



City of McKinney McKinney Air Center Airfield Maintenance + Storage Building

RFQ NO. 22-31RFQ

Prepared for

City of McKinney
Attn: Lisa Littrell, CPPO, CPPB
Procurement Services Manager
1550 South College Street - Building D
McKinney, Texas 75069

CROSSLAND
CONSTRUCTION COMPANY, INC.

731 Industry Way
Prosper, TX 75078
t. 972-347-5659

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01

General Information

April 7, 2022



City of McKinney, Texas
1550 South College Street - Building D
McKinney, Texas 75069

RE: RFQ No. 22-31RFQ for CMAR Services for the McKinney Air Center Airfield Maintenance and Storage Building

Ms. Littrell,

The Crossland team is incredibly excited about the opportunity to propose on the new maintenance and storage building – what we believe will be a great addition to McKinney National Airport. In this proposal, you’ll find our team of construction professionals have the experience, resources, and expertise needed to make this project a success.

Crossland’s Qualifications

The community relies on your staff, so we want to make this building process as easy as possible. We’ll anticipate and mitigate challenges and arm them with the information they need to make informed decisions throughout the entire process. We have extensive experience building for airports and working with McKinney, making us an excellent fit for the additions to your facility.

Crossland has built for more than ten (10) airports, including, but not limited to: Allen County Airport, Fort Smith Airport, Joplin Regional Airport, Northwest Arkansas Airport, Rogers Executive Airport, Tulsa International Airport, Dwight D. Eisenhower Airport.

Additionally, we have extensive experience working with aviation firms, including, but not limited to: Airbus, Boeing, Figeac-Aero North America, National Institute for Aviation Research, Orizon Aerostructures, Spirit Aerosystems, Textron Aviation, and Valent Aero Structures.

After ten years of working with the City of McKinney, this project team clearly understands the City’s personnel, processes, procedures, and expectations. Crossland’s dedication to safety and quality show through in every project they work on and we are anxious to prove that to you yet again on this project.

Capability + Capacity

Crossland currently has the resources and personnel available to complete this project for the City of McKinney. When you choose Crossland, you get the local company feel with the backing of a \$1 billion corporation; so your project will never fail. After over a decade of working with your community, we know your processes and procedures; that mixed with Crossland being less than 15 miles away, you will find no better partner for your project.

References + Schedules

CMAR is not new to Crossland. After using this delivery method on over 300 projects, we’ve never missed a first day on the job. We are real builders that have all worked in the field; we know the reality of your project and our budgets and schedules reflect that. This shows in our impeccable history of delivering projects on time and in budget. Our budget to bid day accuracy is on average less than 1.5%. Meaning that when we budget your project, you have a legitimate idea of your GMP, not just a ballpark estimate.

We appreciate your consideration of Crossland and look forward to continuing our relationship with the City of McKinney on your upcoming addition to McKinney National Airport. Please feel free to contact me at 972-347-5659 or rhusman@crossland.com should you need any additional information.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Hussman".

Rocky Hussman
Vice President - Texas Division

STATEMENT OF AVAILABILITY AND COMMITMENT:

Crossland and our proposed project team are currently available to undertake this project and we are committed to providing the City of McKinney with another high-quality facility that is completed on time and in budget.

Crossland hereby grants the City of McKinney and its representatives authorization to contact any previous client of Crossland or a Crossland team member for purposes of ascertaining an independent evaluation of Crossland’s and our team member’s performance.

02

Response Letter

**SECTION 5 – RESPONSE LETTER
RFQ NO. 22-31RFQ**

Lisa Littrell, CPPO, CPPB
Procurement Services Manager
1550 South College Street – Building D
McKinney, Texas 75069
P.O. Box 517
McKinney, Texas 75070

Ms. Littrell;

This response is being submitted by the undersigned, on behalf of the Respondent:

Crossland Construction Company

The person signing this Response on behalf of the Respondent represents to City that:

- 1) The information provided herein is true, complete and accurate to the best of the knowledge and belief of the undersigned; and
- 2) He/she has full authority to execute this Response on behalf of Respondent.
- 3) Respondent has received the Addenda to this RFQ, specifically, Addenda numbered 1 and dated March 29, 2022.

Executed this 7 day of April, 2022.

RESPONDENT:



By: Crossland Construction Company

Name: Rocky Hussman

Title: Vice President of the Texas Division

Phone: 972-347-5659

Attachment: Responses to Respondent's Questionnaire

03

Questionnaire

RESPONSE TO QUESTIONNAIRE

1. LEGAL NAME OF THE COMPANY

Crossland Construction Company, Inc.

AUTHORIZED POINT OF CONTACT

NAME Rocky Hussman
TITLE Vice President of Texas Division
EMAIL rhussman@crossland.com
CELL 469-408-77021

ADDRESS 731 Industry Way, Prosper, TX 75078

MAIN PHONE 972-347-5659
DIRECT PHONE 469-408-7702

YEARS IN BUSINESS 44 years
TYPE OF OPERATION Corporation
NUMBER OF EMPLOYEES 1,500
ANNUAL SALES VOLUME \$1.4B (2020)

2. FINANCIAL INFORMATION

Crossland Construction Company will provide past two (2) years of financial statements should they be requested by the City of McKinney.

3. FINANCIAL RATING OF OUR COMPANY

\$1.5B surety bonding capacity with IMA, Inc., leaving you in good hands.

4. PENDING SALES

Crossland Construction, Inc. is not for sale nor involved in any transaction to expand or be acquired.

5. LITIGATION HISTORY

We operate under our core values of trust, responsibility, integrity, and passion. In the normal course of business, we have had liens filed by subcontractors and suppliers, and on rare occasions, litigation resulted. But we've never received a judgment because we didn't perform, and we've never had a contract terminated with an owner. We approach all conflicts with our owner's best interest in mind. We'll communicate, try to remedy the situation by self-performing the work, supplementing a subcontractor, and, only if necessary, replacing the subcontractor.

6. LOAN STATEMENT

Crossland Construction Company, Inc. is not in default on any loan or financial agreements.

7. EXISTING RELATIONSHIPS

Crossland Construction does not have any known relationships that exist between Crossland and any City of McKinney officer or employee.

