

**Proposal for the City-Owned Real Property at 7045 Burlington Avenue North,
St. Petersburg, FL 33710**

Ramos Development, LLC

Date: May 5, 2025

Submitted to: City of St. Petersburg, Real Estate & Property Management

Deliver to: City of St. Petersburg Municipal Services Center, 9th Floor, One Fourth Street
North, St. Petersburg, FL by 10am May 5th, 2025

EXHIBIT "B" – PROPOSAL FORM

**REQUEST FOR PROPOSAL FOR
THE CITY-OWNED REAL PROPERTY
AT 7045 Burlington Ave N.,
ST. PETERSBURG, FLORIDA, 33710**

Issue Date

April 4, 2025

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal as issued by the City of St. Petersburg on April 4, 2025.

Ramos Development, LLC

Andrew Arena

Name of Company/Organization

Proposal Contact Person



Signature of individual submitting
proposal for above
Company/Organization

andrew@ramoscompanies.com

Contact Person E-mail address

James A. Ramos

813-598-2022

Printed name of Individual

Contact Person Phone

813-436-5563

May 5th, 2025

Contact Person Fax

Figure 1: Proposal Form

Executive Summary

Ramos Development, LLC, in partnership with Land Advisors Organization and ONX Homes proposes a 96-unit affordable for-sale townhome development at 7045 Burlington Avenue North, St. Petersburg, FL, to be named in association with input from the City of St. Petersburg and St. Petersburg College, referred to as 'College Park Townhomes' within this proposal. Our plan delivers hurricane-resistant, Zero Energy Ready townhomes: **5 units (1,470 SF, 2 bed/2 bath) for 80% Area Median Income (AMI) households** and **91 units (1,600 SF, 3 bed/3 bath) for 120% AMI**, fostering homeownership in District 1. With ONX's X+ Construction, we ensure rapid, sustainable delivery. We request the City contribute the land at \$0 cost and provide down payment assistance for 80% AMI units, enabling pricing of \$250,000 (80% AMI) and \$300,000–\$357,000 (120% AMI) without further City funding. Banking partnerships include Suncoast Credit Union for development funding and Supreme Lending for end user financing. Supreme Lending and developer contributed buydowns enhance affordability. The units across 12 lots include 184 off-site parking spaces and adhere to NSM-1 zoning. Marketing, led by RE/MAX Alliance Group, prioritizes St. Petersburg College (SPC) affiliates for 30% of units (29 units), enhancing community ties. With a less-than-18-month construction timeline from full permit approvals to completion, we commit to a binding agreement, maximizing units and affordability per the 2025 RFP, with the goal to complete in 24 months from the initial award to full certificate of occupancy on all units.

8.1 Development Description, End-User, and Conceptual Site Plan

The development comprises 96 for-sale townhomes across 12 lots on the 5.23-acre site: 5 units at 1,470 SF (2 bed/2 bath) for 80% AMI buyers and 91 units at 1,600 SF (16' x 50', two stories, 3 bed/3 bath) for 120% AMI buyers. Designed by Ramos Development, the layout includes 184 off-site parking spaces (1.91 spaces/unit), pedestrian pathways, green spaces, complementing Jungle Terrace and Azalea Park. The existing 20,732 SF Gibbs Wellness Center will be demolished, maximizing housing capacity per the 2025 RFP's removal of the 2024 arts facility requirement. ONX's X+ Construction ensures Category 4 hurricane resistance and Zero Energy Ready certification.

End-User: Households at or below 120% AMI (5 units at 80% AMI), with 30% (29 units) reserved for SPC staff, students, alumni with first right of refusal, and local workforce from education, healthcare, and municipal sectors.

Conceptual Site Plan:



Figure 2: Concept site plan includes 96 units on 12 lots with 184 parking spaces located at 7045 Burlington Ave N.

Townhome Floor Plan and Elevation:



Figure 3: ONX elevation for 1,470-1600 SF, 2/2 to 3 bed/3 bath units

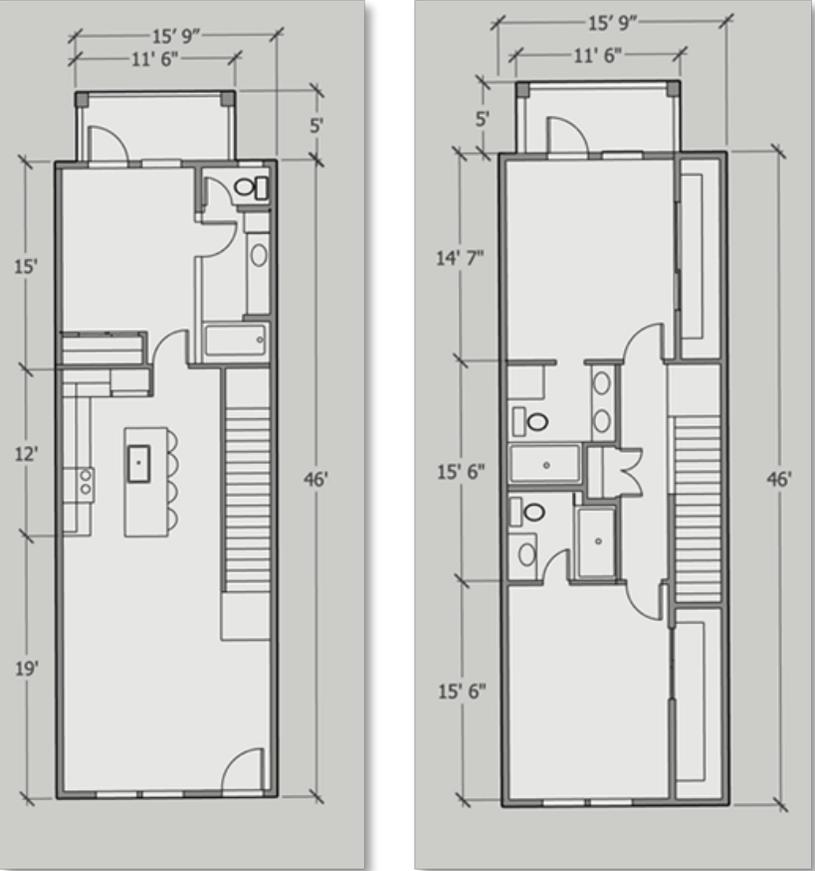


Figure 4: ONX sample floorplan for 1,470-1,600 SF, from 2/2 to 3 bed/3 bath units



Figure 5: ONX - 2 Story elevation options from Past Projects, Garden Style site parking

8.2 Preferred Real Estate Interest

Ramos Development requests the City contribute the land at \$0 cost as a subsidy, leveraging the \$4,820,000 appraised value to maximize affordability, per RFP Section 7. We also request down payment assistance for 80% AMI units (Section 7). Upon City Council approval, we propose a development agreement granting property control, with Ramos Development responsible for taxes post-agreement (Section 6).

8.3 Project Development Pro-Forma and Construction Budget

The project is funded through private capital, and Suncoast Credit Union financing, with land contribution and 80% AMI subsidies as requested support. Total costs are \$28,840,254, averaging \$300,419 per unit, based on 5 units at 1,470 SF and 91 units at 1,600 SF.

