

RFP No. 18-41RFP FOR CMAR SERVICES FIRE STATION NO. 10

CITY OF MCKINNEY
ATT: JOHN LEMMOND
P.O. BOX 517
MCKINNEY, TEXAS 75070

COPY



SUBMITTAL DEADLINE: MAY 24, 2018, 2:00PM CDST
RFQ NO. 18-41RFP
CITY OF MCKINNEY, TEXAS

CROSSLAND

CONSTRUCTION COMPANY, INC.

861 N Coleman, Ste 100 Prosper, TX
P: 972.347.5659 F: 972.347.5684

I hereby certify that the contents of this proposal
are the true and exact response of Crossland Construction Company, Inc. to the
Request for Proposals (RFP) For
Construction Management at Risk (CMAR) Services
For
The Construction Of
Fire Station No. 10
City of McKinney, Texas
RFP No. 18-41RFP
issued
Sunday, May 6, 2018
and due no later than
2:00 PM CDST. Thursday. May 24, 2018.

Submitted By:



Rocky Hussman, Division Manager
Crossland Construction Company, Inc.
861 N. Coleman
Prosper, Texas 75078
Phone: 972-347-5659

RFQ SECTION 4

Certificate of Interested Parties (Form 1295)

**SUBMITTAL DEADLINE:
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CITY OF MCKINNEY, TEXAS**

CROSSLAND
CONSTRUCTION COMPANY, INC.

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Crossland Construction
Prosper, TX United States

Certificate Number:
2018-353573

Date Filed:
05/15/2018

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

City of McKinney

Date Acknowledged:

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

RFP No. 18-41RFP
City of McKinney Fire Station # 10

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary

5 Check only if there is NO Interested Party.

6 UNSWORN DECLARATION

My name is Rocky Hussman, and my date of birth is 7-24-82.

My address is 861 N. Coleman (street), Prosper (city), Tx (state), 75078 (zip code), US (country).

I declare under penalty of perjury that the foregoing is true and correct.

Executed in Collin County, State of Texas, on the 15 day of May, 2018.
(month) (year)



Signature of authorized agent of contracting business entity (Declarant)

RFQ SECTION 5

Response Letter

**SUBMITTAL DEADLINE:
MAY 24, 2018, 2:00PM CDST
RFQ NO. 18-41RFP
CITY OF MCKINNEY, TEXAS**

CROSSLAND
CONSTRUCTION COMPANY, INC.

**SECTION 5 – RESPONSE LETTER
RFP NO. 18-41RFP**

Lisa Littrell, Purchasing 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 Offeror:
Crossland Construction Company, Inc.

The person signing this Response on behalf of the Offeror 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 Offerors.
- 3) Offeror has received the Addenda to this RFP, specifically, Addenda numbered One (1) and dated May 18 2018.

Executed this 24th day of May, 2018.

OFFEROR:
Crossland Construction Company, Inc.

By: 
Name: Rocky Hussman
Title: Division Manager
Email: rhussman@crossland.com
Phone: 972-347-5659
Cell: 469-408-7702

Attachment: Responses to Offeror's Questionnaire

RFQ SECTION 6

Offeror's Questionnaire

**SUBMITTAL DEADLINE:
MAY 24, 2018, 2:00PM CDST
RFQ NO. 18-41RFP
CITY OF MCKINNEY, TEXAS**

CROSSLAND
CONSTRUCTION COMPANY, INC.

SECTION 6 - OFFEROR'S QUESTIONNAIRE RFP NO. 18-41RFP

1. Legal Name of Company: Crossland Construction Company, Inc.
Authorized Point of Contact for the company:
Rocky Hussman, Division Manager
Email: rhussman@crossland.com Cell: 469-408-7702
Address of Office that would be providing service:
861 N. Coleman Street
Prosper, Texas 75078
Main Phone: 972-347-5659 Direct Phone: Cell Number: 469-408-7702
Number of Years in Business: 40 Years.
Type of Operation: Corporation
Number of Employees: 1,500+ Annual Sales Volume: \$1.29B
2. Crossland will provide copies of the Financial Statements of Crossland Construction Company, Inc. if requested by the City of McKinney, Texas. We do request that these financial Statements Be considered Personal and Confidential by the City of McKinney, Texas.
3. A financial rating for Crossland Construction Company, Inc may be found in the following Tab – RFQ Section 6 – Attachments to Offeror's Questionnaire for RFP NO. 18-41RFP.
4. Crossland Construction Company, Inc. is not now, nor have they ever been, for sale or involved In any transaction to expand or to become acquired by another business entity.
5. Information regarding litigation or claims against Crossland Construction Company, Inc. may be Found in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFP NO. 18-41RFP.
6. Crossland Construction Company, Inc. is not now, nor have we ever been, in default on any loan or financing agreement with any bank, financial institution or any other entity.
7. There is no relationship, either now, or in the past, between Crossland Construction Company, Inc., or their employees, with any of the City's Officers, employees, including relatives, business associates, capital funding agreements or any other such kinship.
8. Crossland's Experience Modifier Rate (EMR) is .46. Our Recordable Incident Rate (RIR) is 1.74, and our Loss Indicator Rate (LIR) is .17.
9. Special Services, Management Characteristics and other benefits and advantages of selecting Crossland Construction Company, Inc. may be found in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFP NO. 18-41RFP.
10. Your project team has completed or is in the process of construction of five projects for the City of McKinney and McKinney Schools. You can feel comfortable that your team knows the standards set by the City of McKinney and understands what is needed to meet those standards.