8. SAFETY INFORMATION

| EMR | RIR | LIR |
|-------------|-------------|-------------|
| 0.58 | 0.81 | 0.16 |

We have a culture of safety, where everyone knows they can stop work if they seen an unsafe act. In 2020, we worked nearly 2.5 million man hours and still have a recorded EMR of 0.58 – significantly below the industry average (1.0). This is a testament to our dedication to safety.

How does this benefit the City of McKinney?

Our commitment to safety not only helps reduce costs but improves productivity on the jobsite. Accidents lead to cost overruns and project delays, and a commitment to safety means fewer days lost due to accidents and injuries. Also, lower safety rates equal lower insurance rates, which gives you more value for your construction dollar.



Rocky Hussman
Vice President of Texas Division



Crossland Construction is a certified MBE
#HMMB46663N0923 by NCTRCA

04

Attachments To Questionnaire

QUESTION 9 - SPECIAL SERVICES

EXPERIENCE MATTERS - CITY OF MCKINNEY, MUNICIPAL, + CM

When it comes to construction – experience matters. We’ve built an extensive number of municipal projects using the CM delivery method, so we understand the processes and procedures required to successfully deliver buildings communities are proud of. We’re flexible. Our project team has 10+ years’ experience working with the City of McKinney, so we’ve learned best practices for working with you and can now be very proactive in anticipating your needs and working with your staff. We’re familiar with permitting, inspection staff, processes, and documentation deadlines like schedule, owner billings, RFIs, submittals, and closeout. We also have great subcontractor relationships.

WORLD-CLASS PRECONSTRUCTION

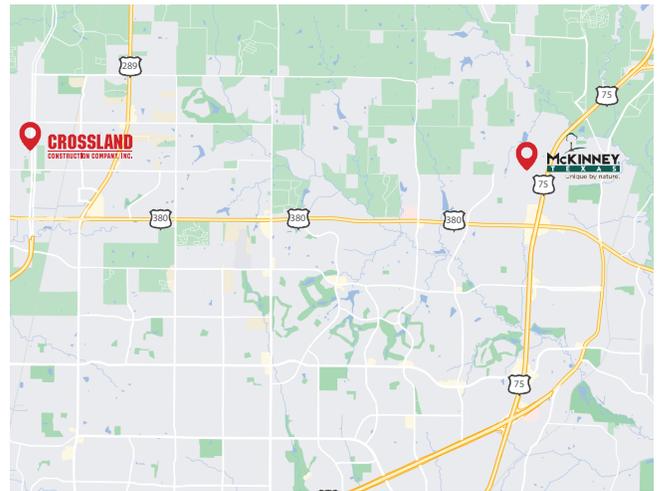
We take pride in executing preconstruction services that set your project up for success. We’re known for rolling up our sleeves and finding the best solutions for our clients to deliver the project they need within their budget. The current market is volatile but with our experience and relationships, we’re able to provide the information you need to make well-informed decisions in preconstruction that lead to a smooth, painless construction process.

QUALITY CONTROL

We understand that fire stations are more than an office for the fire fighters who keep our communities safe. They are a home away from home. We will ensure the building they live in and work from is the highest quality. That quality starts in preconstruction with proper planning and is carried out in construction through a site-specific QC plan, well-run OAC meetings, pre-installation meetings, going above and beyond to interpret construction details at all phases, daily pre-task planning, mock ups, daily jobsite walks, and rolling punch lists.

LOCAL VALUE BACKED BY BIG RESOURCES

Our office is only **13 miles** from this project site, so we are very familiar with the area and can be on-site within a moment’s notice. Eight of our team members live in McKinney, so we’ll take extreme pride in providing a fire headquarters that the City and the community are proud of.



REAL BUILDERS + SELF-PERFORM CAPABILITIES

As Real Builders, we are known for a hands-on, boots-on-the-ground approach. Our self-perform capabilities aren’t right for every project, but our construction knowledge and experience undoubtedly adds value to every project.



**STEEL
ERECTION**



CONCRETE



EARTHWORK



CARPENTRY



SITE UTILITIES



**EQUIPMENT
FLEET**

QUESTION 10 -

PAST PERFORMANCE

We Know Aviation

With our Headquarters located in Kansas and an office in Wichita, the Air Capital of the World, its no surprise we've worked with our fair share of aviation companies. From government agencies thο private aircraft companies, we know how to build with your interests in mind.

City of McKinney Expertise

Our Project Team has over ten (10) years of experience working with the City of McKinney. This experience has allowed us to understand the procedures and processes it takes to build a successful project for the City of McKinney.

Pre-Engineered Metal Building Experience

In addition to our City of McKinney experience, we have significant experience building pre-engineered metal buildings (PEMB) for clients ranging from 1,000,000,000 SF warehouses to small additions to schools. Having built over 400 PEMB projects, we know how to build for the City of McKinney while offering the best value in the market.

Recent CM project success

Crossland was hired by the City of Lewisville to provide CMAR services on their new \$14M Facilities and Fleet Maintenance project in December 2020. Following nine (9) months of Preconstruction Services during one of the most volatile construction periods in recent history, **Crossland successfully delivered the GMP which came in under the established budget** and subsequently was approved by City Council on September 13, 2021.

Our proposed team has work with the following North Texas Municipalities:

- City of McKinney
- City of Sherman
- City of Melissa
- City of Lewisville
- City of Princeton
- City of Richardson
- City of Allen
- City of Mesquite
- Denton County
- City of Celina
- City of Anna
- City of Plano



