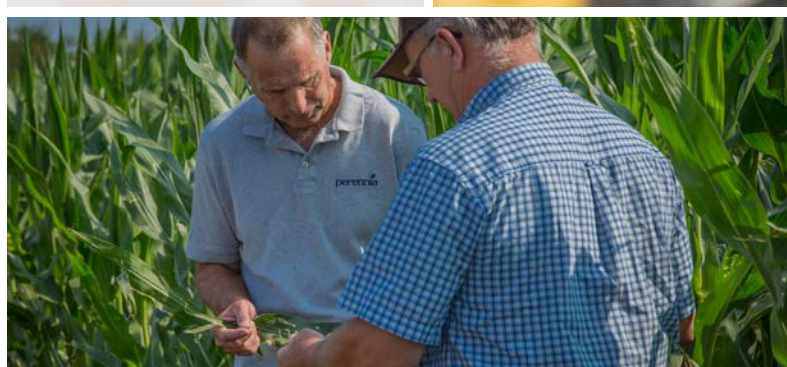


ANNUAL REPORT 2016-17





Perennia Food and Agriculture Inc. (Perennia) is the Province's development and service agency focused on the food sector. The programs and services we offer support the growth of the agriculture and seafood sectors, two sectors that are key provincial economic drivers and vital to the sustainability and growth of our rural and coastal communities.

MISSION

To help farmers, fishermen and food processors be prosperous and profitable

VISION

A profitable and enduring Nova Scotia agriculture and seafood sector feeding, fueling and healing the world



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MESSAGE FROM OUR CHAIR



This year was a pivotal year for Perennia in a number of ways. We welcomed our first viticulturist and added two new team members leading our first ever pan-Atlantic project in pollination, began renovations on our pilot plant at the Innovation Centre in preparation for federal registration, held our first 'boot camp' style series of Taking Your Product Successfully to Market workshops, and made major inroads in learning, understanding and advancing our new seafood mandate.

While our product development and food safety teams have been working in fisheries for several years, 2016/17 was the first year where we focused fully on understanding how we can best assist and accelerate that sector in further maximizing its value through a series of focus groups and a seafood leadership summit held in January.

In 2016/17 we continued to provide innovative and responsive advisory services and applied research to address on-farm challenges and opportunities, and began to introduce a whole team approach where clients' needs are approached by production, food safety and product development specialists as a team.

We were proud of our partnerships in 2016/17 and know they continue to be a key to our ability to have strategic impact on our industries. This year we undertook a new partnership with the Farmers Markets of Nova Scotia to share how our food safety and product development service could assist members with challenges and new opportunities.

We also continued our successful relationship with the Nova Scotia Department of Agriculture, and continued to build on our new partnership with the Nova Scotia Department of Fisheries and Aquaculture. Our focus on growth and development also makes our connections with the province's other development agencies - Nova Scotia Business Inc. and Innovacorp - extremely important and we were focused this year ensuring we continued to communicate, work and connect with them as much as possible to advance the economy.

Personally, I want to thank the team and the other Board members for their work and commitment this year.

As shown in the following pages, we undertook some exciting and interesting projects this year, and logged a lot of hours focused on utilizing our team to have the highest possible impact on our client's profitability and the provincial economy. We are looking forward to continuing to do more work and having even more impact in the coming years.

