



CORPORATE AFFAIRS AND COMMUNICATIONS

Corporate Affairs

6.1 Manufacturers and Permit Policy

June 11, 2021

Policy Statement

The Nova Scotia Liquor Corporation (NSLC) has oversight responsibilities for the production, distribution, warehousing, and retail of beverage alcohol within the Province of Nova Scotia, including the creation and enforcement of policies related its mandate.

Purpose/Objective

This policy is governed by the requirements of the *Liquor Control Act* (LCA) and the *Nova Scotia Liquor Corporation Regulations* (the Regulations). Where there is a conflict between the information contained in this policy and the LCA, the Regulations or other applicable legislation, the legislation and Regulations will take precedence over this policy.

Policy Scope

This policy applies to all manufacturers, distributors, warehouses, and retailers of beverage alcohol in the Province of Nova Scotia as well as all persons requiring a permit under the Regulations (listed in Appendix A).

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- Definitions
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Definitions

Wording in italics comes from *Liquor Control Act* (LCA) or the Regulations

AGFT: the Alcohol, Gaming, Fuel and Tobacco division of the Department of Service Nova Scotia and Internal Services

Beer: *any alcoholic liquor obtained by the fermentation of an infusion or decoction of barley, malt and hops or of any similar products in drinkable water (LCA)*

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- “fermentation” means fermentation by yeast or a mixture of yeast and other micro-organisms
- brewed in such a manner as to possess the aroma, taste, and character commonly attributed to beer.

Beverage Alcohol: beer, spirits, wine, cider, mead, or other alcohol produced for consumption.

- does not include beverages that contain less than .5% alcohol by volume at 15.5 degrees Celsius.

Broker: a business authorized to act on behalf of a producer or distributor for the purposes of sales and promotions.

Cider: beverage alcohol that is produced by the complete or partial alcoholic fermentation of apples.

CFIA: the Canadian Food Inspection Agency.

Direct to Customer Delivery: the delivery of beverage alcohol by a manufacturer to a customer at their place of residence, or elsewhere where beverage alcohol can be lawfully kept.

Finished Product: beverage alcohol product as packaged for sale in cans, bottles or other suitable containers approved by NSLC.

Manufacturing: the complete process of producing beverage alcohol for retail, including blending and bottling in the case of distilleries and wineries. For breweries, this includes both brewing and fermentation, and may include finished product packaging. Activities that involve only packaging of finished product, or only fermenting on site with no other production, do not qualify as Manufacturing.

Manufacturer: *a brewer, a vintner, a distiller or a distributor of liquor* (the Regulations)

- a manufacturer may have one or more plant sites located in the Province of Nova Scotia. Each plant site will require a separate permit even if they are owned by a single manufacturer.

Manufacturer Permit: a permit pertaining to the production of beverage alcohol in the Province of Nova Scotia including: Brewery Permit, Farm Winery Permit, Winery Permit, and Distillery Permit.

Mead: beverage alcohol that is produced by the complete or partial alcoholic fermentation of honey.

PWSS: a private wine and specialty store, which is a sub-category of agency stores that are established pursuant to s.42(4) of the *LCA*.

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Ready to Drink (RTD): beverage alcohol products that are produced with the purpose of being consumed as purchased such as coolers and pre-mixed cocktails excluding beverage alcohol already defined as beer, wine, spirits, cider, and/or mead.

Retail Store: a manufacturer’s retail store, as defined in the Regulations.

Registered Representative: Individuals registered with the NSLC to promote and sell beverage alcohol on behalf of suppliers.

Regulations: the *Nova Scotia Liquor Corporation Regulations*.

Spirits: a potable beverage alcohol obtained from the distillation of an alcohol-containing liquid. Spirits shall be in accordance with CFIA regulations where appropriate.

Wine: means and includes any alcoholic beverage obtained by the fermentation of the natural sugar contents of fruits, including grapes, apples, etcetera, or other agricultural products containing sugar, including honey, milk, etcetera (LCA)

- Wine includes but is not limited to wine coolers, wine based Ready-to-Drinks, table wine, still wine, sparkling wine, and champagne.
- Wine, for the purposes of this policy, also includes fortified wine and other non-grape wines (such as Sake) as approved by the NSLC.
- Although cider and mead fall under the definition of wine for the purposes of the LCA and the Regulations, they are considered separate categories for the purpose of this policy and are defined above.