McKinney Fire Stations No. 10 + No. 11



McKinney National Air Traffic Control Tower



Baker Hughes Massillon



Denton County Municipal Electric Operations Building



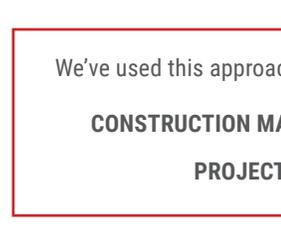
Exxon Irving Field Office



Sherman Fire Station No. 4



Sunbelt Rentals Maintenance Facility



We've used this approach for **300+**

CONSTRUCTION MANAGEMENT

PROJECTS



LEWISVILLE FLEET + MAINTENANCE

PROJECT LOCATION

Lewisville, TX

CLIENT

City of Lewisville
Tracey Ogurek
972-219-3765

PROJECT PHASE

Construction - 40%

CONTRACT AMOUNT

\$14,900,000

ARCHITECT

Kirkpatrick Architecture
David Robinson
940-387-8182

SIZE

35,254 SF

EST. COMP DATE

December 2022

DELIVERY METHOD

Construction Manager at Risk

Proven experience with the City of Lewisville

The Project consists of the construction of a plus or minus 35,254 SF facility for Fleet and Facilities Maintenance for the City of Lewisville, Texas. Project will include auger-cast piles, concrete slab on grade with grade beams, steel frame, tilt-up walls panels, brick veneer, steel bar-joists and metal decking, rigid insulation, TPO membrane roofing, aluminum sun control devices, aluminum storefront and glazing, cmu block walls, prefabricated mezzanine system, skylights, fuel island canopy and fuel dispensing system, truck bay wash, concrete retaining wall, parking canopy system, automatic swing and sliding gates, metal lockers, hollow metal doors and frames, prefinished wood doors, phenolic toilet partitions, RTU mechanical units, acoustical ceiling system, 2x2 lay-in lighting, sectional and coiling overhead doors, emergency generator, decorative metal fencing, concrete paving, irrigation system, landscaping, sprinkler system, overhead crane, tire storage system, vehicle fluid dispensing systems, exterior roof ladder, electrical systems, vehicle lifting equipment, etc.





QUICK LANE FORD

PROJECT LOCATION

Garland, TX

CLIENT

Randall Reed's Prestige Ford
Sandi Vaughn
214-560-1631

PROJECT PHASE

Completed

CONTRACT AMOUNT

Original: \$3,400,000
Final: \$3,000,000

ARCHITECT

Calvert & Co.
Richard Calvert
972-446-0493

SIZE

15,683 SF

COMP DATE

February 2020

DELIVERY METHOD

Construction Manager at Risk

New additions built for growing businesses

Randall Reed's Prestige Ford is a top dealership in Garland, TX. The owners wanted to expand their business and customer services, so they hired Crossland to build a new, state-of-the-art auto service facility. Crossland self-performed the 16,000 SF building as a CMU, with a split-face block on the exterior and ACM panels around the entrance canopy. The project included 16 overhead door openings, making this facility the largest stand-alone Quick Lane in the Dallas area. The concrete portion of the project scope was complex due to the recessed areas necessary for vehicle lifts and other equipment. Significant coordination between Crossland and the owner ensured all areas were constructed correctly, and expectations were met.





AIRBUS PARTNERSHIP BUILDING

PROJECT LOCATION

Wichita, KS

CLIENT

Airbus Americas
John O'Reilly
316-299-0100

PROJECT PHASE

Completed

CONTRACT AMOUNT

Original: \$17,500,000
Final: \$17,500,000

ARCHITECT

GLMV Architecture
Matt Cortez
316-265-9367

SIZE

89,000 SF

COMP DATE

December 2016

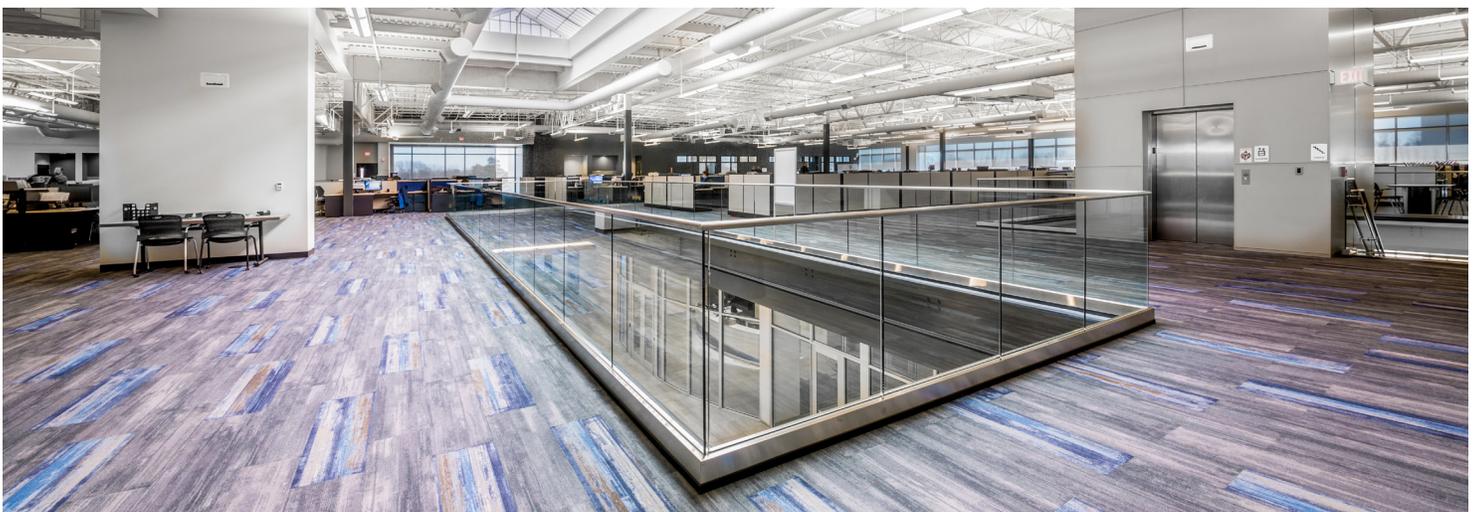
DELIVERY METHOD

Build to Suit

Crossland's Real Estate Division brings plans to life

This project consisted of a two-story 89,000 SF building which will be utilized by Airbus USA. Crossland Construction Company self-performed the concrete, structural steel and carpentry portions of the project.

A unique concept for Colleges and Universities, operations of Airbus USA will occupy the building, and provide interactive engineering internships for WSU students on campus. After graduation those same students will have the opportunity to work full time for Airbus.





WALTON HANGAR

PROJECT LOCATION

Rogers, AR

ARCHITECT

CONFIDENTIAL

CLIENT

CONFIDENTIAL

SIZE

40,000 SF

PROJECT PHASE

Pre-Construction

EST. COMP DATE

December 2022

CONTRACT AMOUNT

\$4,788,760

DELIVERY METHOD

Negotiated

A private hangar with several amenities

This projects includes a new 40,000 SF hangar at the Rogers Municipal Airport connecting to the existing tarmac. The hangar is a Pre- Engineered Metal Building with 160LF stackable sliding hanger doors.