Charles Keddy
Chair, Perennia Food and Agriculture Board

2016/17 - PERENNIA AT A GLANCE



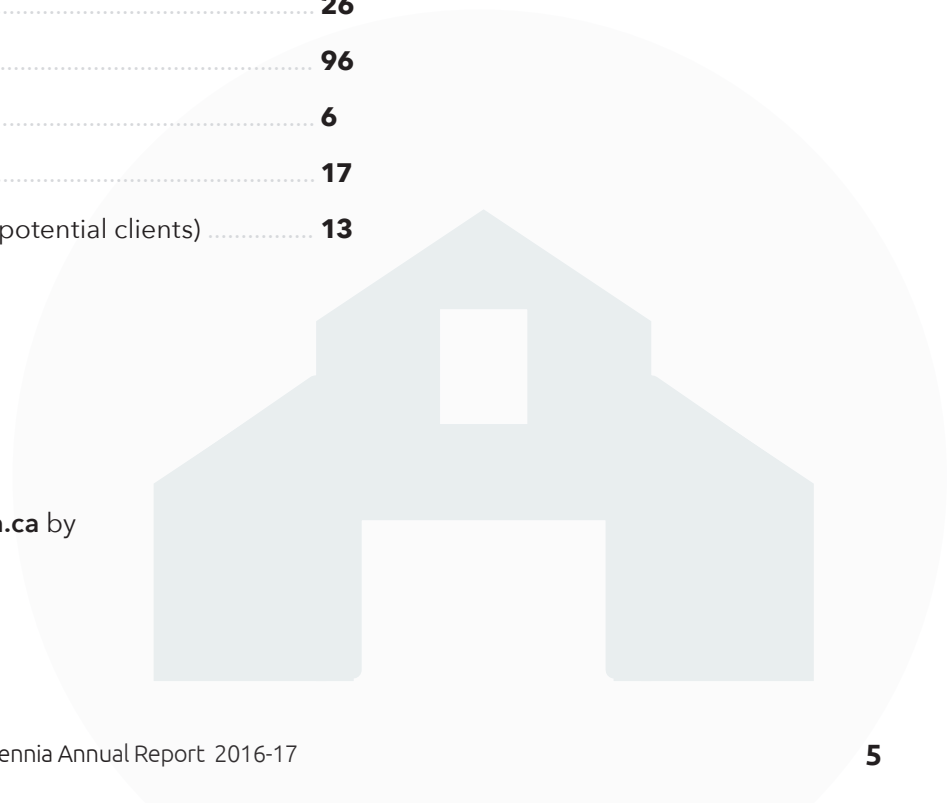
THE TEAM:	Professional Agrologists	14
	Certified Crop Advisors	6
	Nutrient Management Planners	4
	Summer Students 2016	6
	Staff with MSc or higher	17
	Staff with BSc or equivalent	12



THE WORK:	Farm Calls	1061	
	Workshops, field days, presentations	139	▶ (audience total 7125)
	Newsletters, blogs, factsheets, publications	188	
	Research trials	42	
	Food safety consulting projects	39	
	Public food safety training sessions	14	▶ (audience total 101)
	Audits	31	
	Product and process development projects	38	
	Nutritional labelling/regulatory projects	32	
	Tours and presentations	55	
	Tenant spaces filled and serviced	7	
	Analytical lab projects	26	
	Social media posts	96	
	Videos produced	6	
	Seafood clients this fiscal	17	
	Seafood company inquiries (potential clients)	13	

AUDITED FINANCIALS

Perennia's audited financial statements for 2016 -2017 will be available at www.perennia.ca by June 30, 2017.





FIELD SERVICES

Perennia receives an annual grant from the Province of Nova Scotia to provide extension services to the farmers of Nova Scotia on behalf of the provincial government. The annual grant allows Perennia to provide specialized extension services that help farmers acquire the information and develop the skills needed to be successful. In addition to this work, we offer consulting services to producers, agribusinesses, industry associations and academic institutions.

Our Field Services team has agrologists providing expertise and services to conventional and organic farm operations in dairy, beef, sheep, hog, poultry, eggs, mink, field crops, berry crops, vegetables, greenhouse, ornamentals, pest management, honey bees and pollination, and soils. Field Services supports the growth and development of Nova Scotia agriculture through the introduction of innovations or improvements that help increase production efficiencies, enhance competitiveness, reduce risk and create new opportunities.

Here is an overview of some of the work conducted by Perennia's Field Services team in 2016-17:

Our production specialists made over 1000 farm visits across the province in 2016/17, participated in or led over 100 public events and created over 200 communication pieces all directed at reducing risk, increasing efficiency or improving productivity on farm.