Directives

1. Permits - General

- 1.1. Permits shall not be granted to individuals or corporations with shareholders or directors who have been found in violation of the *Liquor Control Act* within the last five years, or other serious criminal offenses as assessed by NSLC.
- 1.2. Permit shall only be granted where proof of appropriate zoning is submitted to the NSLC at the time of application.
- 1.3. Permit holders shall maintain a professional and respectful relationship with the NSLC, the AGFT, other permit holders and other industry stakeholders.
- 1.4. The NSLC may, with approval from the President and CEO, amend permit terms and conditions at any time upon providing 90 days’ notice.
- 1.5. No permit holder shall provide beverage alcohol to an individual showing signs or symptoms of intoxication.
- 1.6. Schedule of Permit Fees
 - 1.6.1. Fees are non-refundable and are subject to change without notice. The schedule of fees presently in effect is as follows:

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| Permit Type | Fee |
|-------------------------------------|---------------------------------------|
| First Manufacturer Permit | \$500 |
| Additional Manufacturer Permit | \$250 |
| Off-Site Retail | \$50 (one) \$250 (annual no limit) |
| Tasting | \$50 |
| Manufacturers Hospitality Room | \$100 |
| Physician | \$25 |
| Nursing Homes | \$25 |
| Food Industry/Food Manufacturers | \$50 |
| Pharmacists | \$25 |
| Mechanical/Scientific | \$50 |
| Dentists | \$25 |
| Hospitals | \$25 |
| Sacramental Wine | \$25 |
| North American Trade Organization | \$25 |
| Warehouses | \$750 |
| Gift Baskets and Subscription Boxes | \$250 |
| Other | \$50 |
| Registered Representatives | \$25 |

2. Inspection and Enforcement

2.1. The first step in enforcement shall be educational or training based, unless NSLC is of the opinion that more serious enforcement action is warranted.

2.2. Further enforcement action may include but is not limited to:

- suspension or cancellation of permits and/or the rights granted within permits
- suspension or cancellation of registered representative privileges
- de-listing of products by the NSLC for specified periods
- fines and summary offense tickets or prosecution in accordance with the *Liquor Control Act*

3. Manufacturers’ Permits

3.1. One manufacturing permit shall be issued per plant site unless otherwise outlined in this policy.

3.2. Manufacturing facilities may obtain multiple permits of different manufacturing types where the permit is issued to the same Manufacturer.

3.3. To be eligible for a manufacturing permit, the manufacturer must continuously produce at least two different finished products on site per calendar year. The product may be packaged offsite.

3.4. Each plant site shall have fully delineated warehouse area. Both in-bond and out-of-bond product shall be stored in their respective delineated warehousing areas where applicable.

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- 3.5. Each plant site shall have a dedicated production area, fully segregated from all other areas on the plant site including the Retail Store and Hospitality Room.
- 3.6. New manufacturers shall:
 - 3.6.1. submit a permit application containing the information outlined in the Permit Procedures;
 - 3.6.2. submit criminal record checks for all individuals with 20% or greater ownership interest, or other key employees as required by the NSLC;
 - 3.6.3. be subject to an initial pre-permit inspection by the NSLC;
 - 3.6.4. be inspected by the Fire Marshall and post capacity limits appropriately.
- 3.7. Existing manufacturers, in good standing with the NSLC, shall submit a permit renewal application containing the information outlined in the Permit Procedures.
 - 3.7.1. Where the NSLC determines significant changes to the business model have occurred the NSLC may require an inspection in advance of permit renewal.

