

Electrify Nova Scotia Rebate Program Guidelines
For Electric Vehicle Dealerships

Contents

- Introduction..... 2
- Contact Us..... 2
- How does the Program Work? 2
- Program Timing 3
- Eligible Vehicles 4
 - New Vehicles 4
 - Used Vehicles 4
- Battery Capacity Testing 5
- Rebate Amounts..... 6
- Leased Vehicles 7
- Applying the Rebate..... 8
 - Retroactive Claims by Consumers 8
 - Instant POS Rebates by Retailers 8
- Getting Reimbursed 9
- Appendices..... 11
 - Applying POS Rebates..... 11
 - Applying for Reimbursement 12

Introduction

These guidelines are for new and used electric vehicle dealerships to help you implement the new Electrify Nova Scotia Provincial Rebate Program. The goal of the program is to accelerate electric vehicle uptake in Nova Scotia by providing consumers with convenient and fast rebates on eligible battery electric vehicles (BEVs) and plug-in hybrid electric vehicles (PHEVs).

As this is a new program, we anticipate that there will need to be continuous learning and periodic adjustments to the process make it a better fit for consumers and dealerships. We encourage and welcome your feedback on how we can improve the program.

Contact Us

If you have any questions or suggestions, please feel free to contact us at:

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How does the Program Work?

To ease administration and simplify program messaging, the Electrify Nova Scotia Rebate Program is largely modelled on the federal [iZEV program](#), with some key exceptions (detailed below).

First, the key similarities between the provincial and the federal programs are as follows:

- Nova Scotia is matching Transport Canada's [list of eligible vehicles](#) for the federal iZEV program.
 - E.g., a BEV that is eligible for the \$5,000 federal iZEV incentive is also eligible for a provincial rebate of \$3,000. These rebates can be stacked, so the consumer gets a total of \$8,000.
- Both BEVs and PHEVs are eligible for rebates.
- New PHEVs that are considered “long-range” in the iZEV program will be recognized as the same here and will qualify for a rebate of \$3,000. New, “short-range” PHEVs will be eligible for a rebate of \$2,000. (Eligibility for the higher rebate level will be retroactive to the launch of the program on February 24th, 2021.)
- The Nova Scotia rebate will be applied after taxes and fees.

- From April 1, 2021 through July 1, 2021, rebates for eligible vehicles may be applied at point-of-sale (POS) at dealerships' discretion. Dealerships will be reimbursed upon providing the required documentation to the Program Administrator
 - For dealerships that do not offer POS rebates, consumers can apply directly to the Program Administrator to be reimbursed.
- Rebates are applicable to both purchases and leases of new vehicles. The amount of the rebate will be prorated over the length of the lease. See [Leased Vehicles](#) for more information.
- Rebates are available to organizations as well as individual consumers. Municipalities, non-profits, businesses, and First Nations can receive rebates.
 - Consumers are limited to one (1) new vehicle rebate and one (1) used vehicle rebate per calendar year. Note that if two or more individuals want to be listed on the Bill of Sale or Lease Agreement, one of them must elect to be the person against whom the rebate is registered for tracking purposes.
 - Organizations can access up to 10 new vehicle and 10 used vehicle rebates per calendar year.

These are the key differences from the federal iZEV program:

- The Electrify Nova Scotia Rebate Program also provides rebates for eligible used BEVs and PHEVs. See [Used Vehicles](#) for more information on vehicle eligibility.
- Hydrogen fuel cell vehicles are ineligible for rebates.
- There is no tax write-off being offered by the province.

See the Electrify Nova Scotia Frequently Asked Questions for more details on the program.

Program Timing

The Electrify Nova Scotia Rebate Program launched on **February 24, 2021** when the rebates were announced by Premier Rankin. Any leases or purchase agreements executed on or after that day are eligible to receive a rebate.

The program does not have an end date. The rebates will remain available until the budget allocated for this program is completely exhausted or until such time as the Government of Nova Scotia decides to terminate it, with or without notice. Funding will be provided on a first-come, first-serve basis for eligible electric vehicles acquired on or after February 24, 2021.

As the Program Administrator, we are not in control of the decisions around program funding levels or timing. However, we will give you as much information as we are able as early as possible to assist you in managing your business.