Key Financials:

- **Pre-Acquisition/Due Diligence:** \$792,500 (\$8,255/unit), including legal, permits, surveys.
- **Horizontal Development:** \$5,039,020 (\$52,490/unit), covering site work, demolition, landscaping, interest reserve.
- **Vertical Development:** \$23,008,734 (\$239,674/unit), including \$199,154/unit for a mix of 5 units at 1,470 SF & 91 units at 1,600 SF townhomes, \$23,229/unit delivery, approx. \$15,000/unit mortgage buydowns, \$120,000 contributed to HBW 2-10 Warranties, \$100,000 marketing.
- **Total Cost:** \$28,840,254, with no City funding beyond land and 80% AMI subsidies.
- **Unit Pricing:** \$250,000 for 5 units (80% AMI, 1,470 SF); \$300,000–\$357,000 for 91 units (120% AMI, 1,600 SF), with up to 4% seller credits (up to \$15,000 for a \$350,000 average unit).

8.4 Marketing and Sales Plan

RE/MAX Alliance Group (#1 RE/MAX brokerage in Florida, led by John McKinnon), our strategy ensures sales to 80%–120% AMI households, with 30% (29 units) reserved for SPC affiliates per the 2024 purchase contract:

- **SPC Priority Program:** A 2–3 week pre-MLS marketing period for SPC staff/students, with email campaigns, on-campus workshops, flyers, and a housing info session, ensuring MLS Clear Cooperation Policy compliance. Targets 80% AMI units first.
- **Workforce Partnerships:** “Workforce Housing Briefings” with education, healthcare, municipal employers for 120% AMI buyers.
- **Open Houses:** Weekly events showcasing ONX features and benefits and financing options.
- **Digital Platform:** Project website with unit availability, eligibility, lead capture, syndicated via FloridaHousingSearch.org and MLS.
- **Public Relations:** Press releases highlighting SPC integration, affordability, and buyer stories.
- **Resale Restrictions:** 30-year deed restrictions limit resale to 120% AMI households (80% AMI for 5 units), with income verification by third-party housing counselors and City/housing trust right of first refusal, as outlined in the RFP. We request limiting the deed restriction to 10 years to enhance the resale value for buyers.

About RE/MAX Alliance Group - RE/MAX Alliance Group is a leading real estate brokerage in Florida, recognized as the #1 RE/MAX office in the state. Operating as part of RE/MAX's global network of over 140,000 agents across 9,000 offices worldwide, the firm boasts a team of more than 400 REALTORS® working from 15 offices strategically located across Hernando, Hillsborough, Pasco, Pinellas, Sarasota, Manatee, Hardee, Charlotte, and Collier counties. With over 30 years of experience, RE/MAX Alliance Group offers comprehensive real estate services, specializing in residential and commercial property marketing, property management, relocation, mortgage, title, and insurance services. The firm is committed to exceptional customer service, adapting to market changes to deliver tailored solutions for buyers and sellers. Independently owned and operated, RE/MAX Alliance Group ensures clients receive premier experiences through trusted advice and deep market knowledge, making it a powerhouse in navigating the complexities of Florida's real estate landscape.

Pricing and Affordability Strategy - Detail

To establish realistic and market aligned pricing for the proposed townhome development, Justin Weismann and John McKinnon conducted an affordability analysis using HUD designated Area Median Income (AMI) thresholds for households earning at 80% and 120% of the AMI. Our objective was to determine what buyers in these income brackets could realistically afford by calculating monthly housing budgets. We factored in ownership costs such as insurance, property taxes, and HOA fees, as well as down payment scenarios of 3.5 percent, 5 percent, and 10 percent. Using a current interest rate of 6.75 percent, we calculated the maximum home purchase price that would keep monthly payments within the recommended 30 percent of gross income. These calculations provide a practical framework to guide listing prices for the project.

For buyers in the 120% AMI range, particularly those from two to four person households, we found that townhomes priced between \$300k-\$450k are generally affordable. That said, we recommend pricing toward the middle end of this range to attract a wider pool of qualified buyers and reduce financing obstacles. It is important to note that affordability can vary widely depending on each buyer's debt load. For example, two high monthly car payments could reduce a buyer's purchasing power substantially, even if their income meets the AMI threshold. In addition, the biggest variable we face is interest rate fluctuation. If rates rise beyond current levels, many buyers who qualify today may no longer be eligible. One way to counter this is by offering tools such as interest rate buydowns or seller credits, which can increase affordability and improve loan approval rates. According to Justin, he is currently able to offer a one percent interest rate buydown for the first year at no cost to the developer. To further increase buyer eligibility, we plan to

provide a seller credit of two to two and a half percent of the purchase price to help cover closing costs or buy down the interest rate.

Justin’s pricing strategy begins by determining the net price we hope to receive. For example, if our target sale price is \$350k, we could include a two percent seller credit of \$7k thousand dollars in the price and list the home at \$357k. This allows the buyer to benefit from the credit while keeping our net proceeds intact. The worksheet we used outlines this logic and includes the mortgage calculator, down payment variations, and affordability breakdowns by household size.

The biggest challenge in this model comes from buyers in the 80% AMI category, particularly those in households of four or fewer. Even with interest rate buydowns to five percent, their purchasing power is extremely limited unless they receive down payment assistance or grant support. To make these units accessible, we should explore subsidy options from city, county, or state programs. Another potential solution is to develop a specific floor plan with less square footage and lower construction cost, which could be offered at a more attainable price. Alternatively, we may need to accept that a small number of homes reserved for 80 percent AMI buyers may need to be sold at or near cost as a strategic investment to secure the project and ensure success in the overall development. We are seeking city support for the 5 units at 80%, and plan to lower the sq footage slightly to accommodate a lower cost and purchase price.

INCOME LIMIT BY NUMBER OF PERSONS IN HOUSEHOLD								
AMI	1	2	3	4	5	6	7	8
80%	58,450	66,800	75,150	83,450	90,150	96,850	103,500	110,200
120%	87,600	100,080	112,680	125,160	135,240	135,240	155,280	165,240
Assumptions								
30% of Income/Month		2,502	2,817	3,129	3,381	3,381		
Insurance/Month		100	100	100	100	100		
Taxes/Month		350	350	350	350	350		
HOA/Month		150	150	150	150	150		
Maximum Mortgage Payment		1,902	2,217	2,529	2,781	2,781		
Starting Interest Rate (in %)		6.75%	6.75%	6.75%	6.75%	6.75%	no buy down	
Maximum Purchase Price 3.5% Down		291,998	316,949	361,553	397,580	397,580		
Maximum Purchase Price 5% Down		296,608	345,731	394,386	433,684	433,684		
Maximum Purchase Price 10% Down		313,086	364,938	416,296	457,778	457,778		
Closing Price		291,998	316,949	361,553	397,580	397,580		
Resulting Mortgage Payment		1,894	2,056	2,345	2,579	2,579		

Figure 7: Pricing Model based on DownPayments. See financing section

Market Strategy - Detail

To effectively market and sell the affordable townhomes to households earning 80%–120% of the Area Median Income (AMI), our strategy centers on community engagement, direct outreach, and relationship-building, rather than relying solely on traditional advertising. This approach is designed to ensure strong alignment with affordability requirements while generating consistent interest and trust from qualified buyers.