4. Manufacturers’ Obligations - General

- 4.1. Manufacturer facilities shall be carefully controlled with appropriate security in place for protection of assets, products, and employee safety. Security of ingredients and final product shall be assured regarding adulteration, infestation, sanitary conditions, burglary, sabotage, and theft.
- 4.2. Manufacturers shall be inspected Fire Marshall or their delegate, at the frequency required by their municipality, or when changes to their floor plan are made. Limits as to the number of persons permitted at any one time are not to be exceeded.
- 4.3. Manufacturers are responsible for maintaining orderly control of their premises at all times and shall comply with any instructions or orders given by NSLC or its employee or agent, acting in a compliance or enforcement capacity, or by any law enforcement personnel respecting operation of the premises.
- 4.4. Manufacturers shall comply with all applicable laws respecting employment, health, and safety of employees.
- 4.5. Beverage alcohol is not to be consumed, given away or sold in the manufacturing portion of the manufacturer’s facility unless authorized by the NSLC.
- 4.6. Tours are permitted for the purposes of public relations and increasing public knowledge of the manufacturer and its product. Such tours shall not be used as an inducement for licensees, to permit over-consumption, or to allow underage drinking. Consumption of beverage alcohol during tours shall be permitted only in the approved Hospitality Room or approved sampling area as designated by way of a permit issued by the NSLC.
- 4.7. A Manufacturer may have an ownership interest in up to four licensed premises (premises that are licensed by AGFT under the *Liquor Licensing Regulations*)
 - 4.7.1. Where licensed premises are co-located with a manufacturing plant, the licensed premises shall be fully segregated from the plant site.
- 4.8. Manufacturers shall maintain appropriate insurance for all permitted spaces/venues and shall provide and maintain liability insurance in respect of all persons who enter the premises as well as for all products sampled or sold.

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5. Manufacturers’ Obligations - Record requirements

- 5.1. All manufacturers shall maintain, for a minimum of six (6) years, records to account for importation, domestic purchase, production, shipment, and sales.
- 5.2. Where benefits are applied based on the origins of raw ingredients, Manufacturers shall maintain records, for a minimum of two years, that document the source of raw ingredients.
- 5.3. Manufacturers shall remain in good standing in regard to all reporting required by the Canada Revenue Agency.

6. Manufacturers’ Obligations - Remittance

- 6.1. Manufacturers shall report and remit all amounts payable to the NSLC in a timely manner as prescribed in permit terms and condition according to specified deadlines.
- 6.2. A retail sales markup allocation (RSMA) shall be set by the NSLC Executive Team and approved by the NSLC’s Board of Directors at least every five (5) years.
- 6.3. The RSMA shall be applied to all finished product sold through the following channels:
 - direct to licensee sales,
 - retail stores, hospitality rooms and off-site stores,
 - finished product sold directly to a PWSS.
- 6.4. The RSMA shall not be applied to the following:
 - beverage alcohol sales in bulk for
 - export or
 - to other producers,
 - finished product sold to the NSLC
- 6.5. Manufacturers are responsible for the recording and remittance of Harmonized Sales Tax in accordance with the laws of the Province of Nova Scotia and the Government of Canada and shall comply with provisions of the Excise Tax Act.

7. Manufacturers’ Obligations - Quality Control and Quality Assurance

- 7.1. All additives and processes used by manufacturers must comply with the federal *Food and Drugs Act*, the *Safe Food for Canadians Act*, and corresponding regulations.
- 7.2. Manufacturers shall submit to product testing as required by the NSLC.
- 7.3. Manufacturers shall submit and adhere to appropriate Quality Assurance plans.
- 7.4. Proper manufacturing techniques shall be followed ensuring that high standards of hygiene, quality, and safety are ongoing and meet the requirements of the NSLC, CFIA regulations, Federal legislation, and provincial health legislation.
- 7.5. Beverage alcohol shall be stabilized in an acceptable method to guarantee a satisfactory shelf life.
- 7.6. Producer materials used by a manufacturer shall meet CFIA standards.
- 7.7. The alcohol content of products manufactured by a Manufacturer shall fall within the current standard as specified by the *Food and Drug Act*.
- 7.8. Manufacturers shall package their products in acceptable containers with appropriate labelling as prescribed in the *Food and Drug Act*, the *Safe Food for Canadians Act*, or as otherwise required by the CFIA or NSLC.

7.9. The alcohol content of each product shall be properly and accurately measured prior to being sold. Records for this parameter shall be maintained by the Manufacturer and are subject to inspection by the NSLC at any time.

8. Manufacturers’ Obligations - Product Distribution for resale

- 8.1. Appropriate and sufficient measures shall be taken to ensure product safety and security during the transportation process.
- 8.2. Manufacturers may deliver product directly to licensees and PWSS for resale. Such deliveries shall be made by carrier, by employee, or by registered representative.
- 8.3. In the case where a manufacturer has more than one production facility in the province, the transfer of product between facilities for the purpose of further production or retail shall be permitted under the following circumstances:
 - each facility has a valid Manufacturer or warehouse permit from the NSLC,
 - each facility is wholly owned or leased by the principal owner of the originating plant site,
 - the product being transferred is produced and packaged in the Province of Nova Scotia.