Eligible Vehicles

New Vehicles

The rebate for new electric vehicles will apply to the same makes and models as in the federal iZEV program. Specifically, the rebate will apply to:

1. vehicles with six (6) seats or fewer, where the base model trim MSRP is less than \$45,000
 - higher priced trims of these vehicles, up to a maximum MSRP of \$55,000, will also be eligible for a rebate; and
2. vehicles with seven (7) seats or greater, where the base model MSRP is less than \$55,000
 - higher priced trims of these vehicles, up to a maximum MSRP of \$60,000, will also be eligible for a rebate.

Please see the list of [eligible vehicles](#) available from the iZEV program.

Important: Transport Canada adjusts this list from time to time and reserves the right to take models off the list at any time. Any changes to the list from Transport Canada will be effective in Nova Scotia immediately upon publication of the changes by Transport Canada.

As in the federal program, demonstrator vehicles with less than 10,000 km will be eligible as new vehicles if they would otherwise qualify for a rebate.

All vehicles must also:

1. meet all federal and provincial motor vehicle safety standards;
2. be intended for use on public streets, roads, and highways; and
3. have at least four functioning wheels and be highway capable (e.g., not a low-speed vehicle).

Note that electric motorcycles, scooters and off-road vehicles are not eligible for rebates.

Used Vehicles

The used electric vehicle rebate will apply to any year, make or model of BEV or PHEV so long as it meets the following criteria:

- It must be sold by a licensed dealer (i.e., not a private sale) located in Nova Scotia.
- It must not have had the Electrify Nova Scotia used vehicle rebate previously applied (i.e., only one used vehicle rebate is available per vehicle).
 - Used vehicles that have previously had the Nova Scotia new vehicle rebate applied can receive the used vehicle rebate, but this is the lifetime maximum per vehicle (i.e., one new vehicle rebate and one used vehicle rebate.)
 - The Program Administrator will track the vehicle identification number (VIN) for all vehicles that receive a new or used rebate to verify whether the vehicle has previously had the used vehicle rebate applied. We are exploring ways to share the list of VINs in real-time so dealerships can vet newly acquired used vehicle inventory for rebate eligibility.
 - Used vehicles that have had new vehicle rebates applied by other provinces or countries are eligible to receive the Nova Scotia used vehicle rebate.
- The retail price for the used vehicle must be between \$10,000 and \$55,000 for BEVs, and \$10,000 and \$40,000 for PHEVs, regardless of their original MSRPs.
 - This means that vehicles that would have been ineligible for a new vehicle rebate by virtue of their MSRP can be eligible for a used vehicle rebate.
- The vehicle has been inspected to evaluate the residual capacity of the battery with respect to its initial capacity.
 - This information must be disclosed to the consumer in writing on the Bill of Sale prior to the sale being finalized. If this is not possible, the dealership will need to provide an [**Acknowledgement of Battery Capacity Disclosure Form**](#) along with the request for reimbursement.
 - This is a measure intended to protect the consumer by ensuring that they are aware of the range they can reasonably expect. There is no threshold set for what an acceptable battery capacity is; it is up to the consumer to decide what works for them.
- The vehicle meets all federal and provincial motor vehicle safety standards.
- The vehicle is intended for use on public streets, roads, and highways.
- The vehicle has at least four functioning wheels and is highway capable (e.g., not a low-speed vehicle).

Battery Capacity Testing

Battery capacity testing requires more than simply reflecting the state of charge (SOC) displayed on the vehicle's dash. This will always show 100% when the vehicle is fully charged.

However, different models display their SOC in different ways and a reading of 100% will likely display different kilometre ranges depending on factors such as ambient temperature and how the vehicle has been driven lately (e.g., efficiency versus normal modes).

A vehicle's battery will naturally degrade over time, typically on the order of a few percentage points per year (see, e.g., the [Geotab Battery Degradation Tool](#) for an example of typical degradation rates). However, some vehicles may have defects or issues that result in a faster-than-expected loss that would not be reflected by the SOC reading. The state of health (SOH) of a battery measures its actual energy storage capacity, generally as a % of existing charge capacity or as a range in kms, and this is the measurement that must be disclosed to the consumer.

A battery's SOH can be measured using Onboard Diagnostics II (OBD2) technology, such as the EV Black Box, Geotab, OVMS, and other similar products. For further guidance on which diagnostics tool to use with which brand of EV and brand specific procedures to get the EV's SOH, please contact the OEM of that vehicle for known best practices.