The main hanger space includes polished concrete floors and LED Lighting. The space also includes office space, restrooms, showers, a private pilot lounge with plug in work stations and a large outdoor lounge area.

In addition to the hangar itself, the project include a private tunnel system to provide clients with direct bicycle access to the hangar from nearby trails and recreation areas.



WEATHERFORD CONSOLIDATION

PROJECT LOCATION

Odessa, TX

CLIENT

Weatherford
Theron Richers
713-836-4000

PROJECT PHASE

Completed

CONTRACT AMOUNT

Original: \$24,000,000
Final: \$29,000,000

ARCHITECT

Energy Architecture
Scott Keting
713-487-3400

SIZE

133,440 SF

COMP DATE

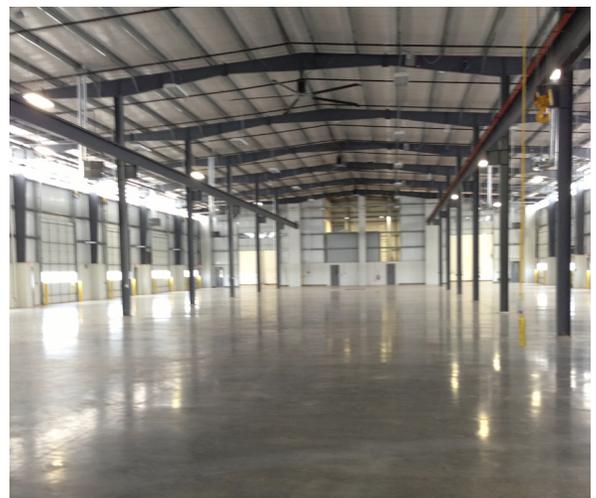
August 2015

DELIVERY METHOD

Design - Bid - Build

A strong partnership leads to multiple projects

Odessa, Texas is the site of the new Weatherford Consolidation buildings. This project consisted of six buildings totaling over 170,000 SF. The primary use of this facility is a new field office and service center for Weatherford's clients. The project was completed in just 14 short months. Weatherford's buildings are metal buildings made with tilt wall.



QUESTION 13 - PERSONNEL



**Vice President - Texas
Region**
Rocky Hussman
10% Project Involvement

PRECONSTRUCTION + CONSTRUCTION



Preconstruction Manager
Eric Bunner
50% Project Involvement



Senior Project Manager
Derek Kloer
10% Project Involvement



Estimator
Drew Worth
100% Project Involvement



Project Manager
Kyle Roberts
100% Project Involvement



Project Engineer
Jacob Williams
100% Project Involvement



General Superintendent
Ben Harris
10% Project Involvement



Superintendent
Mike Kirk
100% Project Involvement



Corporate Safety Director
Doug Westervelt
Project Availability - As needed



Director of Quality Control
Doug Spear
Project Availability - As needed



Scheduling Director
Jeff Wilson
Project Availability - As needed

CONSTRUCTION

DIVISION SUPPORT



Rocky Hussman

Vice President - Texas Region

PROJECT ROLE/RESPONSIBILITIES

Rocky leads Crossland’s Texas Division and their team of construction professionals. He is an extremely active and hands-on division manager. He frequently visits jobsites, and guides his team on critical project components and decisions - ensuring all significant milestones are achieved and projects stay within budget.

RELEVANT PROJECT EXPERIENCE

- **McKinney Fire Station No. 11** - A new 16,000 SF facility on three acres that will accommodate ten firefighters and includes a unique three-story training tower
- **McKinney Industrial** - A modern, 72,000 SF manufacturing facility in McKinney’s Industrial Park. Crossland self performed all site utilities and concrete in addition to the construction on the project.
- **Prosper Business Park** - A business incubator park in its inception, Phase I included 175,000 SF of energy efficient, modern flexible office space.

EXPERIENCE

15 Years

EDUCATION

Bachelor of Science
Business Administration
Texas Tech University

CERTIFICATIONS

OSHA 10 + 30 Hour
LEED Accredited Professional



Eric Bunner

Preconstruction Manager

PROJECT ROLE/RESPONSIBILITIES

Eric Bunner will be an active participant in the design phase, offering valuable insight on areas of crucial importance, including budget and schedule creations and overall constructability. Eric will also develop bid packages associated with your project and will conduct the formal bid process. He will communicate regularly with the project manager and superintendent as he progresses through the preconstruction phase, promoting a seamless transition from preconstruction to the construction phase.

RELEVANT PROJECT EXPERIENCE

- **McKinney Fire Station No. 11** - A new 16,000 SF facility on three acres that will accommodate ten firefighters and includes a unique three-story training tower.
- **McKinney Municipal Service Center - North Campus** - Expansion and renovation of the former 66,000 SF John Deere/United Ag-Power facility on seven acres.
- **City of Princeton Municipal Center** - New two-story municipal center with police department office space, a city hall, municipal courts, and a new council chamber. The police department portion of the building contains a storm shelter with an emergency operations center.

EXPERIENCE

21 Years

EDUCATION

Bachelor of Science
Industrial Technology
Management
University of Wisconsin -
Platteville

CERTIFICATIONS

OSHA 10 Hour
OSHA 30 Hour
Smith Driving Certification



Drew Worth

Estimator

PROJECT ROLE/RESPONSIBILITIES

Drew's experience has equipped him with the knowledge necessary to accurately analyze your project's scope and to develop concise bid packages. When crafting these bid packages, Drew will be responsible for accurately and descriptively communicating the scope of work for all trades. He will also offer clarifications and, if required, communicate any necessary addenda or additional transmittals to ensure all parties are clear on the work to be performed.

RELEVANT PROJECT EXPERIENCE

- **McKinney Fire Station No. 11** - A new 16,000 SF facility on three acres that will accommodate ten firefighters and includes a unique three-story training tower.
- **McKinney Municipal Service Center - North Campus** - Expansion and renovation of the former 66,000 SF John Deere/United Ag-Power facility on seven acres.
- **Prosper Business Park** - A business incubator park in its inception, Phase I included 175,000 SF of energy efficient, modern flexible office space.