9. Manufacturers’ Obligations - Pricing

- 9.1. Manufacturers operating a retail store shall, upon request, submit a retail price list for all products sold in the Manufacturer’s retail store. The NSLC reserves the right to require approval of prices charged in the Manufacturer’s retail store.
- 9.2. Manufacturers shall not sell product to licensees for less than total landed costs as calculated by the NSLC.

10. Manufacturers’ Obligations - Advertising, Marketing and Listing

- 10.1. Improper promotional activities, which are not in keeping with the spirit and intent of the *Liquor Control Act, Regulations, Policies, and Policy Guidelines*, may result in disciplinary action as outlined in this policy.
- 10.2. Products to be listed by the NSLC for retail sales shall be selected and approved by the Insights and Customer Engagement Team at the NSLC.
- 10.3. Products to be listed by the NSLC for retail sales shall be subject to mark-ups as outlined in Appendix C.

11. Manufacturers’ Obligations - Employees

- 11.1. In this section employees means an employee of a manufacturer including:
 - Individuals with 20% or greater ownership interest
 - Manufacturing employees
 - Retail store employees
 - Off-site store employees
 - Hospitality room employees
 - Registered Representatives and/or
 - Direct to customer delivery employees.
- 11.2. Employees of a manufacturer shall have no employment relationship whatsoever with the NSLC or AGFT.
- 11.3. Employees shall not consume any beverage alcohol while on duty except as required for quality assurance purposes.

11.4. Employees who sell or serve beverage alcohol product shall complete responsible sales training as required by the NSLC.

11.5. Employees who sell or serve beverage alcohol product shall request proof of age from customers in accordance with NSLC guidelines and training to ensure the product is sold responsibly.

12. Manufacturers’ Obligations - Contract Production

12.1. The hiring manufacturer shall warehouse their finished product at their own primary production facility unless otherwise authorized by the NSLC.

12.2. Any finished product temporarily stored at the host plant site shall be stored in a clearly delineated area.

13. Manufacturers’ Obligations - Collaborative Production

13.1. Any changes to the collaborative manufacturing arrangement contract shall be reported to the NSLC in advance of submitting any standard reporting required by permit terms and conditions.

13.2. Manufacturers shall warehouse their respective allocation of finished product at their own primary production facility.

14. Manufacturer’s Retail Store - General

14.1. Retail stores shall only be permitted where manufacturing is ongoing.

14.2. Manufacturers shall notify the NSLC either at the time of permit application, or at the time of a change in business plans, of their retail store.

14.3. Retail stores shall be fully segregated from manufacturing at all times.

14.4. The retail store may sell other related products including:

- manufacturer branded merchandise (such as apparel, bags, and barware)
- beverage alcohol related products (such as corkscrews, bottle openers and glassware)
- locally produced crafts
- other products as approved in writing by the NSLC

14.5. The retail store shall comply with provincial retail closing legislation, applicable by-laws of the jurisdiction in which the store is located, and any other requirements as may be determined by the NSLC.

14.6. The retail store shall only be open as prescribed in the permit terms and conditions, or as otherwise indicated by the NSLC.

14.7. Where a manufacturer’s retail store is co-located with a licensed establishment the retail store shall:

- store beverage alcohol for retail sale in fully segregated area
- have a separate point of sale system and accounting system
- limit retail hours to 9AM to 10PM
- purchased retail product must be immediately removed from the licensed area.

15. Manufacturer’s Retail Store - Product Delivery Direct to Customers

15.1. Individuals engaging in beverage alcohol delivery shall undergo responsible sales training as required by the NSLC.

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- 15.2. Delivery shall only be completed as prescribed in the permit terms and conditions, or as otherwise indicated by the NSLC.
- 15.3. Proof of age shall be required upon delivery.
- 15.4. Employees or common carriers completing delivery shall keep records, for a minimum of two years, of all deliveries; records shall be made available to the NSLC upon request.