Perennia works with a large number of provincial and national industry boards and producer associations to assist in the development of their industries. Some examples include:

- The Nova Scotia Cattle Producers, Farm Safety Nova Scotia and Perennia partnered with Integrity Livestock Services to deliver two Cattle Handling and Welfare workshops for producers – one in the valley region and the second at the Cape John Field day. These were well received and attended by producers. A third was held for staff at the Atlantic Stockyard under a partnership between the beef and dairy industries. Interest in cattle handling and welfare is becoming increasingly important and recognized as a cornerstone of the cattle industry.
- In 2016/17, Perennia continued to provide support for the Apple Industry Growth and Efficiency Program. This provincial program is a partnership between the Nova Scotia Department of Agriculture and the Nova Scotia Fruit Growers' Association to assist with the cost of planting high-density orchards. To date, over 250,000 apple trees have been planted on 217 acres in the province. Perennia is providing a key role on the technical advisory committee in addition to coordinating/conducting field inspections of completed plantings.
- Perennia partnered with Pork Nova Scotia to develop Pig Production Information packages in 2016/17. These packages are intended for people raising weaned pigs through growing and finishing, to slaughter weight, and include information on housing, management, nutrition/feeding, health, PigTrace and the Code of Practice for the Care and Handling of Pigs.
- Perennia continued its partnership with the Cape John Community Pasture Co-operative in 2016. As part of our work with the Cape

John Community Pasture, Perennia expanded a demonstration of Mob Grazing of Ultra High Stock Density Grazing. Based on small scale mob grazing demonstrations, it was decided to conduct a multi-day mob graze. Approximately nine acres was stockpiled in the spring and early summer and mob grazed in August. With the dry conditions on the pasture by the time of the mob graze, the herdsmen were getting concerned that they were running out of pasture. The stockpiled forage was enough to allow nine days of mob grazing at a critical time in the summer. This gave the remainder of the pasture time to rest and recover, which appears to have made a critical difference for the whole pasture season. The field day at the pasture was well attended with over 60 participants.

As part of our dairy extension program, ketone testing was a major activity in 2016. Testing on over 15 farms to date has proven to be a valuable tool in the early identification of ketosis. Ketosis increases risk for other health disorders, and leads to reduced milk yield and the increased likelihood for culling. Thus, timely identification of ketosis in individual cows is critical for quick interventions. Some producers have made big changes in how they manage their cows as a result of testing, using different feeds, or grouping cows accordingly in order to address the problem.

Perennia works closely with the Nova Scotia Department of Agriculture to address industry needs and to support the growth and development of the agriculture sector. For example, in 2016/17, we continued work on the following large projects funded by the Department:

- Aphid monitoring in the strawberry sector province-wide in collaboration with Horticulture Nova Scotia. This has been undertaken since 2013 in the wake of 2012's significant crop losses to viruses which are carried by aphids

- Biosecurity awareness promoting the adaption of biosecurity principles on Nova Scotia's farms. The project funded speakers for the Atlantic Poultry Conference, Maritime Beef Conference, Small Hive Beetle Workshop, Mink Field Day, proAction Pilot Project Workshop, Small Scale Swine Workshop and others. Funds from this project were also used to provide Disease, Pests and Beneficial Organisms of Strawberry, Raspberry and Blueberry handbooks to berry growers.
- Strawberry nursery inspections which are a main-stay of the strawberry nursery industry allowing nursery stock producers to export their plants
- Farm winery inspections as per the Nova Scotia Farm Winery Policy

Perennia works with Nova Scotia universities and the Nova Scotia community colleges as a partner in research, as well as on industry-focused educational initiatives. In 2016/17, Perennia, along with Dalhousie Agricultural Campus Extended Learning, designed and developed a "Broiler and Turkey Production Short Course" and an "Egg Production Short Course" which were both held in November 2016. In the past, these courses had been offered as one combined four day course. The 2016 courses were developed as two separate offerings, and targeted towards employees, newer entrants to the industries and those looking to upgrade and refresh their skills. The courses were well received by industry and it is anticipated that they will be a bi-annual offering.

Site assessments continue as demand for land evaluation continues for both farm expansion and purchase by new and existing farmers. For grape growers, these site assessments were conducted as part of the province's grape and vineyard expansion program. Other site assessments have been done on a fee for service basis which include soil classification, mapping and an interpretive report.





