



London International Airport REQUEST FOR PROPOSAL For 360 Acres of Agricultural-Use Farmland

Issue Date: July 11th, 2025
Closing Date: August 8th, 2025
Issued By: London International Airport Authority (LIAA)
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PART I - GENERAL INFORMATION FOR PARTIES INTERESTED IN TENDERING FOR THE LEASE OF AIRPORT FARMLANDS

1. Airport Introduction

The London International Airport Authority (LIAA) is inviting qualified and experienced proponents to submit proposals for the **lease and agricultural use** of approximately **360 acres of farmland** located on airport property at **London International Airport (YXU), London, Ontario, Canada**.

This land is suitable for agricultural purposes, and LIAA seeks to ensure sustainable, environmentally responsible use that aligns with airport operations and regulatory requirements.

2. About London International Airport (YXU)

London International Airport (IATA: YXU) is a key regional airport located in London, Ontario, Canada. Operated by the London International Airport Authority (LIAA), plays a vital role in southwestern Ontario's transportation infrastructure by connecting the region to domestic and international destinations.

Strategically situated just 15 minutes from downtown London, the airport offers convenient access for both passengers and businesses. It serves as a hub for air travel, air cargo, and general aviation, while also supporting a wide range of commercial, aviation, and non-aviation activities across its expansive property.

In recent years, London International Airport has experienced steady growth in passenger traffic and continues to expand its services to meet the needs of travelers and the local economy. LIAA is committed to safety, efficiency, and sustainability, and it actively manages its land assets—such as agricultural parcels—to ensure responsible, productive use that aligns with its aviation operations.

The airport's lands include areas zoned for agricultural purposes, which are managed in accordance with aviation safety regulations, Transport Canada guidelines, and environmental best practices.

3. Objectives

The primary objectives of this RFP are to:

- Lease airport-owned land for **agricultural production**, compatible with aviation safety.
- Promote **sustainable farming practices** and optimal land use.
- Maximize **revenue generation** from airport lands while ensuring operational compatibility.
- Engage with **reliable, experienced agricultural partners**.

4. Property Description

- **Total Area Available:** Approximately 360 acres
- **Location:** Various parcels located on the grounds of London International Airport
- **Zoning:** Agricultural
- **Access:** Controlled access via designated routes
- **Other Notes:** Use must not attract wildlife hazardous to aviation (e.g., large flocks of birds, standing water, etc.)

Site maps and legal land descriptions will be provided to proponents upon request or included as Appendix A.

5. Term of Lease

- **Initial Term:** 5 years January 1st 2026
- **Option to Renew:** Subject to mutual agreement and performance review

6. Scope of Use

Permitted uses include:

- Row crop production (corn, soybeans, wheat, etc.)
- Hay or forage crops
- Other compatible agricultural activities approved by LIAA

Prohibited uses:

- Livestock operations
- Storage of hazardous materials
- Any activity attracting wildlife hazards
- Cultivation of any cannabis products
- **Start Date: January 1, 2026**

7. Proposal Requirements

Proposals must include:

1. **Company/Operator Profile**
 - Name, address, and contact info
 - Experience and qualifications in farming
2. **Proposed Use of Land**
 - Crops to be grown
 - Farming methods (e.g., conventional, no-till, organic)
3. **Financial Offer**
 - Annual lease rate (e.g., per acre or lump sum)
 - **Optional:** Proponents may also propose a **crop-sharing arrangement** in lieu of or in addition to a fixed lease payment. If proposing a crop share model, include:

- Proposed percentage split between proponent and LIAA
- Expected yield estimates
- Marketing, logistics, and reporting process for crop sales

Note: LIAA is open to considering crop-sharing models that demonstrate fair market value, effective risk management, and transparency, but a crop-share proposal is not required to submit a compliant proposal.

4. Sustainability Plan

- Soil conservation, nutrient management, and erosion control

5. Proof of Insurance

- Minimum liability coverage: \$5,000,000

6. References

- Minimum of two references from recent agricultural leases or contracts

8. Evaluation Criteria

Proposals will be evaluated based on:

Criteria	Weight
Farming Experience & Qualifications	25%
Proposed Use & Land Management Practices	25%
Financial Offer (including optional crop share model, if proposed)	25%
Sustainability and Environmental Practices	15%
References and Past Performance	10%

If a crop-share model is proposed, its **clarity, fairness, and feasibility** will be taken into account as part of the financial offer evaluation.

9. Submission Instructions

Submit proposals by **August 8, 2025 at 3pm** in PDF format via email to:

Email: gvanderhoek@flylondon.ca

Subject Line: RFP – Agricultural Lease – London International Airport

Late submissions will not be considered.

10. Site Tour & Questions

An optional site tour will be held on **July 24th, 2025 at 10AM**. RSVP required by **July 21st, 2025**.

All questions must be submitted by email to the contact person listed above by **July 25, 2025**. Responses will be shared with all proponents.