They are extremely competent in cost control, cost savings and schedule control, and have years of experience with Construction Management at Risk delivery. Past and current projects have included:

- John and Judy Gay Library Original Project – Rocky Hussman was the Project Manager for this facility. He worked with the City of McKinney and Patricia Jackson to bring the project in on time and in budget.
- Tennis Courts at Gabe Nesbit – Rocky Hussman was the Project Manager. This project was over budget, but your team worked through the budget and finished the project ahead of schedule
- McKinney ISD – Our team worked hard to build the \$50M school project and just finished an Assisted Living facility in McKinney. We are currently building St. Gabriel Catholic Church in McKinney.
- Crossland has also built or is building several retail/office projects in McKinney, as well as a Medical facility.
- We have been the contractor for other municipal projects, including Sherman Fire Station, Sherman, Texas (currently under construction); Fire Station Number 2, Allen, Texas; Celina, Texas Fire Station; Plano, Texas Fire Station; and many others.

11. Information regarding Crossland's recent Construction Projects may be found in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFP NO. 18-41RFP.
12. The requested information may be found on the response to section 11, located in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFP NO. 18-41RFP.
13. An Organization chart along with resumes of key personnel, may be found in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFP NO. 18-41RFP
14. The requested project schedule can be found in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFQ No. 17-60RFQ.
15. Crossland Quality Assurance information for your City of McKinney, Texas John and Judy Gay Library Expansion and Renovation project may be found in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFQ No. 17-60RFQ.
16. Customer References regarding Crossland Construction Company, Inc. may be found in RFQ Section 6 – Attachments to Offeror's Questionnaire for RFP NO. 18-41RFP.

RFQ SECTION 6

Attachments To Offeror's Questionnaire

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CROSSLAND
CONSTRUCTION COMPANY, INC.

6.3. FINANCIAL RATING



Verification of Crossland's sound financial base

- Crossland Construction Company, Inc. is one of the oldest and most financially sound construction companies in the area. Through financial planning and sound leadership, as evidenced by our bonding capacity of \$300 Million per project, with an aggregate bonding limit of \$1.5 Billion, Crossland has the financial resources to fund our company's operation.
- A letter from our surety company indicating our ability to bond the entire cost of your project may be found below.
- We do not subscribe to Dunn and Bradstreet, and have not provided them financial information since 2008.
- Further financial references may be obtained at Arvest Bank, 201 NE A Street, Bentonville, Arkansas 72712 Contact is Jason England. 479-271-1206



PROTECTING ASSETS.
MAKING A DIFFERENCE.

May 17, 2018

Lisa Littrell, CPPO, CPPB
Purchasing Manager
1550 South College Street, Building D
McKinney, Texas 75069

Re: Crossland Construction Company, Inc.

Project: CMAR Services for Fire Station No. 10
RFP 18-41RFP

Dear Ms. Littrell:

Our agency manages the surety bond program for Crossland Construction Company, Inc. and we have been asked to write this letter to you on their behalf. For more than 30 years our management team has known and worked with the principals and staff of Crossland and we hold them in high regard. Crossland has earned an outstanding reputation as a company and as individuals of high integrity with a vast knowledge of the construction industry; they are a company who consistently completes quality projects for the benefit of project owners in a timely and cost-effective manner and I am pleased to write this letter on their behalf.

Surety bonds for Crossland are underwritten by Zurich American Insurance Company and Federal Insurance Company (a company of the Chubb Group of Insurance Companies). Bonds are typically written by Fidelity and Deposit Company of Maryland (a company of Zurich American Insurance Company) and Federal Insurance Company. Zurich American and Fidelity and Deposit Company of Maryland maintain "A+ (Superior)", "XV (\$2 Billion or greater)" ratings by the A.M. Best Company and a combined U.S. Treasury listing exceeding \$732,000,000. Federal Insurance Company maintains "A++ (Superior)", "XV (\$2 Billion or greater)" rating by A.M. Best Company and has a U.S. Treasury listing exceeding \$1,000,000,000.

