

# MATT DANYSH FARMS, INC. LEASE



# Parcel 1 Farm Lease – Matt Danysh Farms, Inc.

**Background:** CCIA is located on approximately 2,400 acres of land. A significant portion of which remains unimproved and available for agricultural use. In addition, this lease will help to reduce mowing costs on unimproved property and generate revenue. Parcel 1 consists of 692.35 acres of aeronautical land utilized for agricultural purposes. The current operator; Matt Danysh Farm, Inc. has a long-standing history with the City having farmed this land since 2010.

**Summary:** The proposed lease terms are highly favorable to the City, securing a guaranteed revenue stream for a five-year term with an additional three-year option to renew. Key highlights of the agreement include:

- **Market Position:** The starting rental rate is positioned above the current Fair Market Value (FMV).
- **Revenue Growth:** A fixed annual escalation of 1% ensures consistent growth over the life of the lease.
- **Operational Continuity:** Maintaining this partnership ensures the land remains managed and productive, reducing airport maintenance costs and preventing wildlife hazards through active farming.
- **Financial Opportunity:** Annual **revenue of \$83,213** with an annual increase in Years 2 – 5.

**Recommendation:** Airport Staff recommend approval of this lease. Matt Danysh Farms, Inc. has proven to be a valued partner who consistently meet their obligation and maintain the land to airport standards.