Perennia also does many demonstration/adaptive research projects based on industry need that produce information beneficial to the industry as a whole. Some examples of this work include:


- Testing of high yielding grass species for biomass production
- Coordinating and participating in the Maritime Corn Hybrid Test, where 70 corn hybrids for either grain or silage were tested; Perennia and the New Brunswick Department of Agriculture each had two test sites, and AAFC-PEI hosted one
- Coordinating and participating in the Maritime Forage Test which has five trial locations in the Maritimes, one of which is located in Nappan, NS
- Preparing the annual Corn Guide, Cereal Guide and the annual Soybean Variety Performance Trial Results which were sent to 350 producers to assist in their varietal selection and seed orders
- Conducting Atlantic Grains Council funded trials (10) in Nova Scotia on corn, soybeans and winter wheat.
- Undertaking in conjunction with growers and other partners (Dalhousie University, Acadia University, Agriculture and Agri-Food Canada, Nova Scotia Department of Agriculture and Vineland Research Institute) numerous vegetable trials. There were several trials in sweet potatoes including variety trials, a slip spacing trial, and explorations of season extension techniques. Work is being done with Nova Scotia onion growers to improve disease and fertility management in onion fields. Field investigations on innovative approaches to squash production that should mitigate disease pressure and improve soil health are ongoing.

The first-ever Atlantic Tech Transfer Team for Apiculture (ATTTA) was created in 2016/17 at Perennia as a joint initiative supported by government, provincial

beekeeper and wild blueberry associations, and wild blueberry processors. The majority of the project is funded under Growing Forward 2, the five-year framework agreement for agriculture which is cost-shared 60-40 between the federal and provincial governments with contributions from the provincial commodity associations. The ATTITA team is comprised of two apiculturists, Robyn McCallum and Cameron Menzies. Their work is directed by an industry-led committee with their primary focus being honey bee health, nutrition, diseases, pests and overwintering.

Monitoring for blight to alert growers has been a key risk mitigation tool that Perennia has provided the highbush and wild blueberry sectors. Mummy berry (*Monolinia*) blight continues to be a significant threat to the highbush blueberry crop in the province and a blight forecast was prepared and delivered to growers with good success in 2016. Using a weather station located at a grower cooperator's orchard in the Annapolis Valley, and an infection model for the disease, a pest forecast is prepared and delivered regularly during the approximately one month primary infection period for this disease. Growers following this forecast are having success managing the disease while minimizing the numbers of sprays. Perennia has also partnered for over a decade with the Wild Blueberry Producers Association of Nova Scotia to operate a *Monilinia* and *Botrytis* blight monitoring, forecasting and control program with weekly updates shared on Perennia's wild blueberry blog throughout the 2016 season.

Perennia partnered with the Soil Conservation Council of Canada, Atlantic departments of agriculture and a group of Atlantic-based farm organizations to host *Atlantic Soils 2016 - Digging into Soil Health Conference*. The main focus of the conference was to increase the awareness of the need for action on soil health and to talk about what can be done to secure the productive capacity of our soil resource. This event was attended by over 130 participants that included producers, professionals, agri-business, academia and government. Participants in the one day event heard expert speakers on the physical, biological and chemical aspects of soil health, shared their experience as producers, professionals and researchers and took part in numerous open discussions on soil health issues.

In 2016/17, specialists continued to write and distribute the Orchard Outlook newsletter for tree fruit growers (17 issues) and CropLinks for field crop producers (3 issues). Specialists also continued writing The Cultivator column for Farm Focus (8 articles). 



QUALITY AND FOOD SAFETY SERVICES

Members of the Quality and Food Safety team work with agri-food and seafood companies to provide the following services: program development, implementation and coaching; assessments; auditing; support; and training.

Here is an overview of some of the work conducted by Perennia's Quality and Food Safety team in 2016-2017:

In 2016, Perennia's Quality and Food Safety Team undertook consulting projects in a variety of sectors including fresh fruits, vegetables and mushrooms, dairy, bakery, dry spices, tea, nut butters, syrups (maple and other), packaging, fish, sauces, and shellfish.

This year, the team also began working with Sobeys as a preferred contractor to audit low risk products. This enables small suppliers in the region to supply their products to Sobeys in Atlantic Canada and beyond.

Work began on a Food Safety Fundamentals for Food Producers and Processors E-Learning Initiative. This is designed to provide easy access to training for beginning, small and medium-sized food entrepreneurs and consists of seven modules with quizzes. The modules are: Introductory Skills for Creating Your Food Safety Program; Premises and Equipment; Personnel, Sanitation, Pest Control, Training; Product Handling, Storage, Purchasing / Approved Supplier; Creating Your Product Specific HACCP Plan; Product Traceability and Recall; and Allergens, Additives and Foreign Material.