A key component of our plan involves targeted outreach to St. Petersburg College (SPC). Given the historical connection of the site to SPC, we will coordinate with the college's administration to communicate directly with staff, students, and alumni. Tactics will include tailored email campaigns, newsletter placements, digital postings through SPC's internal platforms, and on-campus flyer distribution. In addition, we will host informational sessions and co-branded workshops designed to educate SPC employees and affiliates on eligibility requirements, financing options, and the benefits of affordable homeownership. As long as it conforms with MLS Clear Cooperation Policy, we can offer an exclusive offering to the parties mentioned above to have the first opportunity to sign up for purchasing townhomes

We will also implement community-based outreach by partnering with major local employers in education, healthcare, and municipal sectors. This includes organizing in-person presentations, distributing digital materials through employer networks, and offering "Workforce Housing Briefings" to help potential buyers navigate the process. Open house events will be held weekly providing prospective buyers the opportunity to tour the townhomes, meet sales agents, and experience the neighborhood's amenities and green spaces. These events will also serve as valuable opportunities for gathering testimonials and content for broader media distribution.

To generate visibility and build trust, we will execute a focused public relations campaign. Press releases will be issued to local media outlets to highlight project milestones, community impact, and buyer success stories. These narratives will serve to humanize the project, reinforce its purpose, and resonate with local audiences. Content from open houses and interviews with residents will be used across earned media, social media, and project emails.

Sales efforts will be led by RE/MAX Alliance Group, the #1 RE/MAX brokerage in Florida, which brings the power of over 395 agents and 15 offices statewide. Their team will handle on-site sales, lead buyer consultations, and leverage their agent network for broader buyer outreach. RE/MAX agents will also coordinate regular broker-to-broker presentations to further drive interest and referrals from across the region.

From a digital standpoint, we will launch a dedicated project website that offers 24/7 access to unit availability, eligibility guidelines, and application instructions. The website will include lead capture forms to streamline follow-up and track interest. Social media and email campaigns will deliver consistent updates on construction progress, open house dates, and home availability. We will also ensure compliance and visibility through FloridaHousingSearch.org and syndication through the MLS and major listing platforms.

Execution will be structured in phases. During the first few weeks, we will finalize marketing assets, launch the project website, and initiate outreach with SPC and local employers. By weeks three and four, we will begin open house events and distribute targeted digital materials. In month two, we will roll out the media campaign, activate digital ads, and continue bi-weekly events and employer engagement. Regular coordination with RE/MAX Alliance Group and SPC contacts will ensure accountability, flexibility, and responsiveness throughout the process.

Please see the attached Pricing Worksheet along with the Buydown Analysis Worksheet. Developed with Justin Weismann (Supreme Lending), our strategy ensures affordability per St. Petersburg AMI 2025:

FISCAL YEAR 2025 INCOME LIMITS

SHIP Effective: April 1, 2025 / NSP: May 1, 2024/ HOME: Effective June 1, 2024

Household Size	30% AMI (SHIP)	30% AMI (HOME)	50% AMI (HOME/SHIP)	60% AMI (HOME)	80% AMI	100% AMI	120% AMI (SHIP/TIF)	120% AMI (NSP)
1	\$21,950	\$21,950	\$36,500	\$43,900	\$58,450	\$73,000	\$87,600	\$87,600
2	\$25,050	\$25,050	\$41,700	\$50,100	\$66,800	\$83,400	\$100,080	\$100,080
3	\$28,200	\$28,200	\$46,950	\$56,400	\$75,150	\$93,900	\$112,680	\$112,680
4	\$32,150	\$32,150	\$52,150	\$64,300	\$83,450	\$98,400	\$125,160	\$125,160
5	\$37,650	\$37,650	\$56,350	\$75,300	\$90,150	\$112,700	\$135,240	\$135,240
6	\$43,150	\$43,150	\$60,500	\$86,300	\$96,850	\$121,000	\$145,200	\$145,200
7	\$48,650	\$48,650	\$64,700	\$97,300	\$103,500	\$129,400	\$155,280	\$155,280
8	\$54,150	\$54,150	\$68,850	\$108,300	\$110,200	\$137,700	\$165,240	\$165,240

Figure 8: As listed on the City of St Petersburg website – AMI 2025

- **80% AMI (5 units, 1,470 SF, 2 bed/2 bath):** Priced at \$250,000, targeting 1–4 person households (\$58,450–\$83,450/year). Affordability worksheet shows maximum purchase prices of \$232,124–\$313,782 (3.5% down, 5% buydown to 5%), achievable with seller credits and requested City subsidies (e.g., SHIP, HOME, CDBG).
- **120% AMI (91 units, 1,600 SF, 3 bed/3 bath):** Priced at \$300,000–\$357,000, targeting 1–4 person households (\$87,600–\$125,160/year). Maximum purchase prices of \$291,998–\$397,580 (3.5% down, 6.75% rate) align with pricing, justified by larger units.
- **Financing Tools:** Supreme Lending, led by Justin Weismann (NMLS#51155), offers:
 - **2-1 Buydown:** Reduces 6.99% rate to 4.99% (Year 1), 5.99% (Year 2) for \$335,000 loan, saving \$430.21/month (Year 1), \$220.17/month (Year 2), costing \$7,804.58 (seller-funded).
 - **1-0 Buydown:** Reduces to 5.99% (Year 1), saving \$220.17/month, costing \$2,642.08.
 - **Seller Credits:** 2% (\$7,000 for \$350,000 unit) covers buydowns/closing costs.
- **80% AMI Subsidy Request:** We request City down payment assistance for 5 units to close affordability gaps, ensuring viability without compromising quality, aligned with SHIP/HOME/CDBG programs.

About Supreme Lending and Justin Weismann: Supreme Lending, founded in 1999 and headquartered in Dallas, Texas, is a full-service mortgage lender dedicated to providing exceptional home financing experiences. With a mission to prioritize customer satisfaction, the company offers a wide range of loan products, including conventional, FHA, VA, USDA, and jumbo loans, aiming to streamline the mortgage process with competitive rates, fast turn times, and personalized service. Supreme Lending operates nationwide, focusing on building customers for life through transparency and efficiency, consistently achieving high customer satisfaction ratings, including a 96% rating in 2024.

Justin Weismann, a Producing Branch Manager at Supreme Lending (NMLS #51155), serves the Tampa, FL area with a commitment to guiding clients through the homebuying process. Based at 12958 N. Dale Mabry Hwy, Suite 12970, Tampa, FL 33618, Weismann and his team emphasize personalized support, offering expert communication and a variety of financing options tailored to first-time buyers, seasoned homeowners, and investors.

Weismann ensures a seamless mortgage experience, aligning with Supreme Lending’s vision of enriching lives by helping clients achieve homeownership.