Rebate Amounts

The rebate amounts for eligible electric vehicles are as follows:

Vehicle Type	Seating Capacity	New Vehicles		Used BEVs and PHEVs	
		MSRP (New Vehicles)	Rebate Amount	Retail Price (Used Vehicles)	Rebate Amount
BEV	6 seats or fewer	Less than \$45,000 for base model, up to a maximum of \$55,000 for higher-priced trims	\$3,000	\$10,000 to \$55,000	\$2,000
	7 seats or greater	Less than \$55,000 for base model, up to a maximum of \$60,000 for higher-priced trims	\$3,000	\$10,000 to \$55,000	\$2,000
PHEV, long-range	6 seats or fewer	Less than \$45,000 for base model, up to a maximum of \$55,000 for higher-priced trims	\$3,000	\$10,000 to \$40,000	\$1,000

	7 seats or greater	Less than \$55,000 for base model, up to a maximum of \$60,000 for higher-priced trims	\$3,000	\$10,000 to \$40,000	\$1,000
PHEV, short-range	6 seats or fewer	Less than \$45,000 for base model, up to a maximum of \$55,000 for higher-priced trims	\$2,000	\$10,000 to \$40,000	\$1,000
	7 seats or greater	Less than \$55,000 for base model, up to a maximum of \$60,000 for higher-priced trims	\$2,000	\$10,000 to \$40,000	\$1,000

Leased Vehicles

The rebate can be applied to eligible new vehicles leased for a minimum of one year but will be prorated based on the length of the lease. For example, a 48-month lease is eligible for the full rebate amount for the eligible vehicle in question and a 24-month lease will be eligible for half of the rebate for that vehicle.

Length of Lease	BEVs and Long-Range PHEVs	Short-Range PHEVs
48 months	\$3,000	\$2,000
36 months	\$2,250	\$1,500
24 months	\$1,500	\$1,000
12 months	\$750	\$500

Important: The Government of Nova Scotia is mandating that lessors retain their vehicle for a minimum of 12 months, or they will have to repay a prorated portion of the rebate.

Applying the Rebate

Retroactive Claims by Consumers

Prior to April 1, 2021, consumers will only have the option of applying directly to the Program Administrator for a rebate. They can find the application form and instructions on electrifyns.ca.

We hope that dealerships will be supportive of consumers who may not have held on to copies of the necessary supporting documents and will be able to provide copies upon request to consumers looking to complete a rebate application.

Instant POS Rebates by Retailers

Between April 1, 2021 and July 1, 2021, dealerships can choose whether to apply rebates at POS, or to direct consumers to seek the rebate from the Program Administrator.

Dealerships that choose to do so can apply POS rebates per the following process:

1. Verify eligibility

- a. Verify that any new BEV/PHEV purchases or leases meet the eligibility criteria and fall within the parameters of the program.
- b. Verify the eligibility of the purchaser by confirming that they are one of the following:
 - resident of Nova Scotia;
 - authorized representative of a Nova Scotian municipality;
 - authorized representative of a business or non-profit that is registered in Nova Scotia, or which has a Nova Scotia-based affiliate; or
 - authorized representative of a First Nation located in Nova Scotia.

2. Apply the rebate

Verify the rebate level for the purchase or lease and apply it to the price of the vehicle after taxes and fees.

3. Document the rebate

There are two ways to document the application of the rebate (proof of this fact is required for reimbursement by the Program Administrator):

- a. Ensure that the purchase receipt, bill of sale or invoice clearly identifies the provincial rebate amount applied. We suggest adding a line item with the appropriate rebate amount (on the same line) stating: "Nova Scotia Rebate".

- b. If it is not possible to adjust the sales documentation to show that the provincial rebate was applied, retailers must have consumers complete and sign either the [Rebate Received Form for Individuals](#) or the [Rebate Received Form for Organizations](#), as appropriate (available from electrifyns.ca).

4. Get the consumer's consent to share their information with the Program Administrator

Have the consumer complete the [Consumer Consent Form](#) (available from electrifyns.ca). This form allows you to share the protected information in the sales documentation with us as a third party. Without this form, we cannot process your rebate claim.

Neither the Program Administrator nor the Province of Nova Scotia will be held liable for rebates provided on ineligible e-bikes. The Program Administrator reserves the right to refuse reimbursement applications that do not meet the Program Guidelines.

