data/Technology/ Communications | Companies specializing in telecommunications, supplying the telecommunications industry, modeling, or other computer related field. | AT&T, Verizon, IBM, Microsoft, Motorola |
|  | Education Services (Private) | Private institutions of higher learning beyond K-12 standards | Vanderbilt University, Andover Acadamy |
|  | Food/Beverages/Agriculture | All companies that manufacture/produce/grow perishable items, and/or their ingredients, for consumption | PepsiCo, American Beverage Corp., Kraft Foods, Cargill |
|  | Forestry/Pulp/Paper | All companies, public or private, involved in the forest products or paper industry, including packaging. | NewPage Corps., Packaging Corporation of America., Finch Paper LLC |
|  | Freight Transportation (except Rail) and Warehousing | Large or small private entities specializing in transporting goods or cargo other than by rail | CSX |
|  | Healthcare Services (Private) | Medical or surgical treatment facility (public or private) including nursing homes and health boards |  |
|  | Legal/Banking/Finance/Insurance | All companies, public or private, which provide legal or financial counseling to individuals or corporate entities | Banco de Brasil, Foley & Lardner LLP, Oak Tree Holdings LLC |
|  | Leisure/Hospitality | Companies which focus on the entertainment or lodging/meetings for travelers | Six Flags, Keystone Ski Resort, Hilton, Marriott, Harrod’s Casinos |
|  | Media/Entertainment | TV, Radio, etc. | CBS |
|  | Metals | All companies which specialize in the creation or manipulation of raw metal materials | US Steel, CSN, Nucor |
|  | Mining/Metal/Coal/Other | All companies involved in the removal of natural inorganic substances from the earth | Xstrata, Rio Tinto, Cliffs Natural Resources |
|  | Non-government Transportation | Private shuttles, taxis, buses | Greyhound, Super Shuttle |
|  | Oil/Gas Refining/Exploration and Prod/Dist | All companies involved in oil/natural gas exploration and production, pipelines | BP, Shell Oil Company, Anschutz Exploration Corp. |
|  | Oil and Gas Transmission and Distribution | transportation/distribution, pipelines, or direct sale to consumers. | Chevron, 7-Eleven |
|  | Ports/Marine/Marinas | Companies that own or operate shipping or boating facilities | MassPort, Port of Seattle, Greater Chicago Yacht Club |
|  | Power – Alternative/Renewable | Companies involved in energy production using non-fossil/nuclear means (wind, solar, hydro, biomass) | GenPower, Covanta Energy Corp., Dreen Brasil |
|  | Power – Fossil/Thermal Generation | Companies involved in electric power generation using fossil fuels or thermal | Con Edison, Mirant Corp., NiSource |
|  | Power – Geothermal/Nuclear Generation | All companies involved in electrical power generation from nuclear or geothermal sources | AREVA, Entergy Corp., Industrias Nucleares Brasileiras |
|  | Power – Hydro and Dam | Companies involved in the production of water power |  |
|  | Power – Private Utility Gas/Electric Transmission/Distribution | Companies involved in delivery of electricity and gas to consumers | Con Edison, PG&E |
|  | Private/Commercial Developers | All companies involved in the development or redevelopment of residential or commercial property, excluding strict construction firms | M.A. Mortenson Co., Hans Hagen Homes Inc. |
|  | Private Justice/Prisons/National Security Agencies/Services | Outsourced prisons, security companies | Blackwater, Corrections Corporation of America |
|  | Rail – Heavy Freight Rail Transportation | Large or small private entities specializing in transporting goods or cargo via rail | Norfolk Southern, BNSF, Canadian National |
|  | Rail – Private Local and Suburban Transit Passenger | Large or small private entities specializing in transporting people |  |
|  | Retail and Retail Property | Companies involved in the ultimate sale of small quantity goods or services to individual consumers. | Ace Hardware Corp., Mashpee Commons |
|  | Sports/Amusement/Recreation | Soccer areas, private swim facilities, amusement parks | Fenway, Six Flags, Springfield Natatorium |
|  | Waste | All private companies involved in the processing, storing, or disposal of waste materials. | Veolia, Waste Management, Republic Services |
|  | Water Utility (Private) | All private companies involved in selling potable drinking water to consumers. Includes private water/wastewater treatment facilities. | Connecticut Water Company |
|  | Other Manufacturing | All companies which make/produce a product on a large scale not otherwise found on this listing | General Electric, Avery Dennison, Federal Signal Corp. |
|  | Other Transportation | All companies (public or private) involved in the transportation of goods or people not otherwise found in this listing including shipping, high speed rail, car rentals, mass transit, etc. | Maersk, Amtrak, Enterprise Car Rental, FedEx |
|  | Other Industrial Commercial | All companies (public or private) involved in commercial activities not otherwise mentioned on this listing. | Citation Technologies, Lower Passaic River CPG |