Financing Options Worksheet

LOAN PROGRAM	CONVENTIONAL	MAX SELLER PAID CLOSING COSTS	3%	\$10,500.00
PURCHASE PRICE	\$350,000.00	EST. SETTLEMENT COSTS (w/o BUYDOWN)		\$151,309.23
TOTAL LOAN AMOUNT (w/ UFMIP)	\$335,000.00	SELLER PAID CLOSING COSTS		\$7,900.00 2.26%
UFMIP AMOUNT (FHA & VA)	\$0.00	ELIGIBLE FOR 1-0 BUYDOWN	Yes - SPCCs is Sufficient	
CLTV	95.71%	ELIGIBLE FOR 2-1 BUYDOWN	Yes - SPCCs is Sufficient	
ANNUAL TAXES (EST.)	\$3,500.00	ELIGIBLE FOR 3-2-1 BUYDOWN	No - Not Enough SPCCs	
ANNUAL HOMEOWNER'S INS. (EST.)	\$2,000.00			
INTEREST RATE	6.990%			
MORTGAGE INSURANCE (MONTHLY)	\$0.00			
TERM IN MONTHS	360			
MONTHLY HOA DUES	\$0.00			

	CONVENTIONAL USING 3-2-1 BUYDOWN					CONVENTIONAL USING 2-1 BUYDOWN			CONVENTIONAL USING 1-0 BUYDOWN	
	STANDARD	YEAR 1	YEAR 2	YEAR 3	YEAR 4 - 30	YEAR 1	YEAR 2	YEAR 3 - 30	YEAR 1	YEAR 2 - 30
TOTAL LOAN AMOUNT	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00
INTEREST RATE	6.990%	3.990%	4.990%	5.990%	6.990%	4.990%	5.990%	6.990%	5.990%	6.990%
TERM IN MONTHS	360	360	360	360	360	360	360	360	360	360
MONTHLY PAYMENT BREAKDOWN										
PRINCIPAL & INTEREST	\$2,226.51	\$1,597.41	\$1,796.31	\$2,006.34	\$2,226.51	\$1,796.31	\$2,006.34	\$2,226.51	\$2,006.34	\$2,226.51
TAXES (EST.)	\$291.67	\$291.67	\$291.67	\$291.67	\$291.67	\$291.67	\$291.67	\$291.67	\$291.67	\$291.67
HOMEOWNER'S INS. (EST.)	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
MONTHLY PMI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
MONTHLY HOA DUES	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL MONTHLY HOUSING EXPENSE	\$2,684.85	\$2,055.74	\$2,254.64	\$2,464.67	\$2,684.85	\$2,254.64	\$2,464.67	\$2,684.85	\$2,464.67	\$2,684.85
MONTHLY PAYMENT REDUCTION		\$629.10	\$430.21	\$220.17		\$430.21	\$220.17		\$220.17	

REQUIRED SELLER PAID COST FOR BUYDOWN	\$15,353.82	COST FOR BUYDOWN	\$7,804.58	COST FOR BUYDOWN	\$2,642.08
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Figure 9: Buy Down Options



3-2-1 Temporary Interest Rate Buydown

LOAN PROGRAM	CONVENTIONAL
PURCHASE PRICE	\$350,000.00
TOTAL LOAN AMOUNT (w/ UFMIP)	\$335,000.00
CLTV	95.71%
ANNUAL TAXES (EST.)	\$3,500.00
ANNUAL HOMEOWNER'S INS. (EST.)	\$2,000.00
INTEREST RATE	6.990%
MORTGAGE INSURANCE (MONTHLY)	\$0.00
TERM IN MONTHS	360
MONTHLY HOA DUES	\$0.00

As interest rates are on the rise, Supreme Lending is proud to offer the option for a **3-2-1 Temporary Interest Rate Buydown** for eligible, fixed-rate Conventional, FHA, & VA loans.

A temporary buydown allows borrowers to **reduce their monthly mortgage payment** with a lower interest rate for a limited period of time - the first, second, & third years of the loan. Additional upfront funds provided by the seller are required for this interest rate buydown program.

	CONVENTIONAL USING 2-1 BUYDOWN				
	STANDARD	YEAR 1	YEAR 2	YEAR 3	YEAR 4 - 30
TOTAL LOAN AMOUNT	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00	\$335,000.00
INTEREST RATE	6.990%	3.990%	4.990%	5.990%	6.990%
TERM IN MONTHS	360	360	360	360	360
MONTHLY PAYMENT BREAKDOWN					
PRINCIPAL & INTEREST	\$2,226.51	\$1,597.41	\$1,796.31	\$2,006.34	\$2,226.51
TAXES (EST.)	\$291.67	\$291.67	\$291.67	\$291.67	\$291.67
HOMEOWNER'S INS. (EST.)	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
MONTHLY PMI	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
MONTHLY HOA DUES	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL MONTHLY HOUSING EXPENSE	\$2,684.85	\$2,055.74	\$2,254.64	\$2,464.67	\$2,684.85
MONTHLY PAYMENT REDUCTION		\$629.10	\$430.21	\$220.17	
REQUIRED SELLER PAID COST OF 3-2-1 BUYDOWN		\$15,353.82			

Contact Your Mortgage Advisor

Date	May 5, 2025
Company	Supreme Lending
Prepared by	Keith Johnson NMLS# 511155
Title	Mortgage Advisor
Phone	443-821-1946
Fax	813-501-1162
eMail	Justin.Weissman@supremelending.com



If you want to learn more about how to potentially **lower your interest rate**, or get more information on other affordable and flexible mortgage programs, give Supreme Lending a call today!

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Figure 10: 3-2-1 Buy Down Flyer Example

8.5 Energy Efficiency and Conservation

ONX Construction Technology: Features and Benefits

ONX Homes delivers advanced, sustainable, and resilient townhomes through its proprietary X+ Construction technology, perfectly suited to meet the City of St. Petersburg's objectives for rapid delivery, affordability, and environmental responsibility. Since 2021, ONX has completed over 500 homes across Florida, operating three state-of-the-art factories (X+ Component, Pod, and System) to ensure precision and scalability. The following features and benefits highlight ONX's transformative approach:

- **X+ Construction for Speed and Efficiency:**
 - **Feature:** X+ Construction utilizes a fully integrated, patented system (35 patents, including AI and automation) to manufacture core components—such as foundations, insulated sandwich walls, bathroom pods, concrete staircases, and metal roof trusses—in controlled factory settings, assembling them onsite with proprietary mechanical systems.
 - **Benefit:** Accelerates construction to 60 days from foundation pour to completion, 50% faster than traditional methods, enabling a 24-month project timeline that meets the 2025 RFP's emphasis on timely occupancy (Section 9). Factory precision ensures consistent quality, minimizing onsite errors and delays.
- **Unmatched Durability for Coastal Resilience:**
 - **Feature:** Monolithic concrete homes withstand Category 4 hurricanes (150+ mph winds), fire, and moisture, surpassing Florida's coastal building codes. Non-corrosive materials ensure a 100+ year structural lifespan, even in flood-prone areas like St. Petersburg.
 - **Benefit:** Provides long-term resilience, reducing maintenance costs by 40% and insurance premiums by 60%, directly supporting affordability for 80%–120% AMI buyers. Aligns with the RFP's goal of durable housing in District 1's hurricane-prone environment.
- **Zero Energy Ready and Net Zero Efficiency:**
 - **Feature:** Homes are Zero Energy Ready and Net Zero certified, featuring insulated sandwich walls, KOVA Comfort Intelligent HVAC (30% more efficient than traditional systems), and 40% more windows for natural light. Biophilic design elements (natural materials, high ceilings) enhance energy performance.
 - **Benefit:** Cuts energy use by 25% (HERS Index 70 vs. 90+ for traditional homes), saving residents up to 50% on utility bills. Reduces living costs for income-constrained households, supporting the RFP's affordability objectives (Section 9), and qualifies for green financing options like C-PACE.
- **Sustainable Materials and Minimal Environmental Impact:**
 - **Feature:** Employs low-carbon materials like Biocrete (42% lower CO2 emissions), Arcrete (33% lower global warming impact, 66% lower ozone

impact), and Arcrowall (68% lower global warming impact). Factory automation reduces water usage by 40% (500,000 gallons saved per 1,000 homes), material waste by 20%, and onsite environmental damage by 80%.

