

Request for Qualifications (RFQ): Housing Development Partner in Oronoco, MN

People's Energy Cooperative – Invitation to Qualified Developers

Introduction

People's Energy Cooperative ("the Cooperative") invites experienced and innovative housing developers and real estate firms to submit qualifications for the purchase and development of a 5.25-acre parcel located in Oronoco, Minnesota. The Cooperative's goal is to partner with a developer to create a relatively dense housing project that leverages Oronoco's new Development Flex Zoning Code, maximizes housing opportunities, and sets a standard for creativity and efficiency in residential design to inspire additional public-private development in the region.

Site Description

The available parcel comprises approximately 5.25 acres within the city limits of Oronoco, MN. The property benefits from proximity to local amenities, transportation corridors, and is targeted to be governed by the newly adopted Development Flex Zoning Code, pending final approval of the new code and rezoning thereafter. This classification allows for greater flexibility and density than traditional zoning. Full site details, maps, and zoning documentation are attached as Appendix A.

Development Objectives

- Partner with an experienced developer to maximize productivity and minimize risk to Cooperative membership.
- Maximize residential density in accordance with Oronoco's Development Flex Zoning Code.
- Encourage innovative unit configurations, including but not limited to multi-family, townhomes, or clustered housing.
- Allow for rental or for-sale housing, with flexibility in ownership structure (e.g., fee simple, condominium, cooperative, etc.).
- Promote a mix of workforce, market-rate, and generally attainable housing to help the community serve a wide cross section of the population while not mandating income restrictions.

Incentive Options

To support a successful and impactful development, People's Energy Cooperative will consider offering a range of incentives, but will look to potential developers to determine what combination would be most helpful and least restrictive in achieving the goals of the project. These may include but are not limited to:

- Partially discounted land price for qualified proposals
- Access to low-interest loans for construction or permanent financing
- Custom energy efficiency rebates tailored to the project's design and systems
- Assistance with local government processes, including permitting and accessing additional public programs and incentives

Developer Qualifications

Interested parties must demonstrate:

- Strong financial and organizational capacity to execute a project of this scale
- Successful experience with innovative zoning applications and medium and high-density housing developments
- Proven ability to leverage multiple incentive and financing programs, particularly for workforce and market-rate housing

Submission Requirements

1. Cover letter summarizing interest and alignment with project goals
2. Detailed company profile, including organizational structure and key personnel
3. Evidence of financial capacity
4. Portfolio of relevant projects, especially those involving flexible zoning and incentive utilization
5. Approach to maximizing density and incorporating innovative housing types
6. References from past municipal or utility partners

Timeline

- RFQ Submission Deadline: November 14th, 2025, by 5:00 PM (Central Time)
- Selection Process: Review and interviews will occur through the fall/winter of 2025–2026, with finalist selection anticipated by early 2026.

Contact Information & Submission Instructions

Please submit all required materials electronically (PDF format preferred) to:

People's Energy Cooperative

Attn: Housing Development RFQ

Housing@peoplesenergy.coop

Or

Oronoco Crossing Housing Project

C/O Marty Walsh

1775 Lake Shady Ave S

Oronoco, MN 55960

Questions regarding this RFQ or to request site and zoning documentation should be directed to:

Marty Walsh, CEcD, CKAE

Economic Development & Key Accounts Manager

housing@peoplesenergy.coop

(507) 923-5806

We look forward to receiving your qualifications and partnering to deliver a model housing development for the Oronoco community.