EXPERIENCE

10 years

EDUCATION

Bachelor of Science
Construction Sciences
Texas A&M University

CERTIFICATIONS

OSHA 10 Hour
OSHA 30 Hour
Smith Driving Certification



Derek Kloer

Senior Project Manager

PROJECT ROLE/RESPONSIBILITIES

Derek will be keenly focused on your project's progression through the preconstruction phase, and will be heavily involved in contract reviews and in budget and schedule creations. During the construction phase, he will monitor your project's progress and will offer guidance should challenges arise.

RELEVANT PROJECT EXPERIENCE

- **Mesquite Air Tower** - A new 2,500SF Air Tower for the Texas Department of Transportation at the Mesquite Metro Airport. The new air traffic control tower cost over \$2M and offers a control floor, break areas, and restrooms.
- **City of Princeton Municipal Center** - New two-story municipal center with police department office space, a city hall, municipal courts, and a new council chamber. The police department portion of the building contains a storm shelter with an emergency operations center.
- **Fed-Ex - Irving** - The \$9.2M distribution centers offers over 100,000 SF of warehouse space for FedEx.

EXPERIENCE

15 Years

EDUCATION

Bachelor of Science
Construction Management
Pittsburg State University

CERTIFICATIONS

OSHA 30 Hour
Smith Driving Certification



Kyle Roberts

Project Manager

PROJECT ROLE/RESPONSIBILITIES

Kyle will be responsible for the overall planning and administrative management of your project. During the preconstruction phase, Kyle will be an active participant in subcontractor bidding and bid analysis, as well as in the development of your project's budget and schedule.

RELEVANT PROJECT EXPERIENCE

- **McKinney Fire Station No. 11** - A new 16,000 SF facility on three acres that will accommodate ten firefighters and includes a unique three-story training tower.
- **McKinney Industrial** - A modern, 72,000 SF manufacturing facility in McKinney's Industrial Park. Crossland self performed all site utilities and concrete in addition to the construction on the project.
- **McKinney Municipal Service Center - North Campus** - Expansion and renovation of the former 66,000 SF John Deere/United Ag-Power facility on seven acres.

EXPERIENCE

9 Years

EDUCATION

Bachelor of Science
Sports Management
Arkansas State University

CERTIFICATIONS

OSHA 10 Hour
CM Delivery Method
Asta Software Training



Jacob Williams

Project Engineer

PROJECT ROLE/RESPONSIBILITIES

Jacob will collaborate with various trades to ensure work is carried out in a manner consistent with all specifications and Owner expectations. Jacob will analyze the project schedule and specifications and, in turn, will work with suppliers to procure quality materials in a timely manner.

RELEVANT PROJECT EXPERIENCE

- **McKinney Fire Station No. 11** - A new 16,000 SF facility on three acres that will accommodate ten firefighters and includes a unique three-story training tower.
- **Princeton Fire Station No. 3** - The Fire Station includes three apparatus bays with high-speed full-glass sectional overhead doors and a vehicle exhaust system as well as full living quarters.
- **Lewisville Fleet and Maintenance** - The Project consists of the construction of a plus or minus 35,254 SF facility for Fleet and Facilities Maintenance for the City of Lewisville, Texas.

EXPERIENCE

2 Years

EDUCATION

Bachelor of Science
Manufacturing Engineering
Pittsburg State University

CERTIFICATIONS

OSHA 10+30 Hour
Smith Driving Certificate
Certified Forklift Operator



Ben Harris

General Superintendent

PROJECT ROLE/RESPONSIBILITIES

Ben Harris will oversee all superintendents, subcontractors, and self-performance aspects of your project. Ben will increase effectiveness and performance of all local superintendents through education and mentorship. He will coordinate with the local Superintendent to find the best subcontractor for your project.

RELEVANT PROJECT EXPERIENCE

- **Prosper Business Park** - A business incubator park in its inception, Phase I included 175,000 SF of energy efficient, modern flexible office space.
- **McKinney Fire Station No. 11** - A new 16,000 SF facility on three acres, to accommodate ten firefighters and also includes a unique 3 story training tower.
- **City of McKinney Municipal Service Center North Campus** - Expansion and renovation of the former 66,000 SF John Deere/United Ag-Power facility on seven acres.

EXPERIENCE

19 Years

EDUCATION

Bachelor of Science
Construction Management
Pittsburg State University

CERTIFICATIONS

OSHA 30 Hour
Certified Forklift Operator
Asta Software Training



Mike Kirk

Superintendent

PROJECT ROLE/RESPONSIBILITIES

Mike Kirk will be responsible for overseeing all site activities and will manage field personnel. He will drive the schedule and overall quality of your project as it progresses through the construction phase and will communicate daily with subs and suppliers so your project maintains optimum efficiency.

RELEVANT PROJECT EXPERIENCE

- **Princeton Fire Station No. 3** - The Fire Station includes three apparatus bays with high-speed full-glass sectional overhead doors and a vehicle exhaust system and full living quarters.
- **DCM Merchandising Center** - The DCM building is 407,000 SF and houses merchandise operations offices in the front of the structure. At that size, it's no surprise that all shipping, storing, receiving, and boxing functions go through the DCM warehouse facility.
- **Watters Creek Hotel** - The Watters Creek Hotel and Convention Center is a 280,500 SF facility offering 300 hospitality rooms, a five star restaurant, and a courtyard with an outdoor pool.