- **Benefit:** Lowers the project's ecological footprint (42% CO2 reduction, 35% less NOX, 30% less SOX), aligning with St. Petersburg's sustainability goals. Minimizes neighborhood disruption (less noise, air pollution, soil erosion), enhancing community acceptance during construction.
- **Streamlined Logistics and Scalability:**
 - **Feature:** Uses Just-In-Time (JIT) logistics, delivering 70–80 factory-built components per home via 6–8 trailers, compared to 30,000+ elements in traditional builds. Supported by three Florida factories and AI-driven Slate X software for optimized land development.
 - **Benefit:** Reduces logistical costs (30% fewer truck deliveries) and ensures supply chain reliability, supporting the \$28,840,254 budget without additional City funding (RFP Section 9). Scalability ensures consistent delivery for 96 units within the 24-month timeline.
- **Flexible and High-Quality Design:**
 - **Feature:** Accommodates lot-specific requirements (e.g., setbacks, elevations) with footer foundations or elevated piers, meeting NSM-1 zoning and flood zone standards. Factory precision ensures superior quality control over traditional site-built methods.
 - **Benefit:** Ensures compliance without rezoning (RFP Section 9) and delivers high-quality, customizable homes that enhance resident satisfaction and long-term value, complementing the Jungle Terrace and Azalea Park neighborhoods.

ONX Homes' innovative approach positions College Park Townhomes as a model for sustainable, resilient, and affordable housing, directly addressing the 2025 RFP's priorities for energy efficiency, rapid delivery, and community-focused development.

See Exhibit C – ONX Homes Advanced Technology

See Exhibit D – ONX Homes Sustainability and Materials

See Exhibit E – ONX Homes Design and Customers

8.6 Financial Capability

This development is a joint effort between Ramos Development, LLC, Mike Ripley with Land Advisors Organization, and ONX Homes, ensuring a robust financial foundation to successfully execute the 96-unit affordable for-sale townhome project at 7045 Burlington Avenue North. Ramos Development, LLC, Land Advisors Organization, and ONX Homes commit the necessary equity financing to support the total project cost of \$28,840,254, demonstrating strong financial commitment and capacity to manage the project's

execution. Mike Ripley, a Senior Advisor with Land Advisors Organization, brings strategic market expertise and financial acumen, facilitating land strategy optimization and ensuring cost-effective acquisition structuring to support the project's budget. Land Advisors Organization, with its extensive national presence and \$1.5 billion in sales in 2024, provides additional financial stability through its deep industry relationships and market-driven insights, enhancing the project's viability. ONX Homes contributes proprietary X+ Construction technology, leveraging factory-driven efficiencies to reduce construction costs and timelines, ensuring the project remains on budget while delivering high-quality, resilient homes. Any gap financing required to bridge funding needs will be provided by Suncoast Credit Union, a \$18B+ Community Development Financial Institution (CDFI) with a proven commitment to supporting affordable housing initiatives. Suncoast has committed to providing \$23 million in construction and permanent financing, ensuring the project's financial requirements are fully met without reliance on additional City funding beyond the land contribution and requested 80% AMI subsidies. Together, this partnership combines equity, expertise, and institutional financing to deliver College Park Townhomes on schedule and within budget, aligning with the 2025 RFP's financial capability requirements.

- **Suncoast Credit Union:** Suncoast Credit Union – Committed to Affordable Lending & Community Development. Suncoast Credit Union is the nation's largest certified Community Development Financial Institution (CDFI) with more than \$18 billion in assets and over 1.2 million members across Florida. Founded in 1934 to serve teachers and public servants, Suncoast has evolved into a mission-driven, not-for-profit lender focused on:
 - Financing low-income housing and disadvantaged small businesses
 - Supporting underserved communities through flexible lending products
 - Empowering Hispanic and low-income households via targeted programs
- Suncoast holds both the Low Income Designation (LID) from the NCUA and the Juntos Avanzamos certification, recognizing its leadership in financial inclusion and its commitment to eliminating barriers for Hispanic borrowers. As a lending partner in the ALDP program, Suncoast will provide:
 - Construction and permanent financing solutions
 - Mortgage products tailored for income-qualified buyers
 - Tracking and reporting to ensure CRA compliance and equitable distribution

- Suncoast’s mission and infrastructure make it the ideal partner for scaling affordable homeownership and ensuring qualified buyers are supported throughout the purchase process.

8.7 Project Timeline

The project begins immediately upon award, leveraging ONX’s 60-day modular construction technology:

- **Q3 2025:** Approvals, permits.
- **Q4 2025:** Demolition, site preparation
- **Q1–Q2 2026:** Modular construction of 96 units (phased: 48 units by Q1, 48 by Q2).
- **Q3 2026:** Model home completion, St Pete College marketing launch then full marketing launch to public
- **Q4 2026:** First occupancies, phased sales.
- **Q2 2027:** Full occupancy, closeout.

8.8 Binding Agreement Commitment

The collective group led by Ramos Development commits to a binding agreement ensuring completion of 96 affordable townhomes, SPC priority, and alignment with RFP objectives.

8.9 Proposer Entity Description

Ramos Development, LLC, a Florida LLC, is led by James Ramos (sole principal) and operates under Ramos Companies, a certified MBE.

See Exhibit F – Ramos Development MBE certification

8.10 Previous Experience

Ramos Development, LLC brings extensive expertise in residential, commercial, and mixed-use projects across Florida’s Gulf Coast, with a portfolio exceeding \$78 million in completed developments. The firm has successfully executed multi-family developments valued at over \$12 million, including the Gramercy Court townhomes in Dunedin, which delivered 20 for-sale units with a focus on affordability. Ramos Development has also completed \$30 million in single-family custom homes, spanning affordable, mid-range, and luxury coastal properties, demonstrating versatility in meeting diverse market needs. Additionally, the firm has developed \$36 million in commercial projects, including mixed-

use retail spaces on MacDill Avenue and San Carlos, as well as triple-net lease Lightbridge Academy Schools in Westchase and Lakewood Ranch, showcasing its capability in educational and retail sectors. Key personnel, including James Ramos (CGC1522125), possess 18+ years of experience in for-sale housing, ensuring the team's ability to deliver high-quality, community-focused developments like College Park Townhomes. With the support of Mike Ripley at Land Advisors Organization along with ONX homes, this depth of experience positions Ramos Development to successfully execute the 96-unit affordable townhome project, aligning with the 2025 RFP's objectives for experienced development teams capable of delivering impactful housing solutions.

8.11 Previous City Projects

Ramos Development has no direct City of St. Petersburg projects but holds a Certificate of Insurance listing the City as additional insured.

