

The background of the slide is a close-up photograph of several bunches of green grapes hanging from a vine. The grapes are in various stages of ripeness, with some appearing more yellow-green and others a deeper green. The lighting is bright, creating a soft glow around the clusters.

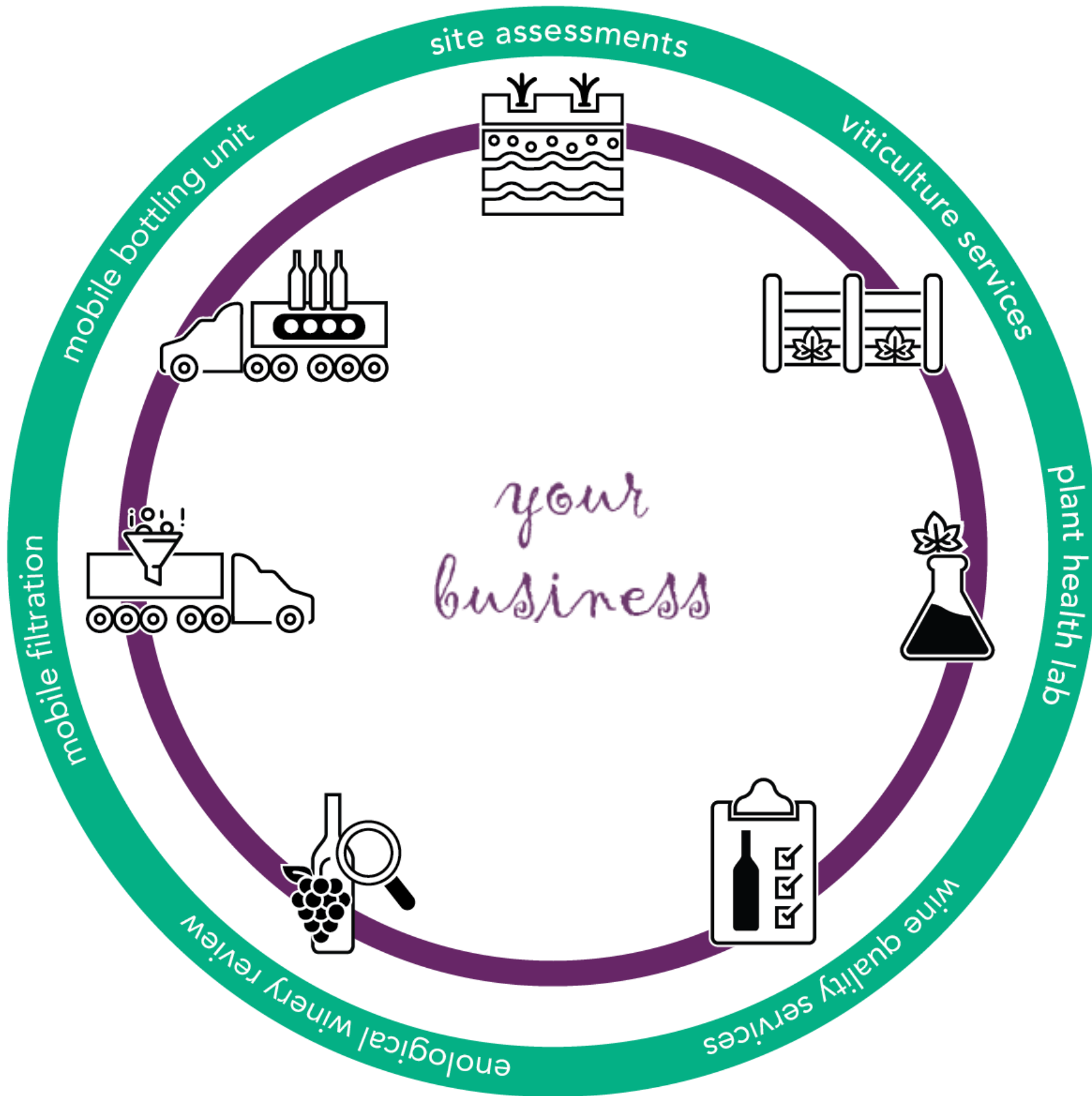
SUPPORTING YOUR COMPETITIVENESS

LYNNE GODLIEN, Chief Executive Officer

Grape and Wine Updates

Agri-Food Accelerator Program





Site Assessments

Viticulture

Plant Health Lab

Wine Quality and
Enology Reviews

Mobile Bottling and
Filtration

Development
Initiatives

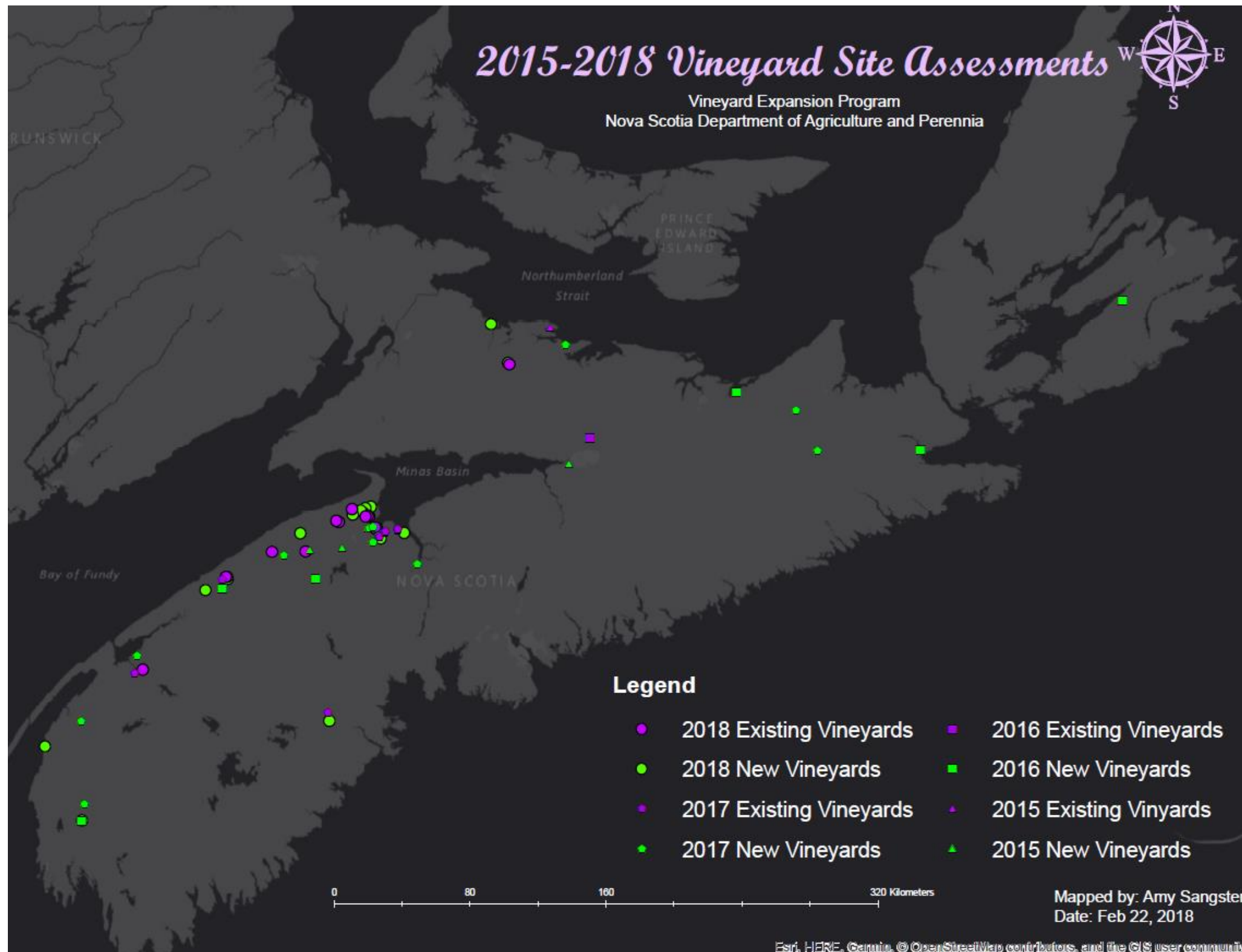
Site Assessments



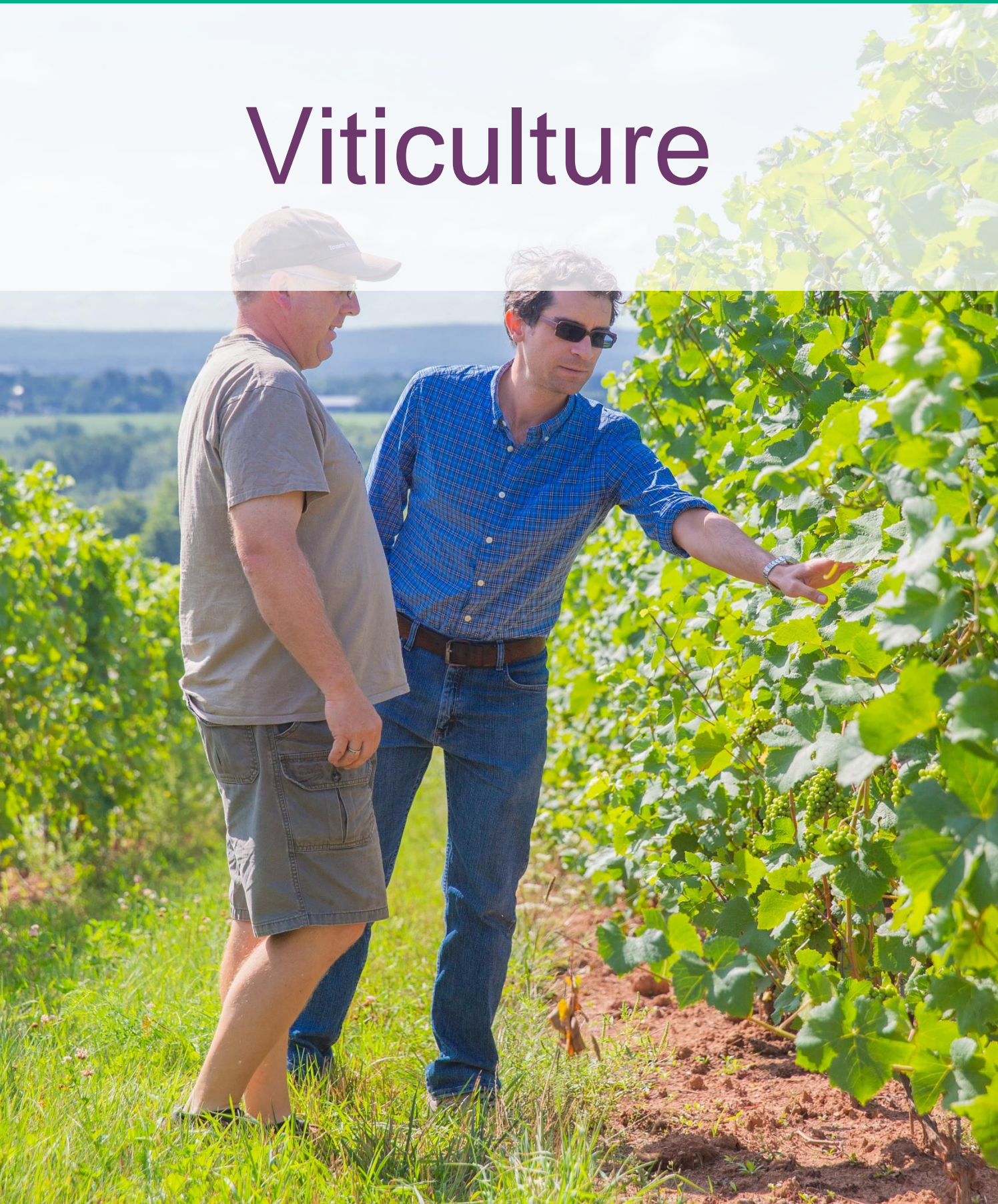
- 11 partial site assessments
- 17 full site assessments for new vineyards
- Accepting applications until end of June under the program
- Continuing to offer as a service

Vineyard Expansion Program: Site Assessments

VINE TO
WINE



Viticulture



- Fact sheets
- Workshops and demos
- Assessment of frost damage and management recommendations
- Technical visits and proactive communication
- Committees

Terrior Project