Perennia's food safety and product development team delivered an *Avoiding Recall Workshop* to meet the needs of small scale food processors and producers. The workshop covered a range of topics from low acid foods to recalls and documentation. The team also presented on quality and food safety, and regulations at the *Taking Your Product Successfully to Market Workshop* which was held at four locations around the province in November. These workshops were supported by Atlantic Canada Opportunities Agency and featured speakers on a variety of topics to assist food entrepreneurs in taking the next step to getting their products in the marketplace.

In 2016/17, the food safety team took a one-day Gluten-Free Certification Program training session so they could learn more about implementing and auditing in the program. This will allow our team to work with clients who are planning to attain gluten-free certification.

This year, Perennia had a very successful public food safety training program, hosting 14 public training sessions for the food processing industry. Six of the courses were two-day courses while the remainder were held on one day. We have been working with NSF International Training and Education to have a Perennia specialist on-boarded to be able to train a number of the NSF courses. In 2016/17, for the first time, Perennia presented seven of the public trainings. In total, we had 101 people from 41 companies as registered participants with 24 per cent of represented companies from the seafood sector and 31 per cent of companies sending employees to our training for the first time.

Work continued for Perennia, as well, as a third-party auditor for NSF-GFTC conducting audits across the country on GFSI programs, such as SQF (Safe Quality Food) and CanadaGAP, Costco and MacDonald GFSI addendums, and non-certification audits such as FSQS (Food Safety Quality System), GMP (Good Manufacturing Practices), and CBWA (Canadian Bottled Water Association). Second-party audits were done for a number of companies and CHEQ audits for four hatching egg producers were carried out as well. 🍀

SEAFOOD SERVICES

Perennia continued to advance its work with the seafood sector in 2016/17. A key focus this year was holding focus groups, interviews and doing a jurisdictional review to assist us in determining the most effective way Perennia can support the province's seafood sector in maximizing its value given our talents and resources. A one-day Seafood Summit was held in Halifax in February to share some initial findings and work continues on defining the most effective way we can service the sector.

The Perennia Innovation Centre team and food safety team have been working with seafood clients for a number of years. Here is an overview of some of the work they did in 2016/17:

- Perennia's team has been working with seafood clients on individual projects since 2015 and continued that confidential work this year with 17 clients
- 24 per cent of represented companies at our food safety training courses were from the seafood sector
- A number of team members attended and presented at industry-related events and sessions, and held meetings with industry associations.
- Perennia participated in a partnership with ACOA, NSBI, Innovacorp and Divert NS about the potential for the Nova Scotia shellfish industry (specifically, lobster, crab and shrimp) to extract higher value from the shellfish waste it produces. The ultimate goal of the group is to use the gathered information to engage industry in the development of this potential.

- In 2016/17, Perennia continued to manage the Catch to Plate lobster traceability and quality project in conjunction with the Nova Scotia Department of Fisheries and Aquaculture. A new project in 2016 was a quality enhancement project for Nova Scotia lobster destined for China. This involved creation of a manual, appendices and audit checklist in this fiscal year.
- Work also began to prepare the Innovation's Centre's pilot plant for federal registration enabling products produced there to be exported, a key market for Nova Scotia's seafood sector.





PRODUCT DEVELOPMENT AND COMMERCIALIZATION

All members of the Product Development and Commercialization team work with agri-food and seafood companies to provide the following services: product and process development and improvement, value addition and commercialization, nutritional labelling, laboratory services, regulatory advice, ideation and concept design, and start-up leasing space.



The home base for this team is Perennia's Innovation Centre located in Bible Hill, Nova Scotia. The Centre has product development, analytical and instrumentation labs and a pilot plant with a variety of processing equipment that can be used for scale up or limited toll processing for test markets.

Here is an overview of some of the work conducted by Perennia's Product Development and Commercialization team at our Innovation Centre in 2016-2017:

The team developed a prototype high quality powder derived from haskap berry for Pan Pacific Development Co. Ltd. The product is encapsulated into 500 mg capsules and destined to be sold across Canada and in China. Perennia connected the client with Avive Naturals, a Halifax-based company that will be assisting in the encapsulation process, label design, packaging formats and Natural Health Product registration.