11. Additional Information

- The successful proponent will be required to enter into a **formal lease agreement** with LIAA.
- All operations must comply with **Transport Canada regulations, aerodrome safety protocols, and local agricultural and environmental laws.**
- Lessee is responsible for maintaining the land and complying with all safety and reporting requirements.
- Please be advised that the current tenant holds a first right of refusal clause on any incoming offers.

Schedule A – Proposal Submission Form

Agricultural Lease – London International Airport (YXU)

Closing Date: August 4, 2025

1. Proponent Information

Company / Individual Name: _____
Address: _____
Contact Person: _____
Title: _____
Phone Number: _____
Email Address: _____

2. Company Profile & Qualifications

Please provide a brief summary of your organization, farming experience, and relevant background (you may attach a separate document if needed).

3. Proposed Use of Land

- **Intended Crop(s):**

- **Farming Method (e.g., conventional, no-till, organic):**

- **Other relevant details (e.g., crop rotation plan):**

4. Financial Proposal (5-Year Term)

Please complete one or both of the following tables:

A. Fixed Annual Lease Payment (CAD)

Year	Proposed Rate per Acre	Total Acreage	Total Annual Payment (CAD)
Year 1	\$ _____	_____ acres	\$ _____
Year 2	\$ _____	_____ acres	\$ _____
Year 3	\$ _____	_____ acres	\$ _____
Year 4	\$ _____	_____ acres	\$ _____
Year 5	\$ _____	_____ acres	\$ _____
Total (5 Years)	\$ _____	_____ acres	\$ _____

Note: If different parcels have different rates, please include a breakdown as an appendix.

B. Crop Share Model (Optional)

Year	Estimated Crop(s)	Estimated Gross Revenue (CAD)	Proponent Share (%)	LIAA Share (%)	Estimated Value of LIAA Share (CAD)
Year 1	_____	\$ _____	_____%	_____%	\$ _____
Year 2	_____	\$ _____	_____%	_____%	\$ _____
Year 3	_____	\$ _____	_____%	_____%	\$ _____
Year 4	_____	\$ _____	_____%	_____%	\$ _____
Year 5	_____	\$ _____	_____%	_____%	\$ _____
Total (5 Years)	_____	\$ _____	_____%	_____%	\$ _____

Notes:

- Please describe your assumptions and the method of calculating revenue and LIAA's share.
- Include sample reporting format(s) and expected frequency of payments/distributions.

5. Sustainability & Land Management Practices

Describe your approach to:

- Soil conservation:

- Nutrient management:

- Erosion and weed control:

6. Insurance Declaration

I confirm that I will obtain and maintain insurance as required by the RFP, including:

- Commercial General Liability (minimum: \$5,000,000)

☐ Yes ☐ No

(Attach certificate of insurance or letter of intent)

7. Declarations

I/we the undersigned, hereby submit this proposal in response to the RFP issued by the London International Airport Authority. I/we confirm that the information provided is true and accurate, and agree to the terms and conditions outlined in the RFP.

Name (Print): _____ **Signature:** _____ **Date:** _____

- (1) Any notice required to be given to the Proposer shall be sufficiently given if personally served:
- (i) on the Proposer; or
 - (ii) if the Proposer is a corporation, then at its Head Office or principal place of business;

- (2) Any notice required to be given to the Airport Authority shall be sufficiently given if personally served on or forwarded by registered mail or priority post, addressed to:

Gerry Vanderhoek
London International Airport
Director, Commercial & Air Services
10 Seabrook Way
London, ON N5V 3B6
gvanderhoek@flylondon.ca
Ph: (519) 452-4018
Fax: (519) 453-6219

- (3) Any and every notice mentioned in subsection (1) and (2) of this section, if forwarded by mail, whenever mailed shall be deemed to be given on the date on which the same is, in fact, delivered or on the fifth business day next following the date on which it is mailed, whichever is the earlier.

2. Irregular Proposals

Conditional, referential or alternate proposals will not be accepted. Referential proposals are those that refer to other proposals for their validity. Any party submitting such a proposals will be disqualified and the proposal rejected.

3. Rights of the Greater London International Airport Authority

Notwithstanding anything contained in this invitation to proposal or in any statement made at any proposal briefing, the Greater London International Airport Authority shall have no obligation to accept the highest proposal or any other proposal.

DATE

SUBMITTED BY:

(Name of Company)

PER:

(Name of Duly Authorized Official and Title)

SIGNATURE:

WITNESS:

SEAL:

Schedule B – Organizational Data & References

Agricultural Lease – London International Airport (YXU)

Closing Date: August 8, 2025

1. Organizational Data

Company/Organization Name _____

Address _____

Contact Person Name _____

Contact Person Title _____

Contact Phone Number: _____

Contact Email Address: _____

Years in Business _____

Type of Business (e.g., sole proprietorship, partnership, corporation) _____

Number of Employees _____

Description of Core Business Activities _____

Relevant Agricultural Experience (brief summary)

2. Key Personnel

Full Name	_____
Position/Role	_____
Years of Experience	_____
Relevant Skills or Duties	_____

3. References

Please provide at least **two (2)** references from recent agricultural land leases, contracts, or projects. Include contacts who can verify your qualifications and performance.

