

Business Energy Rebates:

Instant Rebates Participating Distributor Criteria

Business Energy Rebates provides incentives on qualifying energy efficient products to businesses, non-profits, and institutions throughout Nova Scotia. Mid-stream incentives on select high-volume lighting and pumping measures are delivered through a network of Participating Distributors around the province. Participating Distributors are primarily focused on the sale of qualifying energy efficiency products to eligible contractors and customers in the commercial and industrial sector in Nova Scotia. Eligible customers who choose to purchase qualifying products through a non-participating distributor may receive incentives through the Mail-in path in lieu of Instant Rebates. A complete list of current incentives is available at: efficiencyns.ca/service/business-energy-rebates/

To become a Participating Distributor, interested companies must submit in writing to Efficiency Nova Scotia how they meet the following criteria (please include as much detail as possible):

1. Able to directly supply all relevant materials and equipment required to successfully complete the installation of qualifying products (e.g., wiring, piping, mounting kits, controls).
2. All qualifying products and related materials must be procured from a manufacturer, or a manufacture the product(s) in Nova Scotia. The following sources will not be considered acceptable as sustainable sources of qualifying product for the purposes of becoming a Participating Distributor:
 - Online sources such as Alibaba, Amazon, and EBay; and
 - Clearance centers or inventory liquidators.
3. Must have a branch physically located in Nova Scotia and legally based out of a commercial facility that is commercially zoned. BER Program Administration may conduct a branch site visit to verify operational details.
4. Appropriate level of investment in qualifying equipment. Electrical distributor applicants must meet the following criteria:
 - A minimum of qualifying product lines from five different independent manufacturers.

- Qualifying product available for a minimum of five of the 11 Instant Rebate categories, as shown below. For qualifying product criteria, please refer to the lighting application available at efficiencyns.ca/ber. For the purposes of this requirement, a product will be defined by a unique DesignLights Consortium (DLC) or ENERGY STAR® entry (except occupancy sensors, which will be based on model number). Instant Rebate lighting categories include the following:

- o LED low-bay luminaires
- o LED troffer luminaires
- o LED linear ambient luminaires
- o LED wall-wash luminaires
- o LED track or mono-point directional luminaires
- o LED linear replacement lamps
- o LED full-cutoff, non-cutoff and semi-cutoff wall-mounted area luminaires
- o LED flood and spot luminaires
- o Occupancy sensor controls

- A minimum of 25 qualifying products available for purchase. For the purposes of this requirement, a product will be defined by a unique DLC or ENERGY STAR entry (except occupancy sensors, which will be based on model number).

5. Completion of a minimum of 15 projects through the Business Energy Rebates Mail-in program, which include qualifying Instant Rebates products. Small Business Energy Solutions or Custom projects do not apply toward this requirement. These mail-in projects will be reviewed for program compliance and accuracy. Past discrepancies within the mail-in program may be considered within the Participating Distributor evaluation process, and may preclude or defer an applicant from becoming a Participating Distributor.

6. Sufficient IT infrastructure and resources available to manage the Instant Rebates qualified product list and reporting requirements. This may include rebate processing

support, IT staff, a POS system, and the capability of running a report of all incentives provided over varying timeframes.

7. Demonstration that the company is in good financial standing and is financially sound. Applicants must be able to provide financial statements upon request.

Additional Notes and Exclusions:

The following are excluded from becoming a Participating Distributor:

- Manufacturers and manufacturer' representatives;
- Retailers;
- Contractors;
- Importers; and
- Any company that sells products to, or purchases products from, a Participating Distributor.

BER Program Administration reserves the right to approve or deny any written request by a distributor to gain Participating Distributor status, at its sole discretion.