The team at the Innovation Center played a leading role in many new product and process development projects this year assisting: Coven Hoven Distillery in the development of an infused vodka; Pepperhead Inc. with recipe development for their Apple Habanero Syrup; Lazy Bear Brewing in a unique hops extraction process; Scotia Botanicals fine tune their Chaga Tea; and Midgard Insect Farm perfect their processing parameters for cricket meal and whole crickets.

The Perennia Innovation Center was retained by Arelant Innovations Inc. to perform a feasibility study for smoking cheese using the modular micro-factory's patented pulsed vacuum smoking system. The objective was to determine maximum throughput, optimal operational parameters and spatial arrangements for future medical food development purposes.



CLIENT SPOTLIGHT:

Dockside Pet Products and Midgard Insect Farm Inc.

The Innovation Centre was very proud to play an integral role in the development of Dockside Pet Products' new and innovative line of pet treats and meal mixers. A subsidiary of Dane Creek Capital Corporation, the Dockside line of pet treats consists of 13 different SKUs all of which utilize "Rescued Fresh Food" from sustainable sources. Prototypes developed by the Innovation Centre team were demonstrated at a World Pet Food Expo in Las Vegas and were claimed to be some of the most innovative and trending products introduced to the market place. These new treat lines included doggy granola, raviolis, ramen noodles

of whole freeze dried capelin. All of the pet treat lines were created using various combinations of six key ingredients sourced in Nova Scotia and include blueberries, cauliflower, capelin, maple syrup, lobster shell and most importantly crickets...yes crickets! The Innovation Center is working to improve the processes by which all the SKUs are made and continuously linking the company with primary agriculture producers who have wholesome, fresh by-product to be rescued to transform into value-added pet treats.

Perennia connected Dane Creek with a local cricket growing operator Joy Hillier and Midgard Insect Farm Inc. was formed. Midgard Insect Farm Inc. is a Nova Scotia-based cultivator of crickets as a sustainable food source. It focuses on the production of cricket meal for wholesale to the pet food industry where there is growing demand for alternative proteins. In addition, by becoming the Perennia Innovation Centre's newest incubation tenant, Midgard is poised to become a leader in research and development of cricket production, continually seeking to improve farming practices and product quality through new processing techniques by working closely with the technical team at the Innovation Centre.

For the third year in a row the team at the Innovation Centre was proud to partner with Dalhousie Agriculture Campus's Cultiv8 program to launch "Foodcamp 3" - a unique opportunity for students in the international food business program. The modularized offering connects students and clients to the people and resources needed to develop ideas and value-added food products. The targeted modules build and enhance the skills needed to bring your product from idea to reality. The program consists of three modules and the 1-day workshop of Module 3 'Taking Your Product to Market: Concept to Product' was hosted at the Innovation Centre and

went through the benchtop and pilot processes for food product development to showcase all of the steps required to ensure success. Students and clients had a chance for hands-on exploration of formula and recipe development, prototype development, label development and packaging, regulatory requirements and scale-up considerations. Products featured in this years' collaboration included the development of carrot chips utilizing carrot by-product and design of a blueberry-flavoured milk product using off-grade blueberries.


Perennia's Innovation Centre team has provided industrial technical support on several occasions to satisfy Health Canada and CFIA requirements for the food industry. This includes nutritional analysis and generation of nutrition facts tables with funding assistance from the Nova Scotia Department of Agriculture for the labels of approximately 32 local Nova Scotia products.

Technicians provided or facilitated laboratory services for companies that included: total monomeric anthocyanins and polyphenols in haskap and blueberry powders; polyphenolic levels in seaweed extract and Chaga Tea; analysis of alpha and beta acids and essential oils from hops extracts using supercritical CO₂ extraction; identification

of “unknown” compounds in maple sap causing undesired flavours and design of a process to remove “buddy sap” flavour; training staff of a Nova Scotia juice processing company on laboratory methods to test for acidity and brix and helping in testing vitamin C levels in their apple juice products.

