# Nova Scotia Beef Development Program
# PROGRAM GUIDELINES 2026

Perennia

NOVA SCOTIA

# PROGRAM OVERVIEW

The Nova Scotia Beef Development Program is primarily designed to support the sustainable growth of Nova Scotia's cattle industry by helping producers expand herd size and increase the supply of high-quality Nova Scotia beef to local and domestic markets. The program provides flexible, multi-year support as necessary and recognizes that growth opportunities vary by operation.

## Program Objectives

**The objectives of the Nova Scotia Beef Development Program are to:**

- Encourage business growth and sustainability within the beef sector
- Support the availability of high-quality beef to consumers
- Improve production efficiency

## Eligibility

**To be eligible, applicants must:**

- Be a registered farm operating in Nova Scotia with an Environmental Farm Plan
- Be actively farming at the time of application, and applying for a Nova Scotia operation
- Be at least 19 years of age
- Have a minimum of 20 marketed cattle or $70,000 in beef sales income in 2025 (please read the funding section completely to understand potential limits)
- Be in good standing with current provincial grant and loan programs
- Have a Nova Scotia Cattle Producers licence
- Agree to a business risk management portfolio review and be registered in the Livestock Price Insurance Subscription Service offered through ACMA
- Agree to program reviews and bi-annual site visits

Applications may also be accepted from registered not-for-profit organizations who have a key role in the development of the cattle industry in Nova Scotia

## Eligible Activities

Eligible activities must directly support increased production capacity, herd growth, or operational efficiency.

## Ineligible Activities

**Examples of ineligible activities may include:**

- Routine operating costs related to administration
- Replacement of existing equipment where no increased capacity is demonstrated
- Costs incurred outside of the activity period
- Activities not directly related to beef production growth
- Costs not supported by appropriate documentation
- Taxes are not eligible costs under the program

Additional ineligible activities may be identified by the program administrator or review committee.

## Activity Period

The Activity Period is from November 05, 2026 to November 2030. Eligible activities and purchases should take place within the Activity Period.

## Intake Period

Applications are accepted from November 05, 2026 to December 11, 2026. Depending on interest and availability of funds, a second intake may open in March 2027.

## FUNDING

The Nova Scotia Beef Development Program will provide a maximum of 25% of approved eligible costs, up to the limits in the table below, whichever is less.

| Tier | Beef Income* | Maximum Contribution |
|---|---|---|
| Tier 1 | $70,000 to $249,999** | Up to $50,000 |
| Tier 2 | $250,000 to $499,999 | Up to $125,000 |
| Tier 3 | $500,000 and up | Up to $250,000 |

**Demonstrated sales of live cattle or beef products*

These contributions represent the maximum amount of funding available over the course of the program to potential applicants. Total project funding may be allocated in one, two, or three-year increments according to the type and scope of the project.

Final funding levels will be determined based on the growth opportunity reflected within the application information and available program resources. Because this is a competitive process with limited funding, not all project applications received will receive support.

Funding will be paid on claims submitted to the program staff for approved costs already incurred. For some projects, funding may be tied to completion of specific stages of development.

No more than 75% of all eligible project costs may be funded by the combination of all government programs.

*** Some discretion may be applied to meeting the beef income tiers, if the income value is within close proximity to the intended minimum. This discretion will also take into account the overall quality of the application.*

## GROWTH CAPACITY CONSIDERATIONS

The program is intended to support viable beef operations with demonstrated growth potential. Consideration will be given to cattle producers who can demonstrate:

- Existing and planned herd growth
- Overall business viability of the intended project
- Development of new market opportunities
- A sound plan for program development and attention to business risk factors

## PERFORMANCE BENCHMARKS

Approved applicants will receive an annual reporting template that is customized to their proposal. Depending on the project scope, applicants will be asked to provide information on:

- Herd size growth
- Increased production capacity
- Improved operational efficiency
- Revenue growth
- Demonstrated development of new sales channels
- Other indicators that are specific to the intended project

Incremental funding may be contingent on the progress demonstrated in meeting the project timelines and benchmarks.

## MONITORING AND REPORTING

**Approved applicants will be required to:**

- Participate in bi-annual site visits
- Submit progress updates and supporting documentation regarding their project as requested

**Site visits are intended to:**

- Verify initial herd inventory and monitor the progress of the intended project
- Identify challenges and support needs
- Ensure alignment with approved program objectives

## HOW TO APPLY

**Applicants must submit:**

- A completed Application Form
- Supporting financial information (beef income for 2024 and 2025)
- Quotes or estimates for proposed investments
- Environmental Farm Plan information
- Verification of LPI Subscription Registration
- Any additional documentation requested by the program administrator

**Applications will be evaluated based on:**

- Alignment with program objectives
- Financial feasibility and operational capacity
- Growth and production potential
- GDP impact
- Attention to business risk management factors

| Evaluation Components | Weight |
|---|---|
| Alignment with Program Objectives (An overall commitment to business growth and sustainability, new market development, innovation and new production efficiencies) | 30 % |
| Financial Feasibility and Operational Capacity (The project is financially feasible and supported by sound operational and business management practices) | 20 % |
| Growth and Production Potential (The project is aimed at increasing production and sales capacity for the proponent) | 25 % |
| GDP and Industry Impact (Over the lifetime of the project, the applicant has demonstrated the project will have a measurable economic impact and a positive influence on the beef sector in NS) | 20 % |
| Participation in NSDA Business Risk Management Programs | 5% |
| **TOTAL RANKING*** | **100%** |

***Note:** *Registration in the Nova Scotia Department of Agriculture's Business Risk Management Programs is not a mandatory requirement for applying to the Nova Scotia Beef Development Program.*

## APPROVAL PROCESS

Approved applicants will be sent an Agreement that details the funding offered and the conditions under which funding is approved.