EXPERIENCE

5 Years

EDUCATION

Bachelor of Science
Construction Science
Texas A&M University

CERTIFICATIONS

Smith Driving Certification

| Line | Name | Duration | Start | Finish | 2022 | 2023 |
|------|---|-------------|-------------------|-------------------|--------------|--------------|
| | MAJOR MILESTONES | 360d | 4/7/2022 | 9/7/2023 | April 7 | September 7 |
| 2 | Step 1 RFQ Deadline | | 4/7/2022 | 4/7/2022 | April 7 | April 7 |
| 3 | Step 2 RFQ Deadline | | 4/21/2022 | 4/21/2022 | April 21 | April 21 |
| 4 | Interviews, (If Needed) | 5d | 5/2/2022 | 5/6/2022 | May 2 | May 6 |
| 5 | CMAR Awarded | 5d | 5/16/2022 | 5/20/2022 | May 16 | May 20 |
| 6 | Design Drawings 30% | | 6/20/2022 | 6/20/2022 | June 20 | June 20 |
| 7 | Design Drawings 60% | | 8/9/2022 | 8/9/2022 | August 9 | August 9 |
| 8 | Design Drawings 90% | | 9/28/2022 | 9/28/2022 | September 28 | September 28 |
| 9 | Construction Drawings Complete | | 11/16/2022 | 11/16/2022 | November 16 | November 16 |
| 10 | GMP Finalized | | 10/27/2022 | 10/27/2022 | October 27 | October 27 |
| 11 | PEMB Ordered | | 9/23/2022 | 9/23/2022 | September 23 | September 23 |
| 12 | Construction Begin | | 1/18/2023 | 1/18/2023 | January 18 | January 18 |
| 13 | PEMB On Site | | 4/12/2023 | 4/12/2023 | April 12 | April 12 |
| 14 | Roof Installed | | 5/30/2023 | 5/30/2023 | May 30 | May 30 |
| 15 | Building Dried In | | 5/30/2023 | 5/30/2023 | May 30 | May 30 |
| 16 | Maintenance and Storage Bldg Complete | | 9/7/2023 | 9/7/2023 | September 7 | September 7 |
| | DESIGN AND ENGINEERING | 125d | 5/23/2022 | 11/16/2022 | May 23 | November 16 |
| | DESIGN DEVELOPMENT | 95d | 5/23/2022 | 10/5/2022 | May 23 | October 5 |
| 19 | Design Development 30% | 20d | 5/23/2022 | 6/20/2022 | May 23 | June 20 |
| 20 | Design Development 60% | 20d | 7/20/2022 | 8/16/2022 | July 20 | August 16 |
| 21 | Design Development 90% | 20d | 9/8/2022 | 10/5/2022 | September 8 | October 5 |
| | CONTRACT DOCUMENTS | 15d | 10/27/2022 | 11/16/2022 | October 27 | November 16 |
| 23 | Construction Documents 100% | 15d | 10/27/2022 | 11/16/2022 | October 27 | November 16 |
| | PRECONSTRUCTION | 145d | 6/21/2022 | 1/17/2023 | June 21 | January 17 |
| | DD BUDGETING | 90d | 6/21/2022 | 10/26/2022 | June 21 | October 26 |
| 26 | DD 30% Budget Pricing and Review | 20d | 6/21/2022 | 7/19/2022 | June 21 | July 19 |
| 27 | DD 60% Budget Pricing and Review | 20d | 8/10/2022 | 9/7/2022 | August 10 | September 7 |
| 28 | DD 90% Budget Pricing and Review | 20d | 9/29/2022 | 10/26/2022 | September 29 | October 26 |
| | GMP DEVELOPMENT | 70d | 9/8/2022 | 12/16/2022 | September 8 | December 16 |
| 30 | PEMB 100% Pricing | 15d | 9/8/2022 | 9/28/2022 | September 8 | September 28 |
| 31 | GMP Submitted | 1d | 10/27/2022 | 10/27/2022 | October 27 | October 27 |
| 32 | Construction Documents 100% Pricing | 20d | 11/17/2022 | 12/16/2022 | November 17 | December 16 |
| | PERMITTING AND APPROVALS | 80d | 9/22/2022 | 1/17/2023 | September 22 | January 17 |
| 34 | PEMB Bid Scope and Approval With City of McKinney | 1d | 9/22/2022 | 9/22/2022 | September 22 | September 22 |
| 35 | Bid Scope Verification With City of McKinney | 10d | 12/19/2022 | 1/3/2023 | December 19 | January 3 |
| 36 | Subcontracts Awarded | 10d | 1/4/2023 | 1/17/2023 | January 4 | January 17 |
| 37 | Permitting Obtained | 20d | 11/17/2022 | 12/16/2022 | November 17 | December 16 |

**McKinney Air Center
Airfield Maintenance and
Storage Building**

Job #: Job Number
Start Date: 4/7/2022
Finish Date: 9/7/2023

Print Date: 4/6/2022 4:23:40 PM
Update as of: 4/7/2022
City of McKinney

View: Bar Chart View
Filter: None
Page 1 of 2

| Line | Name | Duration | Start | Finish | 2022 | 2023 |
|------|--|-------------|------------------|-----------------|------|------|
| | CORPORATE HANGAR 10 | 163d | 1/18/2023 | 9/7/2023 | | |
| | EARTHWORK | | | | | |
| 40 | Site Clearing | 5d | 1/18/2023 | 1/24/2023 | | |
| 41 | Earthwork | 10d | 1/25/2023 | 2/7/2023 | | |
| | UTILITIES | | | | | |
| 43 | Site Utilities | 25d | 2/8/2023 | 3/14/2023 | | |
| | FOUNDATION | | | | | |
| 45 | Foundations | 10d | 2/8/2023 | 3/10/2023 | | |
| 46 | MEP Underlab RI | 15d | 2/15/2023 | 3/7/2023 | | |
| 47 | SOG | 7d | 3/2/2023 | 3/10/2023 | | |
| | STRUCTURE | | | | | |
| 49 | Erect PEMB | 15d | 4/13/2023 | 5/8/2023 | | |
| 50 | Erect ARFF Covered Awning | 3d | 5/4/2023 | 5/8/2023 | | |
| | EXTERIORS | | | | | |
| 52 | Facade | 10d | 5/1/2023 | 5/12/2023 | | |
| 53 | Roof Maintenance and Storage Bldg | 10d | 5/15/2023 | 5/26/2023 | | |
| 54 | Roof ARFF | 3d | 5/9/2023 | 5/11/2023 | | |
| 55 | Windows and Doors | 10d | 5/8/2023 | 5/19/2023 | | |
| | INTERIORS | | | | | |
| 57 | Framing | 10d | 5/30/2023 | 6/12/2023 | | |
| 58 | MEP | 25d | 5/30/2023 | 7/5/2023 | | |
| 59 | Finishes | 40d | 6/13/2023 | 8/9/2023 | | |
| | SITE FINISHES | | | | | |
| 61 | Generator Install | 5d | 6/27/2023 | 7/5/2023 | | |
| 62 | Site Paving | 20d | 5/30/2023 | 6/26/2023 | | |
| 63 | Misc. Siterwork (Dumpster, Fence, Signage, Fuel Tanks, etc.) | 25d | 5/30/2023 | 7/5/2023 | | |
| 64 | Landscaping | 10d | 7/6/2023 | 7/19/2023 | | |
| | CLOSEOUT | | | | | |
| 66 | Punch List | 20d | 8/10/2023 | 9/7/2023 | | |
| 67 | Punch List | 20d | 8/10/2023 | 9/7/2023 | | |
| | FINAL INSPECTIONS | | | | | |
| 68 | 100% Final Inspections | 15d | 8/10/2023 | 8/30/2023 | | |
| 69 | 100% Final Inspections | 15d | 8/10/2023 | 8/30/2023 | | |

CROSSLAND
CONSTRUCTION COMPANY, INC.