| **Municipal** |  |  |  |
|  | Education Agencies/Services | School districts, county-run junior colleges | Los Angeles County School District |
|  | Environmental/Climate Agency/Services | City, county, or regional environmental departments | New York City Department of Environmental Protection |
|  | Healthcare & Life Sciences Agency / Services | City, county, or regional healthcare departments, hospitals, clinics | Henry County Health Center |
|  | Justice/Prisons/Security Agency / Services | City, county, or regional police, jails, courts, etc. | Hampton Roads Regional Jail Authority |
|  | Other | City or county, not a specific agency | Vancouver, City of |
|  | Other Agency | City, county, or regional department or agency not covered above | Los Altos Library District |
|  | Transportation Agency | City, county, or regional transit, bus, roads or bridge agency | Adams County Highway Department, METRA |
|  | Utilities and Regulatory Agency – Power | City, county, or regional district or department concerned chiefly with providing gas and/or electricity to customers | Springfield City Utilities |
|  | Utilities and Regulatory Agency – Water | City, county, or regional district or department concerned chiefly with water, wastewater, and drainage issues | Mattabassett Sewer District, MWRA, Chicago Water Department |
| **National Government** |  |  |  |
|  | Defense-Air Force | Federal-level government agencies related to military air forces | Air Combat Command, Air National Guard, AFCEE |
|  | Defense -Army | Federal-level government agencies related to armies | Army Corps of Engineers, Army Environmental Command, Army National Guard |
|  | Defense-Marines | Federal-level government agencies related to marine corps | US Marine Corps |
|  | Defense-Navy | Federal-level government agencies related to navies | NAVFAC, Department of the Navy |
|  | Defense-Other | Other federal-level military departments | US Coast Guard |
|  | Education Agency / Services | Federal-level departments or agencies concerned with regulating schools and universities |  |
|  | Energy Agency / Services | Federal-level departments or agencies concerned with research and development related to energy or regulation of power generation and distribution or delivery of energy | Oak Ridge National Laboratory |
|  | Healthcare & Life Sciences Agency / Services | Federal-level departments or agencies concerned with research, delivery, and/or regulation of healthcare and related areas | Food & Drug Administration |
|  | Justice/Prisons/Security Agency / Services | Federal-level departments or agencies such as courts and prisons | Justice Department |
|  | US Homeland Security | US Department of Homeland Security |  |
|  | Other Agency | Federal-level government agencies not otherwise covered | Department of Interior, FEMA, NASA, NOAA |
|  | Environment / Climate Agency/Services | Federal-level government agencies which are involved in activities related to environmental protection and remediation | US EPA Region II |
|  | USPS | US Postal Service | US Postal Service |
|  | Other National Government | Top-level government, not an agency or department | Burundi, Government of |
| **Private** |  |  |  |
|  | Individual | All private individuals, e.g., homeowners. Private companies, even very small ones, are classified as industrial/commercial | Jones Family |
|  | Nonprofit/NGO/PRP | All non-profit, not-for-profit, or non-government organizations | Pisgah Baptist Chruch |
| **State/Province Agencies** |  |  |  |
|  | Education Agencies/Services | State-run colleges, universities, and educational services | University of Manitoba, West Virginia Higher Education Policy Commission |
|  | Environmental/Climate Agency/Services | All state and/or provincial environmental management, conservation, and related agencies | Florida Department of Environmental Management, Missouri Department of Natural Resources |
|  | Healthcare & Life Sciences Agency / Services | State or province healthcare departments, hospitals, clinics | Alberta Health Services |
|  | Justice/Prisons/Security Agency / Services | State or province agency or department concerned with police, jails, courts, etc. | California Administrative Office of the Courts |
|  | Other | State or province, not a specific agency | Alaska, State of |
|  | Other Agency | All other state and/or provincial agencies related other services | New Jersey Economic Development Authority |
|  | Transportation Agency | All state and/or provincial transportation/transit/roads departments | Alabama Department of Transportation, New Jersey Turnpike Authority |
|  | Utilities and Regulatory Agency – Power | State or province agency or department concerned chiefly with providing or regulating gas and/or electricity | New York State Power Authority, Manitoba Hydro |
|  | Utilities and Regulatory Agency – Water | State or province agency or department concerned chiefly with providing or regulating water, wastewater, and drainage issues | North Dakota State Water Commission |