Getting Reimbursed

1. Register your business

Have an authorized representative register your business with the Program Administrator by going to the [registration page](#) and submitting your information. This only needs to be done once and will enable payment through direct deposit. (If you have already applied POS rebates prior to registration, these will be honoured so long as they meet the program criteria publicly available at the time the rebate was applied.)

2. Submit a claim

Starting April 1, 2021, your authorized representative will submit the completed sale information the Program Administrator using the following process:

- a. Visit the [claims portal](#) (also accessible through electrifyns.ca; you may want to bookmark this link to make it easy to find again.)
- b. Enter your Dealership ID (this is the email you used to register with the Program).
- c. Complete the form for each product that is rebated. You will need to enter the consumer's first and last name, address, and date of birth, as well as information on the year, make, model, trim, type (BEV, LR-PHEV or SR-PHEV) and VIN of the vehicle.
- d. Upload the required documents:

- i. Bill of Sale or Lease Agreement **[required]**
- ii. Consumer Consent Form **[required]**
- iii. Certificate of Registration **[required]**
- iv. Rebate Received Form for Individuals or Organizations **[if applicable]**

For privacy reasons, in the supporting documentation, please do not include (or redact) credit card or other payment information.

3. Track your claim

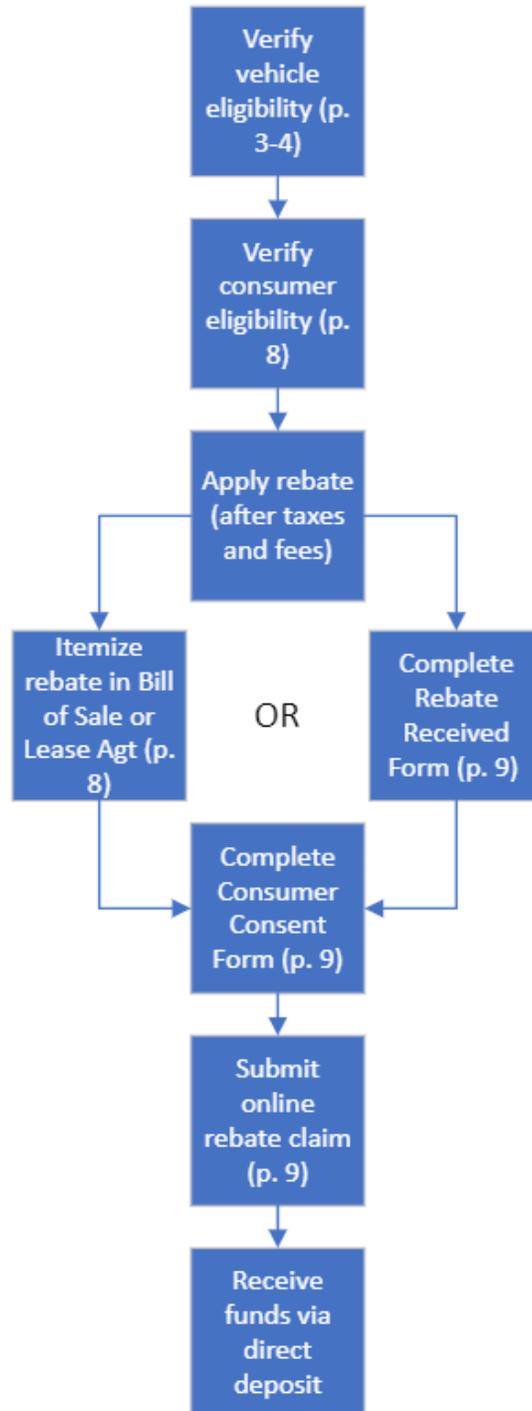
Each claim will be assigned a unique tracking number. You will be able to visit the claim portal to review the status of your open claims:

- **Submitted:** claim has been successfully submitted.
- **Reviewed = Correct Data:** claim is complete.
- **Reviewed = Missing Data:** claim has illegible or missing data. You have been contacted to request that data via the contact information provided when you registered with us. Note that the timelines for claim processing are on hold while we await the missing data.
- **Approved:** claim has been approved is being processed for payment by direct deposit.
- **Paid Out:** claim has been paid.
- **Cancelled:** claim has been withdrawn.
- **Declined:** claim was ineligible.

Payments will be made to retailers in a maximum of net 30 days from submission of complete documents. The time required to request missing or incomplete information will be added on to this timeline.

Appendices

Applying POS Rebates



Applying for Reimbursement