Perennia Food and Agriculture holds a National Research Council Industry Research Assistance Program Contribution Agreement that assisted 11 companies in 2016-17 solve technical issues they were experiencing.

The Innovation Centre was pleased to receive funding from the Province of Nova Scotia to upgrade the pilot plant to achieve federal registration standards to allow clients to export products outside of Nova Scotia. There were also significant renovations done to the facility’s water treatment system, security system and renovations of ingredient, packaging and equipment storage spaces. This funding also allowed the Centre to purchase a bench top spray dryer to pilot the drying of various materials, bio-products and foods, and a portable blast freezer for pilot plant production projects.

In 2016/17, the Innovation Centre housed the following tenants: Agseed Technologies Inc.; Maritime BioExtracts; Pure Paint Ltd.; TruLeaf Smart Plant Systems; GoodLeaf Community Farms Limited; and Oceland Biologicals Limited. 



BOARD AND TEAM

PERENNIA 2016-17 BOARD OF DIRECTORS

(alphabetical order)

Noël Després, Comeau Seafoods Ltd. *(Vice Chair)*
Dannie Hansen, Louisbourg Seafoods Ltd.
Bill Hay, TruCorp
Ray Ivany, Acadia University
Charles Keddy, C.O. Keddy Nursery Inc. *(Chair)*
Victor Oulton, W.G. Oulton and Sons Ltd.
Christine A. Penney, Clearwater Fine Foods Inc.
Edgar Samson, Premium Seafoods
Don Sproule, retired farmer and businessman
Milton Wood, Oxford Frozen Foods

PERENNIA 2016-17 TEAM

Administration

Fewer, Jo Ann - Chief Executive Officer
(April - Dec. 2016)
Godlien, Lynne - Interim CEO *(Jan - March 2017)*
/Director of Marketing and Communications
Pierik, Kyla - Business Development
Arenburg, Helen - Project Assistant
Hutchinson, Ruth Ann - Administrative Assistant, Truro
Lloyd, Wanda - Administrative Assistant, Truro
(Innovation Centre)
Walsh, Gail - Administrative Assistant, Kentville

Product Development and Commercialization

Albert, Eric - Chief Science Officer
Anom, Emmanuel - Food Scientist
Boutilier, Erin - Program Administration Officer
Doucet, Craig - Pilot Plant Operator and Building Service Co-ordinator
Gratton, Marsha - Research and Development Associate
White, Margot - Product and Process Development Co-ordinator

Field Services

Thomas, Bill - Director of Field Services
Burgess, Peter - Horticulture Crops Specialist
Cheverie, Rachael - Horticulture Crops Specialist
Congdon, Caitlin - Research Associate
Diez, Francisco - Viticulture Specialist
Duyvelshoff, Chris - Horticulture Crops Specialist
Haverstock, Jennifer - Horticulture Crops Specialist
Leclerc, Mélanie - Research Associate
Madden, Rosalie - Horticulture Crops Specialist
McCallum, Robyn - Apiculturist
McLean, Heather - Non-Ruminant Specialist
Menzies, Cameron - Apiculturist
Mosley, Dan - Dairy Specialist
Sangster, Amy - Soils Specialist
Singh, Av - Organics and Rural Infrastructure Specialist
van Roestel, Jack - Field Crops Specialist
Wood, Sarah - Extension Outreach Specialist
Wort, Jonathan - Livestock Specialist

Quality and Food Safety Services

Jijena, Marcela - Director of Quality and Food Safety
Grant, Elaine - Quality and Food Safety Specialist
Harvie, Wendy - Quality and Food Safety Specialist
Laffin, Pam - Quality and Food Safety Specialist

Special Projects

Wayne Adams - African Nova Scotia Agri-Projects Co-Ordinator



STAY CONNECTED WITH US

199 Dr. Bernie MacDonald Drive
Bible Hill, Nova Scotia
B6L 2H5
Phone: (902) 896-0277
Fax: (902) 896-7299

Innovation Centre
173 Dr. Bernie MacDonald Drive
Bible Hill, Nova Scotia
B6L 2H5
Phone: (902) 896-8782
Fax: (902) 896-8781

32 Main Street
Kentville, Nova Scotia
B4N 1J5
Phone: (902) 678-7722
Fax: (902) 678-7266



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