- Terrior Project final year
- Soil and canopy management techniques have been applied
- Positive results
- Second year with no water stress
- 2018 summary results soon

Plant Health Lab

VINE^{TO}
WINE

- Leafroll 1 and 3 and Red Blotch
- Sampling was done this summer and fall
- Results were communicated to growers
- Service lab ready for late summer

Wine Quality



- Partnership with ALAB
- Interprets lab results for clients
- Works with winemakers on new wine styles, enhancing wine quality and winery enological reviews



ENOLOGICAL WINERY REVIEW

HELPING ENHANCE NOVA SCOTIA WINERIES

A NEW SERVICE FOR NOVA SCOTIA'S WINE SECTOR

Your winery is unique. It's a complex organization consisting of many different operations. Taking a big picture view of your winemaking processes will help you see your strengths and areas for improvement. Our experts can provide you with a full evaluation from grape harvest to bottling. This in-depth examination of your winemaking is useful if you want to make changes in wine style, increase quality or meet new market demands.

Each process after grape harvest until bottling is considered winemaking.

Winemaking procedures applied in a winery can come from various sources, including formal education and experience, ancestors, previous owners,

An enological review of your winery is strictly confidential and specific to each winery. We are pleased to sign a non-disclosure agreement if desired.

employees, or personal information gathering. You may need to change your winemaking processes and procedures from time to time to keep up with changes in wine styles or market preferences.

For this reason, a third-party review of your winery from an enological perspective is a useful tool, involving an overall examination of your winery's applied practices. This helps you examine production as a whole, pinpoint strengths and weaknesses, and decide on short and long-term strategies to understand how you can improve for satisfying or fulfilling consumer preferences.

An enological review of your winery includes all the winemaking procedures from grape reception until bottling, and touches on the marketing part as needed.

This review is approached in three phases: overview, analysis, and recommendations.

