

BWG Workpaper – Industrial Classification Codes – 7/18/2014

7/11/2014 Meeting - there was agreement that post enrollment, the SIC/NAICS code would be sent, to the extent it was in the utility system, as a part of the 814 Enrollment Response and 814 Change Transactions.

Outstanding Issue – Is the SIC/NAICS code needed pre-enrollment?

Response from Rich Spilky:

There are several reasons for ESCOs wanting to know the SIC/NAICS codes at the 'front-end' (pre-enrollment) of the customer acquisition process:

- The codes facilitate the ESCO's credit checking process.
- The code allow for ESCOs to assess the potential eligibility of a customer for certain utility rate provisions (which may impact the load profile that the customer is settled against).
- The codes help the ESCO with assessing the customer's potential viability for "value-added" products (beyond pure commodity).
 - o Example: Certain SIC codes are prime candidates for participating in demand response programs.
- Additionally, if the ESCO knows the SIC code before the pre-enrollment, they'd have a much better idea of whether the customer should in fact be paying tax. ESCOs end up doing a lot of paper chasing after their first invoices go out to get tax exempt forms (because we're billing manufacturers, not for profits, etc. that aren't easily identified as tax-exempt by their name alone).