Reference Name	_____
Phone Number	_____
Email Address	_____
Nature of Work Performed	_____
Duration (Years)	_____

Reference Name	_____
Phone Number	_____
Email Address	_____
Nature of Work Performed	_____
Duration (Years)	_____

4. Additional Information

Please attach any additional documents that support your organizational capabilities and qualifications relevant to this RFP (e.g., certifications, licenses, awards).

Declaration

I hereby certify that the information provided is accurate and truthful to the best of my knowledge.

Name (Print)

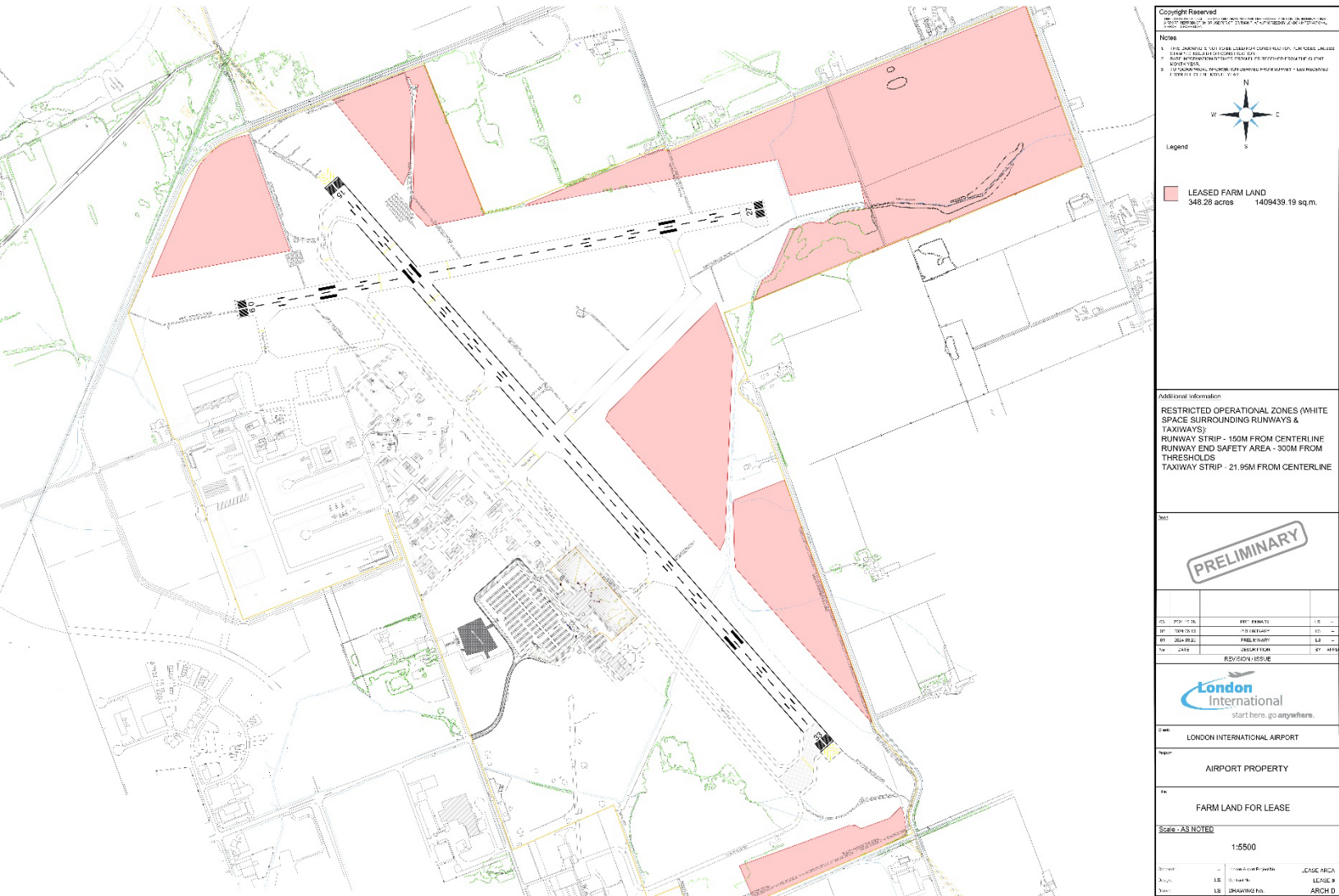
Signature

Date

APPENDIX “A”

Site Map and Parcel Details

[Link to View Site Map Online](#)



APPENDIX “B”

Draft Lease Agreement

[Link to View Draft Lease Online](#)