See Exhibit G – Ramos Development COI w/ City of St Petersburg

8.12 Development Team

- **Ramos Development, LLC and James Ramos:** Lead developer/general contractor (CGC1522125, CGC1522836, CGC1529132), MBE-certified. James Ramos is a Tampa native and the founder of Ramos Companies, a multifaceted real estate and construction group based in Central Florida. A former starting catcher for the University of Florida baseball team, Ramos holds a Bachelor of Science in Economics from the University of Florida and an MBA from Emory University, where he graduated in the top 2% of his class. After a 20-year career managing billion-dollar brands at companies like General Mills, Unilever, and PepsiCo, Ramos transitioned to follow his family's legacy in real estate and construction, a passion rooted in his upbringing in a family of entrepreneurs involved in the industry since 1956. With 18+ years in construction and development, Ramos has built a reputation as an innovative entrepreneur, author, radio host, and motivational speaker. As a third-generation Tampa resident, he is the principal owner of several entities under Ramos Companies, including Ramos Development, Ramos Design Build, Blue Crane Homes, Guardian Construction Consultants, Dakota Workspaces, Enoteca Wine Storage, and Plate & Dish Kitchen Design Studio. His leadership has earned recognition for operating one of the fastest-growing RE/MAX agencies in the country and for his forward-thinking approach to real estate development, highlighted by the recent launch of the Ramos Investment Growth Fund IV in 2025, which focuses on early education development in the Tampa Bay

and Sarasota markets. RE/MAX Bay to Bay was merged with RE/MAX Alliance Group in 2019 and is currently part of its operations, enhancing its market reach.

- Ramos Development, LLC, established in 2018 as the development arm of Ramos Companies, specializes in residential, retail, and mixed-use projects across Florida's Gulf Coast. With over \$78 million in completed projects, the firm has a proven track record in multi-family developments (over \$12 million), single-family custom homes (\$30 million spanning affordable to luxury markets), and commercial developments (\$36 million). Notable projects include the Gramercy Court townhomes in Dunedin, mixed-use retail on MacDill Avenue and San Carlos, and triple-net lease Lightbridge Academy Schools in Westchase and Lakewood Ranch. Ramos Development operates with a unique, integrated model that combines development, brokerage, architecture, design, construction, décor, and maintenance, offering clients concierge-level service and direct-from-manufacturer pricing. The company is a certified Minority Business Enterprise (MBE) through the Florida Department of Management Services and holds a Certificate of Insurance listing the City of St. Petersburg as additional insured. Supported by three licensed contracting entities—Ramos Design Build Corporation (CGC1522125), Ramos Contracting Corporation (CGC1522836), and American All Star Construction LLC (CGC1529132)—Ramos Development is committed to delivering high-quality, community-focused projects with generational knowledge of the Tampa Bay area.
- **Land Advisors Organization and Mike Ripley:** Mike Ripley is a Senior Advisor with Land Advisors Organization, based in Orlando, Florida, where he specializes in land brokerage and advisory services. With a robust background in geographic information systems (GIS), Ripley brings data-driven insights to clients' land acquisition and disposition needs. He began his real estate career as a research analyst for KB Homes in Orlando, streamlining the land acquisition process through targeted data compilation and analysis, which enabled him to assemble multi-million-dollar land property proposals. This role required a deep understanding of complex land variables and collaboration with onsite engineers. Prior to joining Land Advisors, Ripley honed his expertise at Bowyer-Singleton and Associates, focusing on analyzing land data to identify development opportunities. His engineering and planning background has carved a niche in GIS, offering advanced land analysis tailored to homebuilders and developers. Ripley's extensive market knowledge and analytical skills have made him a trusted advisor for clients navigating Central Florida's dynamic real estate landscape. For inquiries, he can be reached at 407-310-6701 or mripley@landadvisors.com.

- Land Advisors Organization, founded in 1987, is the nation's largest land brokerage firm, renowned for providing deep market insights and unparalleled client relationships to landowners, developers, and investors. Headquartered in Scottsdale, Arizona, with 24 offices across 10 states, the firm employs a collaborative model, leveraging cutting-edge technology and comprehensive data to guide clients through land transactions. In 2024, Land Advisors achieved \$1.5 billion in sales, reflecting its dominance in the industry. The firm tracks over 100,000 properties nationwide, offering expertise in residential, commercial, and mixed-use developments. In Central Florida, advisors like Mike Ripley and Steve Flanagan have facilitated significant transactions, such as the \$5.7 million sale of 100 acres in Vero Beach in 2020 and the \$4.18 million sale of 51 acres in Apopka. Land Advisors' Orlando team excels in representing clients in complex land deals, ensuring optimal value through strategic market analysis and a client-focused approach.
- **ONX Homes:** ONX Homes is a technology-driven homebuilder founded in 2021, headquartered in Carrollton, Texas, with a mission to revolutionize residential construction through innovative, sustainable, and resilient building practices. Led by CEO Ash Bhardwaj and COO Ravi Bhat, ONX leverages its proprietary X+ Construction™ technology to deliver high-quality single-family homes and townhomes in under 60 days—far surpassing the industry average of six to nine months. This advanced system, supported by nearly 50 patents, integrates high-end design with cutting-edge automation, AI, and sustainable materials to construct homes that withstand Category 4 hurricanes (150+ mph winds), fires, and floods, while achieving Zero Energy Ready and Net Zero certifications. ONX operates advanced manufacturing facilities in Florida (Pompano Beach) and Texas (Georgetown), capable of producing over 1,200 homes annually, with plans to expand into California, Arizona, and Nevada.
- Since its inception, ONX has delivered over 500 homes and is developing more than 3,000 sustainable residences across Florida and Texas, including eight new communities like On Cape Coral and On Burnt Store Lakes in Central Florida. The company's focus on disaster-resilient, energy-efficient homes has earned it recognition on Fast Company's World's Most Innovative Companies list for 2025. ONX emphasizes community-centric design, incorporating shared spaces like parks and nature trails, and partners with sustainability leaders like Biomason and Hempitecture to reduce environmental impact—achieving 42% lower CO2 emissions and 80% less onsite waste compared to traditional methods. In 2025, ONX launched Onx X+ Mortgage, a joint venture with loanDepot, to streamline financing for buyers, reinforcing its commitment to affordability and accessibility in

climate-challenged markets. With a diverse team of over 400 across Miami, Austin, Dubai, and Bengaluru, ONX is redefining homebuilding by prioritizing speed, resilience, and long-term value for homeowners.

All contractors hold valid Florida licenses and insurance.

8.13 Extraordinary Terms

The City's land contribution at \$0 cost and down payment assistance for 80% AMI units are the only extraordinary terms, justified by affordability and 2024 RFP lessons.

8.14 Litigation Statement

Ramos Development is not party to any litigation, administrative action, or investigation affecting the property or RFP obligations.

8.15 Primary Contact

James Ramos
Ramos Development, LLC
Phone: 813-259-1111
Email: info@ramoscompanies.com
Web: www.ramoscompanies.com

8.16 Proposal Form and Payment

See Exhibit B – Proposal Form

Preferred Proposal Elements (Section 9)

- **Townhome Design:** 96 modern units (5 at 1,470 SF, 2 bed/2 bath; 91 at 1,600 SF, 3 bed/3 bath) complementing District 1, with Colliers' concept site plan ensuring a traditional layout.
- **Affordability:** 5 units for 80% AMI (\$250,000), 91 for 120% AMI (\$300,000–\$357,000), exceeding 2024's 80% AMI focus with subsidy request.
- **Timely Schedule:** 24 months to occupancy, leveraging ONX's 60-day modular build.
- **No Rezoning:** NSM-1 compliant.
- **Workforce Development:** Hiring apprentices, MBE (Ramos certified), WBE, and collaborating with City's Workforce Development Team for local jobs.

- **SBE Engagement:** Prioritizing St. Petersburg-based SBE firms, with outreach to local subcontractors for civil related matters. While majority of home will be built in a factory, local crews will be assembling the home on-site.