16. Manufacturer’s Off-Site Stores

- 16.1. Off-site Store Permits allow permitted Manufacturers to operate a temporary off-site store and provide samples at events.
- 16.2. Off-site Store permits may be issued for events that are recurring in nature including Public Markets; a venue where organized vendors gather on a regular basis in a common location to market food and other items for which they are responsible, under the direction of a public market organizer¹.
- 16.3. Permits shall be issued for events that are five (5) days or shorter in duration, unless the NSLC provides prior written approval for a longer duration.
- 16.4. The event specified in the off-site permit application may be hosted or sponsored by an industry association recognized by the NSLC. An industry association may only host four events per calendar year.
- 16.5. The event must be for the primary purpose of promoting Nova Scotia tourism, the local agricultural industry, local food and beverage industry, or other local economic development opportunities approved by the NSLC.
- 16.6. Hosts/sponsors of an event shall be present for a portion of the event.
- 16.7. Sample sizes shall not be greater than those outlined in Appendix B.
- 16.8. Employees at the off-site store shall be paid employees or representatives of the Manufacturer.

17. Hospitality Rooms

- 17.1. Manufacturers with an active manufacturers permit may apply for a Hospitality Room Permit.
- 17.2. Beverage alcohol serving sizes shall not be greater than those outlined in Appendix D.
- 17.3. Manufacturers operating hospitality rooms shall adhere to minimum pricing as set out in the *Liquor Licensing Regulations*.
- 17.4. Hospitality rooms shall not be used for the purpose of inducement and shall not permit over-consumption.
- 17.5. Hospitality rooms shall be located at the same or the immediately adjacent civic address of the plant site unless otherwise approved by the NSLC.
- 17.6. Hospitality rooms shall be properly designed and equipped to help ensure that control is maintained.
- 17.7. Hospitality rooms shall be fully segregated from manufacturing at all times unless otherwise approved by the NSLC.

¹Nova Scotia Food Safety Guidelines for Public Markets

- 17.8. Manufacturers or their employees shall not allow a person under 19 years of age in the premises unless accompanied by a guardian, excluding paid employees of the Manufacturer.
- 17.9. Manufacturers or their representatives shall not allow any beverage alcohol to be removed from the premises unless sealed and sold through the manufacturers retail store.

18. Tasting Permits

- 18.1. Tasting permits may be issued to societies, organizations, manufacturers, distributors, or brokers who wish to engage in product tastings or sampling. Sampling and tasting sizes must be adhered to, as set out in Appendix B.
 - 18.1.1. Sampling shall be permitted by manufacturers, distributors, or brokers and shall be for the purposes of product promotion or education with no fee or cost charged to the customer.
 - 18.1.2. Tasting shall be permitted by societies and organizations for the purposes or education or the exploration of new products where a fee may be charged to the customer for the experience/education component, but not for the beverage alcohol itself.
- 18.2. Permit holders, and all employees who handle beverage alcohol, shall undergo responsible sales training as required by the NSLC.

19. Gift Basket and Subscription Box Permits

- 19.1. Individuals or companies shall have an existing business registered in the province of Nova Scotia.
- 19.2. Individuals or companies shall not have an existing relationship with a manufacturer, vendor, broker, or Registered Representative.
- 19.3. Beverage alcohol for resale through a Gift Basket or Subscription Box permit shall be first purchased from the NSLC, or from a manufacturer.
- 19.4. Permit holders shall submit monthly reports to the NSLC, by no later than the 15th of the following month, documenting proof of purchase during the month prior and the contents of each order.
 - 19.4.1. Failure to submit reports may result in enforcement action as outlined in this policy.
- 19.5. Permit holders, and all employees who handle beverage alcohol, shall undergo responsible sales training as required by the NSLC.
- 19.6. Gift Basket Permits
 - 19.6.1. Beverage alcohol sold as part of a gift basket shall not exceed 49% of the total retail value of the gift basket.
- 19.7. Subscription Box Permits
 - 19.7.1. Permit holders shall not be permitted to offer subscriptions on a frequency greater than one delivery per month per subscription.
 - 19.7.2. Permit holders shall require a minimum of three consecutive purchases per customer to constitute a subscription.

20. Registered Representatives and Manufacturer Employees

- 20.1. Registered Representatives shall not be in conflict with a licensee or the NSLC.
 - 20.1.1. Manufacturers who have ownership in up to four licensed establishments may be, or employ, Registered Representatives.