**McKinney Air Center
Airfield Maintenance and
Storage Building**

View: Bar Chart View
Filter: None
Page 2 of 2

Print Date: 4/6/2022 4:23:40 PM
Update as of: 4/7/2022

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City of McKinney

Milestone Appearances
◆ Diamond

QUESTION 15 -

QUALITY PROGRAM



Crossland Construction Quality Assurance Program

Crossland Construction's Quality Assurance (QA) program includes all the things we do before and during execution of the work that guard against defects and deficiencies.

The QA program makes sure that work is executed per owner and design team expectations, and in accordance with construction documents.

Program components:

- Submittal procedure for shop drawings, material data sheets, and samples
- Mock-ups of complex construction details
- Trade Contractor's Quality Plan
- Non-conformance tracking



Quality Control Procedures

At Crossland, everyone involved with a project is responsible for the facility's quality. Unlike most companies our size, our Division Managers are very involved in the day-to-day operations of their division's projects. Our Superintendents are known for a hands-on, boots-on-the-ground approach – consistently walking the jobsite looking for potential issues, talking with subcontractor about their work being put in place, and monitoring progress.



DOUG SPEAR

EXPERIENCE

15 Years

In his role as Director of Quality Assurance, Doug has structured and developed a team to ensure our processes are meeting the highest of standards. He will educate and empower his department personnel so they are fully prepared to meet established goals.

Quality + Safety Certifications

- PCI Management Representative
- AISC Management Representative
- Certified Construction Health and Safety Tech
- Smith Driving Certification
- KCS Roadway OTS Certification
- Flagger Certification
- Curriculum Performance
- Curriculum Proctor
- Craft Instructor
- ATSSA Instructor
- MBI Certification
- OSHA 30 Hour
- OSHA 10 Hour
- Confined Space
- Certified Forklift Operator
- Steel Erection Safety
- Purlin Glide Fall Protection System
- Trenching/Excavation Training
- OSHA 500 Trainer Course
- Scaffolding Competent Person
- IMA Competent Person
- OSHA 24 Hour HAZWOPER
- 40 Hour HAZWOPER
- Qualified Steel Inspector

Quality Starts in Preconstruction

Preconstruction starts by gathering an in-depth understanding of the wants and needs of the facility. We join the design team's coordination meetings to talk through cost, schedule, and constructability implications of building specifics.

It's our role to find the best product and material options with application, installation, and execution in mind. Any alternative solutions are presented as well as their impact on the budget and schedule. We often keep a wish list of items that can be revisited later on if the budget allows.

As Real Builders, we're going to find the most efficient means, methods, and materials. When we identify challenges before we build, we reduce or prevent errors and delays.

Qualifying Trade Partners

Subcontractors that work alongside us on your project are essential to the project's quality. We recognize the value local subcontractors bring to a project when writing our packages and advertising for local subcontractor-participation.

Transparent bid packages set expectations with subcontractors from the very beginning of the project. It helps the superintendent hold everyone accountable for their scope once we're in construction—avoiding scope and trade gaps and following state and local laws.

Site-Specific Quality Plan

We develop a site-specific quality plan during preconstruction that will address all three facilities in this project. These plans often focus on major components like roofing, windows and doors, cladding systems, weatherproofing, and penetrations.

Ensuring Quality Work is Put in Place

Pre-installation meetings

Before work is put in place, we hold a meeting with everyone involved to go over the process or procedure, resources, materials, safety concerns, approved submittals, and best practices.

Mock Ups

Physical mock ups are used to make sure everyone – the subcontractor, us, our client, and the design team all agree on the quality of a project scope component before beginning that scope.

Pre-task meetings

Beyond pre-installation meetings, we often hold pre-task meetings for important tasks to keep the project on the right track.

Punch List / Inspection

We keep a rolling punch list of potential quality concerns that we review at O/A/C meetings. We give everyone on the jobsite access to our QA/QC app, so they can upload photos of in-progress and completed work. We work through this list prior to final inspection by the City of McKinney.

Half-way point meeting

We never wait until the end of a project to review quality – along with safety, it's an ongoing priority. Halfway through the project, we host a formal review of subcontractor performance and overall quality. We've found this meeting is a great way to keep morale up by reviewing work that is completed and keep the excitement up for what we have left to finish.

Drone Video Footage

We take monthly drone footage of a project's progress that we share with the full project team. A lot of times, clients will share it on social media to keep the community up to date on project progress.



SCAN FOR AN
EXAMPLE THAT MIGHT
LOOK FAMILIAR!

City of McKinney Fire Department Fire Station 11 update on 9/17/21.

Project close out + Post-Project Support

- Keep accurate drawings with all project changes
- Make sure all subcontractor/contractors provide required closeout documents and materials
- Provide owner operations and maintenance (O&M) manuals
- Train owners and staff (recorded, if required)
- Provide warranty and contact information

Kyle Roberts will remain your main point of contact once the project is completed. Should any issues arise, Kyle is just a phone call away.



January 27, 2020

RE: Professional Recommendation for
Crossland Construction, Inc.

To Whom It May Concern:

This letter is written to provide a professional recommendation for Crossland Construction, Inc. ("Crossland"). I have had the pleasure of working with Crossland Construction on two different projects in the City of McKinney and found them to provide very good construction services.

One of the projects was the award winning Pete and Nancy Huff Air Traffic Control Tower located at McKinney National Airport on which Crossland was the general contractor. McKinney National Airport replaced a temporary air traffic control tower that was established in 1996 with a new state-of-the-art facility in 2011.

The second and most recently completed is the McKinney Fire Station 10 project located in Trinity Falls on which Crossland was the construction manager at risk ("CMAR"). This fire station is an almost 16,000 square foot building including 3 drive through apparatus bays with an enhanced exterior training facility that will well serve the McKinney Fire Department for years to come.