MBE and Workforce Development Commitment

Ramos Development, a certified MBE, commits to:

- Engaging St. Petersburg-based SBE/MBE/WBE Partners: To be determined, including Tampa Bay-based subcontractors such as local firms for vertical on-site assemblage, landscaping and any civil work, to be finalized in collaboration with the City's Workforce Development Team.
- Partnering with the City's Workforce Development Team for apprenticeships, local hiring, and job training, targeting 20% MBE/WBE participation. Note that the construction of the homes will be done in a factory owned and operated by ONX Homes.
- Building on our Tampa Bay track record of equitable subcontractor relationships.

SPC Buyer Priority Program

We propose a 2–3 week pre-MLS marketing period for SPC staff/students, reserving 29 units (30%) with first right of refusal, coordinated with RE/MAX Alliance Group (John McKinnon) and compliant with MLS Clear Cooperation Policy. Outreach includes email campaigns, workshops, and a housing info session, honoring the previous 2024 SPC agreement and enhancing community ties.

Commitment to City Objectives

Ramos Development, in collaboration with ONX Homes, Land Advisors Organization, Suncoast Credit Union, RE/MAX Alliance Group, and Supreme Lending, presents a transformative vision for 7045 Burlington Avenue North—a 96-unit affordable townhome community that redefines sustainable homeownership in west St. Petersburg. Our team unites unparalleled expertise: ONX's cutting-edge X+ Construction delivers resilient, energy-efficient homes; Land Advisors brings strategic market insights; Suncoast and Supreme Lending ensure financial accessibility; and RE/MAX Alliance Group drives community-focused marketing with SPC priority. As a third-generation Tampa resident leading Ramos Development, I, James Ramos, am deeply committed to the Tampa Bay region and the City of St. Petersburg, where my family's legacy in real estate spans nearly seven decades. This project embodies our dedication to equitable growth, delivering hurricane-resistant, Zero Energy Ready homes that enhance quality of life, foster economic opportunity, and honor St. Petersburg's vision for a vibrant, inclusive future.

EXHIBIT "B" – PROPOSAL FORM

**REQUEST FOR PROPOSAL FOR
THE CITY-OWNED REAL PROPERTY
AT 7045 Burlington Ave N.,
ST. PETERSBURG, FLORIDA, 33710**

Issue Date

April 4, 2025

The undersigned certifies that the enclosed proposal is being submitted and is subject to the terms and conditions as outlined in the Request for Proposal as issued by the City of St. Petersburg on April 4, 2025.

Ramos Development, LLC

Name of Company/Organization



Signature of individual submitting
proposal for above
Company/Organization

James A. Ramos

Printed name of Individual

May 5th, 2025

Andrew Arena

Proposal Contact Person

andrew@ramoscompanies.com

Contact Person E-mail address

813-598-2022

Contact Person Phone

813-436-5563

Contact Person Fax

EXHIBIT "C" – ONX Homes Advanced Technology

CH.02 ONX
TECHNOLOGY

ADVANCED BUILDING TECHNOLOGY

X+ Construction

Introducing a new way of building.

Every Onx home is built using X+ Construction™, a fully integrated system that merges high-end design and advanced technology to build low-carbon, sustainable homes at speed and scale.

Core home elements foundations, finished wall panels, bathroom pods, staircases, and roof systems are factory manufactured and connected onsite utilizing our proprietary mechanical systems. Delivering better quality and value for homeowners

+ TECHNOLOGY

+ SCALE

+ SPEED

+ SUSTAINABILITY

+ VALUE



INVESTOR PRESENTATION

onx

CH.02 ONX
TECHNOLOGY

ADVANCED BUILDING TECHNOLOGY

X+ Factory Automation

Onx factories are end-to-end automated with proprietary machinery and robotic systems. Enabling minimal waste, sustainable use of resources, and 80% less waste than traditional onsite stick construction.

FLORIDA

X+ POD FACTORY | Fully finished Bathroom Pods +

X+ COMPONENT FACTORY | Staircase +, Foundation + and Slab +

X+ SYSTEMS FACTORY | Core Wall + and Roof +

TEXAS

X+ SYSTEMS FACTORY | Core Wall +, Roof + and Fully finished Bathroom Pods +



INVESTOR PRESENTATION

onx

JIT LOGISTICS & ONSITE EFFICIENCY

Designed for manufacturing and assembly (DfMA), every home has 70-80 core components that are precision factory manufactured and delivered just in time onsite for assembly.

2500 SQFT HOME

Foundation +	18 Components
Bathroom Pod +	3 Pods
Core Walls +	28 Components
Slab +	10 Components
Roof +	15 Components

6-8 trailers per home for JIT delivery

SITE ECOLOGICAL BENEFITS

Utilizing offsite construction reduces ecological damage significantly, lowering noise pollution, air pollution, soil erosion, and vegetation damage. Construction speed also ensures less disruption within neighborhoods.

80% LESS ONSITE ENVIRONMENTAL DAMAGE



X+ Construction Advantage

X+ COMPONENTS & SYSTEMS

FOUNDATION +	Engineered Foundation
CORE WALLS +	Insulated Sandwich Wall
BATHROOM POD +	3D Monolithic Structure
STAIRCASE +	Concrete Stairs
SLAB +	Prestressed Slab
ROOF +	LGS Truss and Metal Roof

ADVANTAGE

Factory-built, durable, energy-efficient, high-quality, low maintenance, and sustainable home at the same price as a traditional home.

SUSTAINABILITY & VALUE

60% Lower Insurance Premiums
70 HERS Index, 25% lower electricity bills
40% Lower maintenance cost, lifetime of the home

DURABILITY

Sustain level 4 Hurricane
Fire Resistant
Moisture resistant can withstand wet environments
100+ years of structural durability
Non-corrosive

TRADITIONAL HOME BUILDERS

Foundation	Cast-in-situ concrete
Slabs	Wood frame
Stairs	Wood frame
Bathroom	Wood frame
Walls	Wood frame with mineral wool insulation
Roof	Wood Truss with shingles/tiles

DISADVANTAGE

The durability of traditional homes depends on the workmanship of multiple laborers, which is inconsistent.

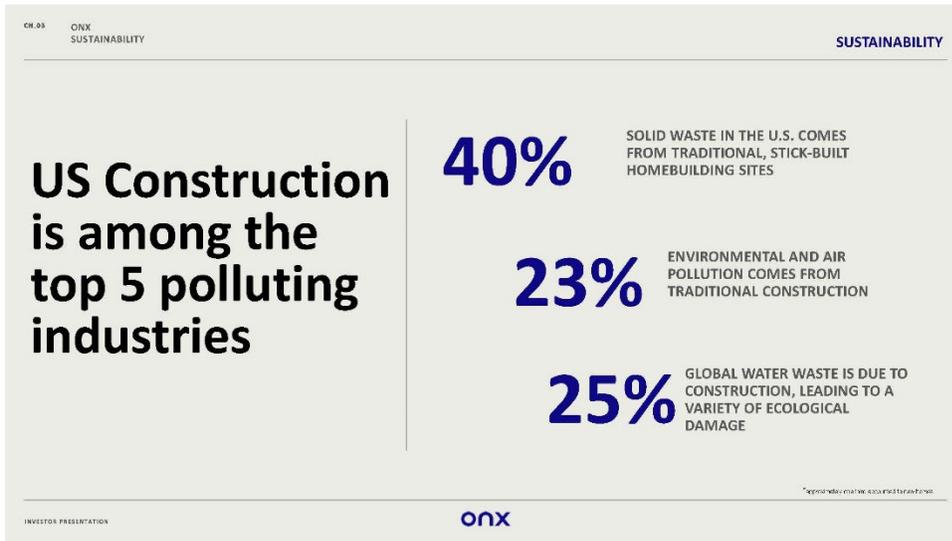
SUSTAINABILITY & VALUE

High Insurance Premiums
90 or higher HERS Index
High maintenance cost, lifetime of the home