- 20.2.** Manufacturers and Registered Representatives shall be permitted to engage with licensees, the NSLC and PWSS for the purpose of receipt or solicitation of orders for the sale of beverage alcohol product.
- 20.3.** Manufacturers and Registered Representatives shall be permitted to represent their brands/products at special events, such as sporting events and concerts, with the sole purpose of brand/product promotion.
- 20.4.** Manufacturers and Registered Representatives may engage in sampling with licensees and their employees in compliance with the *Liquor Licensing Regulations* and this policy.
- 20.5.** Manufacturers and Registered Representatives may engage in sampling with customers at a licensed establishment in compliance with the *Liquor Licensing Regulations* and this policy.
- 20.6.** The following shall be considered inducements:
 - free beverage alcohol product, excluding approved sampling
 - money or other agreements for exchange of fees/money for services
 - installation of or exchange of products or infrastructure not directly related to the service and promotion of beverage alcohol
- 20.7.** Manufacturers and Registered Representatives shall not solicit or receive orders for the sale of beverage alcohol to licensees where price per unit is less than total landed cost as calculated by the NSLC.
- 20.8.** Manufacturers and Registered Representatives shall ensure the licensee number is recorded on all records of sale to licensees.
- 20.9.** Manufacturers and Registered Representatives shall not engage in any promotions or giveaways unless explicitly authorized by this Policy or otherwise approved by the NSLC.

References

Permit Procedures

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APPENDIX A – PERMIT TYPES

| Permit type | May be issued to the following (provided other regulatory requirements are met): |
|------------------------------|---|
| Brewery | <ul style="list-style-type: none"> • A manufacturer for a specific location for the manufacturing of beer or unstillied malt based RTD products, where the primary business function is to sell packaged product to the NSLC and on to the general public through stores, to licensees, to Private Wine and Specialty Stores (PWSS), or for export. |
| Farm Winery | <ul style="list-style-type: none"> • A manufacturer for a specific location for the manufacturing of wine or wine based RTD products from Nova Scotia agricultural produce, as defined in the <i>Nova Scotia Wine Standards Regulations</i> made under the <i>Agriculture and Marketing Act</i>, where the primary business function is to sell packaged product to the NSLC and on to the general public through stores, to licensees, to PWSS, or for export. • In the case of fortified wine, the distilled product shall be distilled by a Manufacturer with an active Distillery permit or purchased through the NSLC. |
| Non-Grape Farm Winery | <ul style="list-style-type: none"> ○ A manufacturer for a specific location for the manufacturing of non-grape wine or non-grape wine based RTD products, from Nova Scotia agricultural produce, as defined in the <i>Nova Scotia Wine Standards Regulations</i> made under the <i>Agriculture and Marketing Act</i>, where the primary business function is to sell packaged product to the NSLC and on to the general public through stores, to licensees, to PWSS, or for export. |
| Winery | <ul style="list-style-type: none"> • A manufacturer for a specific location for the manufacturing of wine or wine based RTD products, where the primary business function is to sell packaged product to the NSLC and on to the general public through stores, to licensees, to PWSS, or for export. • In the case of fortified wine, the distilled product shall be distilled by a Manufacturer with an active Distillery permit or purchased through the NSLC. |
| Non-Grape Winery | <ul style="list-style-type: none"> • A manufacturer for a specific location for the manufacturing of non-grape wine or non-grape wine based RTD products, |