The projects were both delivered on time, within their respective budgets from a construction team who definitely had the right collaborative team mindset and great control of their subcontractors. The Crossland Construction, Inc. construction team communicated well and were very cooperative during the design of the fire station project as well as during the construction phases of both of these projects.

I would not hesitate to utilize their general construction or CMAR services for similar projects in the future and highly recommend them for other municipalities seeking an experienced and well-seasoned contractor with excellent cost control and quality assurance.

Sincerely,

A handwritten signature in blue ink, appearing to read "Patricia L. Jackson".

Patricia L. Jackson, PE, RAS
Facilities Construction Manager

Facilities Construction Division



November 22, 2021

To Whom It May Concern,

I am writing to commend Crossland Construction Company for their efforts and partnership in building our Municipal Courthouse.

The Municipal Courthouse Renovation and Expansion was bid competitively and Crossland was confirmed as the respective low bidder. Furthermore, Crossland was selected based around best value & proposed schedule for the project. Crossland's team has proven to be great to work with as they are always looking out for our interests when it comes to costs, quality & schedule. True to form, Crossland consistently looked out for the long-term interests of our City and has maintained a true partnership with us throughout the construction of our building.

Judging by our experiences with Crossland on the referenced above, we anticipate many opportunities to partner on projects in the future as well.

I recommend Crossland without reservation. As far as we are concerned, Crossland is a top-notch company with the proper resources to build successful projects. Please feel free to contact me for any future information.

Regards,

A handwritten signature in black ink, appearing to be "WH", written in a cursive style.

Wes Hicks
Facility Project Manager – City Manager's Office
WHicks@FriscoTexas.gov
214-620-9198



Tuesday, January 26, 2016

RE: Reference Letter
CROSSLAND CONSTRUCTION
861 North Coleman, Suite 100 - Prosper, Texas 75078

To Whom It May Concern:

The City of Allen received six responsive bids for the Fire Station #2 Demolition and Rebuild Project in May of 2015. After an extensive bid evaluation process and reference checks, Crossland Construction and one other firm were invited to participate in an interview to discuss project approach, project team, and value engineering. The Best and Final Offer Crossland Construction returned not only reduced the original bid response through value engineering, but introduced a level of expertise that convinced The City they would be the right Contractor for our Project.

The Fire Station #2 Project provided the City and Crossland with great opportunity for success with on-going value engineering, challenging neighborhood relationships in a mix of residential, retail, daycare and Church boarders, and some outside the box thinking as it relates to creative scheduling on a very small site, without the benefit of parking or storage on either side. Before the ink was dry on our contracts, Crossland was knee-deep in communication and planning.

Outside of industry standard expectations, the Crossland Construction team has proven themselves extraordinarily progressive with time management (over 20-days of rain since we began demo); neighboring relationships (excellent communication has endeared the neighboring Church and daycare, both affected by construction, to remain confident their property will be protected); and communication sharing with both the Consultant team and the City of Allen. Crossland continues to take a leadership role in effective value engineering, and easily adapts to the myriad of changes that come with any construction project.

It is without hesitation that we would recommend the Crossland Construction team for municipal projects, and because of their experience and expertise, specifically for public safety buildings.

Should wish to glean further details about our experience with Crossland Construction, please feel free to call me direct at 214-509-4597.

Sincerely,

A handwritten signature in blue ink, appearing to read "Donna M. Dickinson", is written over the typed name.

Donna M. Dickinson
Construction Manager - Engineering



PRINCETON
TEXAS
CITY OF PRINCETON

123 W. Princeton Drive
Princeton, TX 75407
972-734-2416, Fax 972-734-2548

February 11, 2021

To Whom It May Concern,

I am writing to commend Crossland Construction Company for their efforts and partnership in building our new Princeton Municipal Building & Princeton Fire Station #3 that are currently underway.

The Princeton Municipal Building was bid competitively and Crossland was confirmed as the respective low bidder. Furthermore, Crossland was selected based around best value & proposed schedule for the project. Crossland's team has proven to be great to work with as they are always looking out for our interests when it comes to costs, quality & schedule. Crossland is currently on schedule and on budget for the build.

The delivery method selected for the Princeton Fire Station #3 is design-build. Crossland was selected based around price, proposed team, and proven expertise in these types of projects. True to form, Crossland is consistently looking out for the long-term interests of our City and has maintained a true partnership with us throughout all phases of design, budget, and construction.

Judging by our experiences with Crossland on the two projects referenced above, we anticipate many opportunities to partner on projects in the future as well.

I recommend Crossland without reservation. As far as we are concerned, Crossland is a top-notch company with the proper resources to build successful projects. Please feel free to contact me for any future information.

Sincerely,

Shawn Fort, Director of Development Services

January 27, 2020

Subject: Professional Recommendation for **Crossland Construction Company, Inc.**

To Whom it may concern;

Conduit Architecture + Design are pleased to advise that we recently had an opportunity to work with Crossland Construction Company, Inc. on Fire Station #10 for the City of McKinney and the McKinney Fire Department. We are pleased to provide this Letter of Recommendation on behalf of Crossland Construction Company.

Crossland was award the Construction Manager At Risk contract to construct Conduit A+D's design of McKinney Fire Station #10 located in the Trinity Falls neighborhood of McKinney, Texas. Crossland completed construction of this new \$7.14 million dollar, 15,844 square foot facility complete with three apparatus bays, community room, living quarters for ten, men, women, and captain's locker rooms, and outdoor patio and training yard.

Both the project manager, Kyle Roberts, and site superintendent, Robert Bass, exhibited through knowledge of Civil, Architectural, Mechanical, Electrical Specialties, and other construction trades kept the project running **efficiently** and **smoothly**. Crossland brought the project in **on time** and **within budget**. It was obvious that Crossland spent the time **reviewing and coordinating** the construction documents which allowed decisions to be made in a timely manner and without delay or extra cost. Kyle, Robert and the others at Crossland were **great communicators, problems solvers**, and worked as a **team** with both the design team and owners.

Conduit Architecture + Design would be more than pleased to recommend Crossland Construction Company, Inc. for your next construction project and we look forward to working with them again on future projects.

Sincerely,



Eric Ciskowski, AIA, NCARB, LEED AP
Principal