DURABILITY

Susceptible to termite and decay
Low Fire Resistance
High moisture penetration, susceptible to efflorescence that can cause structural damage to homes

EXHIBIT "D" – ONX Homes Sustainability and Materials



CH 03 ONX SUSTAINABILITY + MATERIAL SCIENCE

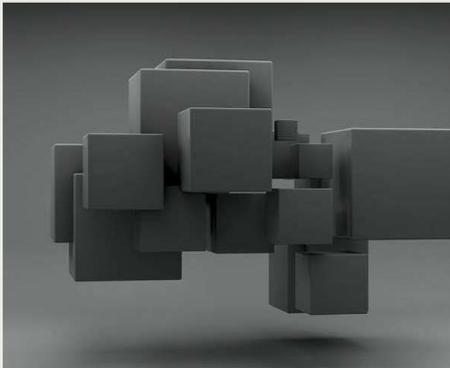
Next Generation Material Sciences & Sustainability

BIocreTE
Low-carbon concrete mix has a 42% lower CO2 emission than traditional structural concrete used to build conventional homes.

ARCreTE
Cement-free green concrete has a 33% lower global warming impact and 68% lower ozone formation impact than conventional material. Arcrete is 30% lower in cost than current market mixes.

ARCWALL
Innovative multi-functional compound for interior walls and ceiling finishes. This material has a 68% lower global warming impact and 72% lower ozone impact than conventional material.

INTERNAL R&D PROPRIETARY MATERIAL COMPOSITIONS



onx

INVESTOR PRESENTATION

Next Generation Material Sciences & Sustainability

BIOMASON

Pioneering bio-based concrete BIOMASON is leveraging natural science and technology to create innovative products like Biocement® and Bioth tiles, which use natural bacteria to form construction material.

HEMPICTURE

Hempitecture is a pioneer in safe, sustainable plant-based insulation. The flagship product, HempWool®, is a non-woven plant batt using sustainably grown hemp fiber, which is naturally carbon sequestering, safe to the touch, and devoid of any VOCs & toxins.



Sustainable & Environment Conscious Home Designs

BIOPHILIC DESIGN

Large window areas to maximize natural light, natural materials and palette, and high ceilings are key features in every home.

ENERGY CONSCIOUS

Natural light, insulated sandwich walls, and intelligent HVAC systems reduce energy consumption by 25% compared to traditional homes.



Intelligent HVAC Systems

KOVA X ONX

Designed around a powerful onboard processor to create the first residential system with the ability to capture, analyze, learn, and optimize comfort and performance over time.

KOVA Comfort Intelligent HVAC uses behavioral, environmental, and unit-specific occupancy inputs to adapt, personalize, and maximize performance and comfort in each unique living environment.

30% MORE EFFICIENT THAN TRADITIONAL SYSTEMS



Sustainability Comparison

Onx X+ Home has sustainable features and processes built at every stage of the home building process, ensuring we deliver an environmentally conscious, low carbon and durable home—**60% lower insurance rate.**

SUSTAINABILITY	WOOD HOME	CONCRETE BLOCKWORK	X+ HOME
MATERIALS	Wood homes emit low CO2 but are less durable.	Traditional concrete block work utilizes 40% more cement; emits high amounts of CO2	Low-carbon materials reduce CO2 emissions by 50% while delivering increased durability. Introducing more biomaterials in 2024
DESIGN	Traditional home design, minimum windows, low ceilings, and no biophilic features	Traditional home design, minimum windows, low ceilings, and no biophilic features	40% more windows than traditional homes, maximizing natural light. Natural materials and high ceilings are key home features—terrace garden areas are additional biophilic elements in townhomes.
CONSTRUCTION PROCESS	Traditional onsite construction, 25-30% material waste, onsite ecological destruction, and pollution. Inconsistent quality.	Traditional concrete mixes release high amounts of CO2, require tons of water for curing, and 40%+ wastage of materials.	One end-to-end factory system. Optimal use of materials and accelerated curing utilize 40% lower water and 80% reduction in material waste.
LOGISTICS AND ONSITE	Over 30-50,000+ elements are transported onsite, creating messy, wasteful sites and 30% more use of trucks.	Over 30-50,000+ elements are transported onsite, creating messy, wasteful sites and 30% more use of trucks.	The X+ home structure is made from 70-80 core elements. Every element is factory built and delivered onsite for JIT assembly requiring just 6-8 truckloads.
PRODUCT DURABILITY	Wood does not hold up well against natural disasters, fire, flooding, strong winds, and heavy storms and is less durable in the age of climate change.	Concrete block performs better than wood, but the numerous joints make it susceptible to moisture penetration and efflorescence that can cause structural damage to homes.	100+ years of durability, high-quality product, and low maintenance costs. Ability to withstand extreme weather conditions. Low insurance costs.

EXHIBIT "E" – ONX Homes Design and Customers

CH.04 ONX DESIGN & CUSTOMERS



INVESTOR PRESENTATION

onx

CH.04 ONX DESIGN & CUSTOMERS



INVESTOR PRESENTATION

onx

CH.04 ONX DESIGN & CUSTOMERS



INVESTOR PRESENTATION

onx

EXHIBIT "F" – Ramos Development MBE Certification

State of Florida

***Minority Business
Certification***

Ramos Development LLC

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:
04/01/2025 to 04/01/2027



Pedro Allende
Florida Department of Management Services

FLORIDA DEPARTMENT OF MANAGEMENT SERVICES
● ● ● SUPPLIER DEVELOPMENT



Office of Supplier Development
4050 Esplanade Way, Suite 380
Tallahassee, Florida 32399
850-487-0915
www.dms.myflorida.com/osd

EXHIBIT "G" – Ramos Development COI w/ City of St Petersburg



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
04/01/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Roe Insurance Inc. 9851 State Road 54 New Port Richey FL 34655		CONTACT NAME: Melanie Hill PHONE (A/C, No, Ext): (727) 376-0030 FAX (A/C, No): (727) 376-2262 E-MAIL ADDRESS: melanie@roeins.com	
INSURED Ramos Development, LLC 5706 S MacDill Ave Tampa FL 33611		INSURER(S) AFFORDING COVERAGE INSURER A: Acceelerant Specialty Ins Co NAIC # 16890 INSURER B: Auto Owners Insurance Co. 18988 INSURER C: James River Insurance 12203 INSURER D: American Builders Insurance Company 11240 INSURER E: INSURER F:	

COVERAGES CERTIFICATE NUMBER: 2025-2026 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			DCS0000252-00	08/29/2024	08/29/2025	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Deductible \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			4936169301	05/30/2024	05/30/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Medical payments \$ 5,000
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			00157844-0	08/29/2024	08/29/2025	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	WCV050148317	02/20/2025	02/20/2026	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Workers Compensation applies to Florida operations only.

CERTIFICATE HOLDER City of St. Petersburg Po Box 2842 St. Petersburg, FL 33731	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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