**Submission of an application does not guarantee funding approval.**

Applications and supporting documents **must be received** by Perennia by close of business (4:30 pm) **December 11, 2026**.

**To apply by email:**
beefprograms@perennia.ca

**By mail:**
Beef Development Program
28 Aberdeen St, Kentville NS,
B4N 2N1

**By fax:**
902-678-7266

## PROGRAM CHANGES

**The program administrator reserves the right to:**

- Modify program guidelines at any time
- Request repayment of non-repayable funding where:
  - » False or misleading information is provided
  - » Approved activities are not completed
  - » Program terms and conditions are not met

## ARM'S LENGTH TRANSACTIONS

Program funding will only be offered on transactions (invoices) that do not involve a supplier/service provider that is associated with the applicant, unless it is proven that an associated supplier/service provider is the only registered company providing that service in the area. In such cases that it is necessary to proceed with an associated supplier/service provider, the applicant must apply for a pre-approval from the program administrator before proceeding or submitting a claim to ensure that the associated costs will be approved for reimbursement.

### AUTHORITY

Perennia shall have the authority to deny an application if there is evidence of misrepresentation of pertinent information or if Perennia feels that the application does not show adequate evidence that it will support the program objectives.

### EVALUATION AND AUDIT

Review and evaluation of projects may be carried out by Perennia, or other parties chosen by Perennia for the purpose of audit, analysis, evaluation, program development and determining financial assistance. This review and evaluation process may be conducted prior to project commencement, during work or upon project completion. Applicants may be asked to complete an evaluation survey related to their final claim.

### CONFIDENTIALITY

Applicants consent to the release of their name and the amount of support received under the program. This specific information is deemed to be public information, to be actively disseminated by Perennia. Perennia may provide

any information from an applicant to another public body or a law-enforcement agency in Canada to assist in an investigation, undertaken with a view to a law-enforcement proceeding or from which a law-enforcement proceeding is likely to result. Any other information provided, unless disclosed in the manner and for the purposes stated above, will be subject to the confidentiality and disclosure provisions of the Freedom of Information and Protection of Privacy Act.

## SUPPORT INFORMATION

**Need advice on filling out the project application form? Please contact your regional Ag Rep at one of the following offices:**


**Kari Brown**
3 Lovitt Street, Yarmouth
Kari.Brown@novascotia.ca
902-223-8085

**Donald Cluney**
32 Main Street, Kentville
Donald.Cluney@novascotia.ca
902-890-6322

**Colin Hirtle**
32 Main Street, Kentville
Colin.Hirtle@novascotia.ca
902-599-0510

**Zoshia Fraser**
4014 HWY 302, Nappan
Zoshia.Fraser@novascotia.ca
902-370-2278

**Daniel Muir**
176 College Rd., Bible Hill
Daniel.Muir@novascotia.ca
902-890-1767

**Rhonda MacDougall**
190 Beach Hill Rd., Antigonish
Rhonda.MacDougall@novascotia.ca
902-863-7501

**Marina Gillis**
360 Prince St., Sydney
Marina.Gillis@novascotia.ca
902-578-0786


## NOVA SCOTIA FARM LOAN BOARD PROGRAMS

**Interested in reviewing other programs that support the beef industry and that can be used in conjunction with this program? Please visit the following links.**

### Beef Industry Lending Program

To support the growth of the beef industry in Nova Scotia, the Farm Loan Board (FLB) has created a specialized program to provide financial assistance to beef farmers and related businesses. See more Beef Industry Lending Program - Nova Scotia Farm Loan Board

### PAAL Program

The **Program for Accessing Agricultural Land** supports new primary producers, expanding operations and commercial farm successors in securing the land they need to start or grow their operations. Through flexible and accessible lease or financing options, the program helps farmers establish themselves and scale sustainably. See more Program for Accessing Agricultural Land - Nova Scotia Farm Loan Board

### Cashflow & Bridge Financing

Both existing and potential Farm Loan Board clients are encouraged to contact the Farm Loan Board to discuss cashflow and bridge financing options. Depending on circumstances, the Farm Loan Board may be able to provide financing for approved projects and directly receive program funds as payment. Contact the Farm Loan Board at FLBNS@novascotia.ca or:

**TRURO – HEAD OFFICE**
74 Research Drive
902-893-6506

**KENTVILLE – FIELD OFFICE**
32 Main Street
902-679-6009

**MUSQUODOBOIT HARBOUR - FIELD OFFICE**
19 Meaghers Grant Road
902-893-0698

## FEDERAL PROGRAMS

### Farm Credit Canada

FCC and participating livestock partners across Canada provide flexible and convenient financing tailored to the needs of feeder cattle and breeding livestock producers.
See more Livestock | FCC

### OFCAF

This is an initiative to help farmers improve soil health, protect soil from erosion, and tackle climate change by adopting beneficial management practices that store carbon and reduce greenhouse gases. The program offers funding to help farmers implement nitrogen management, cover cropping, and rotational grazing practices. In addition, the OFCAF program supports professional training for farmers, agronomists, and certified crop advisers.
OFCAF – On-Farm Climate Change Action Fund

## NOVA SCOTIA CATTLE PRODUCERS PROGRAMS

### Nova Scotia Herd Health and Renewal Program

To provide support for cattle producers in the following categories:

- Elite Sires
- Heifer Retention
- Seed Stock Development
- Herd Health
- VBP+ Audit

See more https://nscattle.ca/wp-content/uploads/2026-NS-Beef-Herd-Renewal-Improvement-Program-Application-Form-1.pdf