OVERVIEW

This step involves an overview of your winery's current situation to outline ongoing operations. Here, we examine any document about the winemaking process (such as standard operation procedures) and any information collected (such as harvest logbooks). Observations of your general production site (including equipment) are noted. Interviews with key people working in your winery are also conducted.

ANALYSIS

This section consists of two parts: production organoleptic analysis of your wines and analysis of the collected data. If the wine has any faults, it's described in this stage.

RECOMMENDATIONS

Next we'll provide recommendations for improvement. These may include modifications of your applied practices, data collection on specific topics and strategy changes for specific wines.

During the review and analysis, our Wine Quality Specialist might note areas where changes or improvements could benefit your winery. We'll discuss these topics when presenting our results. If you decide to adopt the recommendations and require help with implementation, further work can be undertaken as a separate work engagement.

DELIVERABLES

At the end of the enological winery review, you'll receive:

- A detailed document including all collected data, analyses and recommendations.
- A presentation of highlights on recommendations (with an explanation of the rationale).
- Possible ideas for follow-up work as needed.

FOR MORE INFORMATION, CONTACT:

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PLANT HEALTH LAB

HELPING PROTECT NOVA SCOTIA VINEYARDS

A NEW SERVICE FOR NOVA SCOTIA'S WINE INDUSTRY

We are passionate about plant health. You take care in the management of your vineyard to ensure the best possible harvest. Having up-to-date information on the virus status of your grapevines is a factor in that success. Grapevine viruses are a growing concern for producers around the world due to negative impacts on yield and fruit quality. Perennia's Plant Health Lab is a new plant diagnostic laboratory located in Nova Scotia's Annapolis Valley, offering a local option for your testing needs.

We specialize in grapevine virus detection by RT-PCR (RNA viruses) and PCR (DNA viruses), and support research-related initiatives to better understand the effect of viruses on Nova Scotia grape varieties. During 2018-19, we developed a baseline virus level by testing new plantings from vineyards under the Nova Scotia Department of Agriculture's Vineyard Development and Expansion Program.

OVERVIEW

Our team will conduct a systematic sampling procedure in a requested field. Following a specific protocol, it's designed to provide the highest level of confidence in virus detection.

The Plant Health Lab currently tests grapevine leaf samples for 3 viruses:

- Grapevine Leafroll-Associated Virus 1
- Grapevine Leafroll-Associated Virus 3
- Grapevine Red Blotch Virus

The optimal sampling time is late summer to early fall (mid-August to mid-October). Leaves should not be submitted for virus testing once they've started senescing. Samples should only consist of leaves from a single variety.

INDIVIDUAL VINE SAMPLES

When you want a particular grapevine tested, we can tell you whether a specific vine is positive or negative for a virus (or groups of viruses). It's important to note that results can't be extrapolated beyond the single plant.

COMPOSITE SAMPLES

A composite sample is where grapevine groupings are tested together in a pooled sample to determine the extent of infection in a varietal block. Multiple composite samples are taken across a varietal block to give you an idea of the extent of virus infection in a block.

PRICES

Per sample costs for virus testing are:

- \$25 for 1 virus
- \$40 for 2 viruses
- \$55 for 3 viruses

You can send us samples or we can visit your vineyard to collect samples on your behalf. This must be arranged at least one week in advance to ensure staff availability. There is a fee for this service. Our staff will provide you with a quote, and will fully discuss it with you before you sign off and samples are collected.

ABOUT US

Perennia is comprised of a multidisciplinary specialist team that can assist you in diagnosing in-field issues. The Plant Health Lab complements the team in providing definitive, reliable and consistent results to our clients on grapevine viruses.

At this time, we provide virus testing in grapevines only, but intend to expand into other crops over time.

FOR MORE INFORMATION (INCLUDING TIPS FOR TAKING GRAPEVINE SAMPLES) CONTACT:

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Mobile Services

- First full year of operation for mobile bottling for still wines
- A new team and renewed commitment to client service and outreach
- 65,000 bottles filled last year



- We have focused on 750 ML bottles
- New change parts will enable us to do larger bottles starting next month
- Our new mobile cross-flow filtration system will be ready by late summer or early fall

Projects

VINE ^{TO}
WINE

- Wine Sector Development Specialist
- Wine Quality Standards Project with the province and Peter Gamble is ongoing
- Export session specific to wines with NSBI and ALAB



- Product Development Team
- Perennia Food and Beverage Innovation Centre
- Stationary bottling line



- Market access through food safety programs
- Diversification and enhanced profitability through new product development
- Second year of a three-year program
- 50 per cent cost shared
- Wine projects were popular last fiscal





- Technical issues with a current product or a product with a ready market
- Market feasibility is key and will be funded so you can make the best decisions
- Program is open now
- www.perennia.ca



Questions?