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| | <p>where the primary business function is to sell packaged product to the NSLC and on to the general public through stores, to licensees, to PWSS, or for export.</p> |
| Distillery | <ul style="list-style-type: none"> • A manufacturer for a specific location for the manufacturing of distilled spirits or spirit based RTD products, where the primary business function is to sell packaged product to the NSLC and on to the general public through stores, to licensees, to PWSS, or for export. |
| Off-site Store | <ul style="list-style-type: none"> • A manufacturer with an active manufacturer permit and retail store are permitted to operate an off-site store at an event to retail their finished product and distribute sample of their product; events must meet the requirements set out in the Regulations. |
| Tasting | <ul style="list-style-type: none"> • Societies, organizations, manufacturers, distributors or brokers who wish to engage in product tastings or samplings adhering to Appendix A sampling and tasting sizes. |
| Hospitality Room | <ul style="list-style-type: none"> • A manufacturer premises which are permanent in nature at a manufacturer’s plant site where the manufacturer’s liquor is sold, or samples provided to customers for consumption on the premises. |
| Physicians and Dentists | <ul style="list-style-type: none"> • Physicians who are registered with the Nova Scotia College of Physicians and Surgeons and require beverage alcohol for medical purposes as described in Section 67 of the <i>Liquor Control Act</i>. • Dentists who are registered with the Nova Scotia Dental Association requiring alcohol to be administered to a patient for simulative or restorative purposes as described in Section 67 of the <i>Liquor Control Act</i>. • Veterinarians who are registered with the Nova Scotia Veterinary Medical Associations requiring alcohol to be administered to an animal for purposes as described in Section 67 of the <i>Liquor Control Act</i>. |
| Nursing Homes | <ul style="list-style-type: none"> • Nursing Homes that are registered with the Nova Scotia Department of Community Services and require beverage alcohol for medical purposes as described in Section 68 of the <i>Liquor Control Act</i>. |

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| <p>Food Industry/Food Manufacturers</p> | <ul style="list-style-type: none"> • Businesses registered in Nova Scotia requiring alcohol in recipes for the preparation of unique foods where required product is purchased from the NSLC stores or direct from Manufacturers in Nova Scotia. |
| <p>Pharmacists and Naturopaths</p> | <ul style="list-style-type: none"> • Pharmacists who are registered with the Pharmacy Association of Nova Scotia requiring alcohol for the purpose of compounding medicines, as a solvent, or as a preservative. • Naturopaths who are registered with the Nova Scotia Association of Naturopathic Doctors requiring alcohol for the purposes of compounding treatment products, as a solvent, or as a preservative. |
| <p>Mechanical/Scientific</p> | <ul style="list-style-type: none"> • Businesses registered in Nova Scotia requiring alcohol for the purposes of performing experiments and/or treatment in the scientific or research field. • Veterinarians in Nova Scotia registered with the Nova Scotia Veterinary Medical Association requiring alcohol for the treatment of animals as described in Section 67(6) of the <i>Liquor Control Act</i>. • businesses registered in Nova Scotia requiring alcohol for the purposes of Cannabis Extraction. |
| <p>Hospitals</p> | <ul style="list-style-type: none"> • Hospitals registered with the Nova Scotia Department of Health and Wellness requiring liquor or alcohol for medical purposes as described in Section 68 of the Liquor Control Act, or for research and/or tissue processing purposes. |
| <p>Sacramental Wine</p> | <ul style="list-style-type: none"> • A church vendor or religious association approved by the NSLC to purchase and sell wine to a minister of any religious faith that is authorized for use with for sacramental purposes. |
| <p>NATO</p> | <ul style="list-style-type: none"> • Service personnel on an exchange program as authorized by the Department of National Defense and the Canada Revenue Agency. • Service personnel are entitled to a 32% discount on spirits and an 8% discount on wine based on the net selling price. |
| <p>Warehouses</p> | <ul style="list-style-type: none"> • A manufacturer, or other approved individual/organization, having a structure or room for the receipt, storage and shipment of their beverage alcohol products and related promotional material. The beverage alcohol products are to be sold to the NSLC and/or for export. The area where the |

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| | <p>liquor products are stored is to be secure and segregated from other commodities and access by the general public.</p> <ul style="list-style-type: none"> • A structure or room authorized by the NSLC to warehouse NSLC product. |
| Agency Stores | <ul style="list-style-type: none"> • A store established pursuant to the authority contained in subsection (4) of Section 42 of the <i>Liquor Control Act</i> (the <i>Act</i>), the operator of which may sell beverage alcohol under the control of the Corporation. |
| Gift Baskets | <ul style="list-style-type: none"> • Non-manufacturers who operate a business which provides a variety of products to customers with the option of adding beverage alcohol to a package/purchase. |
| Subscription Baskets | <ul style="list-style-type: none"> • Non-manufacturers who operate a business which provides a subscription style box for beverage alcohol to customers. |
| Private Wine and Specialty Stores | <ul style="list-style-type: none"> • A store established pursuant to the authority contained in subsection (4) of Section 42 of the <i>Act</i>, the operator of which may pursuant to this Act sell beverage alcohol under the control of the Corporation where the primary purpose is to sell beverage alcohol not available through the NSLC. |
| Other | <ul style="list-style-type: none"> • Existing special permits operating for two or more years before the passing of this policy, or those authorized by NSLC’s President and CEO and are for purposes that are in keeping with the spirit and intent of the <i>LCA</i> and Regulations. |

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APPENDIX B – SAMPLE AND TASTING SIZES

| Beverage Alcohol Type | Sample & Tasting Size | |
|------------------------|--|----------------------|
| | Off-Site Retail Store, Sampling and Tastings (no food) | Tastings (with meal) |
| Beer | 2oz | 6oz |
| Cider | 2oz | 6oz |
| Wine | 1oz | 3oz |
| Mead (ABV<10%) | 2oz | 6oz |
| Mead (ABV>10%) | 1oz | 3oz |
| Spirits | 0.5oz | 1oz |
| Cocktails | 0.5oz | 1.5oz |
| RTD (any base alcohol) | 2oz | 6oz |

APPENDIX C – NSLC MARK-UPS

| | | % Markup ² |
|----------------|--|-----------------------|
| Spirits | Nova Scotian Distilled Spirit 100% Nova Scotian product (Annual Global Production 0-75,000 litres) | 50% |
| | Nova Scotian Distilled Spirit (Annual Global Production 0-75,000 litres) | 60% |
| | Nova Scotian Blended Spirit Nova Scotian product included in production (Annual Global Production 0-75,000 litres) | 70% |
| | Nova Scotian Blended Spirit (Annual Global Production 0-75,000 litres) | 80% |
| | Nova Scotian Distilled Spirit (Annual Global Production 75,001 – 150,000 litres) | 110% |
| | Nova Scotian Blended Spirit (Annual Global Production 75,001 – 150,000 litres) | 120% |
| | Nova Scotian produced One Pour Cocktails | 140% |
| Wine | Nova Scotian Blended Spirit ³ (applied after Annual Global Production > 150,000 litres) | 160% |
| | Nova Scotian Grape Wine Minimum 85% Nova Scotian raw materials and up to 15% Canadian raw materials required | 50% |
| | Nova Scotian Bottled Wine | 60% |
| | Nova Scotian non-grape Wine (Cider/Mead) | 140% |
| | | 45% |

² Mark-up is calculated on total landed cost minus the difference in excise tax per unit.

³ Manufacturers producing in surplus of 150,000L receive the appropriate mark-up defined in the 75,001-150,000L categories on their first 150,000L of production.

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| | | |
|-------------|---|-------|
| | 100% Nova Scotian raw materials | |
| | Nova Scotian non-grape Wine (Cider/Mead) 100% Nova Scotian raw materials | 30% |
| | Nova Scotian Cider | 102% |
| | Nova Scotian Cider Keg | 60% |
| Beer | Nova Scotian Beer (Annual Global Production first 15,000HL or \$1,000,000 in benefit, whichever threshold met first) | 40% |
| | Nova Scotian Beer Keg (Annual Global Production first 15,000HL or \$1,000,000 in benefit, whichever threshold met first) | 30% |
| | Nova Scotian Beer (Annual Global Production first 15,000HL or \$1,000,000 in benefit, whichever threshold met first) | 84.5% |
| | Nova Scotian Beer Keg (Annual Global Production first 15,000HL or \$1,000,000 in benefit, whichever threshold met first) | 60% |
| RTD | Nova Scotian RTD spirit or malt base 0-9.99% ABV | 102% |
| | Nova Scotian RTD spirit or malt base 10.00% ABV | 110% |
| | Nova Scotian Wine Based RTD | 140% |

APPENDIX D – HOSPITALITY ROOM SERVING SIZES

| Beverage Alcohol Type | ABV | Serving Size |
|------------------------------|------------|---------------------|
| Beer | N/A | N/A |
| Cider | N/A | N/A |
| Wine | N/A | 5oz |
| Mead | N/A | 5oz |
| Spirits | N/A | 2oz |
| Cocktails | ABV>23% | 1oz |
| Cocktails | 7-23% | 5oz |
| Cocktails | ABV<7% | N/A |
| RTD (any base alcohol) | N/A | N/A |

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