Zurich American Insurance Company and Federal Insurance Company would positively consider approval of surety bonds for Crossland on individual contracts of \$300 million with an aggregate cost-to-complete program of \$1.5 billion. While these values are what have been discussed, the sureties may positively consider larger projects or program on a project-by-project basis.

Crossland's surety partners are favorable to executing performance and payment bonds upon acceptable review of all contract terms, bond forms and financing for any project as well as other pertinent underwriting information that may be deemed necessary at the time of any request for surety bonds. The arrangement for performance and payment bonds is a matter between Crossland and their sureties; neither the sureties, IMA, Inc. or Crossland assume any liability to you or any third parties if for any reason bonds are not written.

IMA, Inc. is proud to recommend Crossland Construction Company, Inc. to you. If you should have any questions, or require additional information, please contact our office.

Sincerely,



Carolyn J. Johnson
Surety Account Manager

6.5. LITIGATION AND CLAIMS

Crossland has no material claims or liens.



Trust, Responsibility, Integrity, Passion - THAT'S THE CROSSLAND WAY

-  Crossland Construction Company has never been involved as a defendant in any action contesting performance.
-  Crossland Construction Company, Inc. has no judgments against it. From time to time and in the normal course of business, Crossland had liens filed by subcontractors and material suppliers. On rare occasions litigation results. None of the liens and litigation currently pending is material to the Company.

6.9. SPECIAL SERVICES

Management Characteristics and other benefits and advantages of choosing Crossland



ESTIMATING

Crossland Construction prides itself on the ability to manage within budget parameters. Our Estimating Data Base utilizes Modelogix software, which allows us to maintain all of projects, breaking them down per square foot, tilt up vs. masonry, metal studs vs. masonry, VCT vs. polished concrete, and so on. This allows us to quickly budget the project with very little plans. Matt Still and our seasoned Estimating Team will lead the way on your project. They will facilitate costs and budget. The estimators will provide cost history information and pricing based on design components issued in the construction documents. Your Project Manager will manage the Trade Contractor pricing, means and methods, and material researching. He will also oversee any "value engineering" required.

VALUE ANALYSIS

Value Analysis or Value Engineering is perhaps the most important service a construction team can deliver. In this process, a thorough analysis is conducted of the design, products, and materials and their application, installation, and execution to determine whether the proposed design solutions are really the best solutions relative to their cost. It is crucial that the contractor, architect, building trades, engineers, and end users are engaged to brainstorm the best possible solutions. A project team that can propose creative and cost-effective solutions can add tremendous value to the overall project.

Crossland, as your Construction Manager, will utilize our history of self-performed work and knowledge of site work, structural concrete and building structures to determine if the best construction methods are being utilized. Through our extensive history with the hard bid market, Crossland has developed a detailed database of current and historical market trends and cost analysis. We feel it is our responsibility to provide complete value analysis through the entire Pre-Construction phase, but will continue to provide ideas and cost saving opportunities at all phases of the project. It is our goal to make the owner aware of all available savings opportunities and allow them to make their own decisions.

CONSTRUCTIBILITY REVIEWS

Constructibility Reviews are a design review process in which our constructibility includes:

- Materials
- Application
- Installation Techniques
- Field Execution
- Building Systems

In this process we discover possible errors, omissions, and conditions that cannot be constructed within the plans and specifications. It is important to note that these reviews are not done by a single person but by a representative of most of the major areas of work. By doing this we ensure a thorough review. We would typically recommend that these reviews be a page by page evaluation of the design documents with all parties present. We recommend that each sheet of the design documents be discussed in detail so that all parties are in agreement as to the expected outcome.

BID PROCESS

Development of a complete and comprehensive bid package is critical to the construction process. Crossland will utilize a four-step process as follows:

Solicit Bids: plans and specs are reviewed and bids are solicited from pre-approved qualified firms.

- **Receive Bids:** Bids are obtained by a specified date and a bid opening is conducted at a location of the owners choosing.
- **Analyze the Bids:** Bids are reviewed and analyzed for completeness. Our estimating team will make sure all items associated with the work are covered in the bid.
- **Selection and recommendation for award:** After analyzing bids, a written letter of recommendation will be provided to the owner stating which bids, in our opinion, should be accepted. The owner can then approve or clarify how they would like bids awarded.

SELF-PERFORMED WORK

All scopes of work (Trade Contracts) will be publicly bid. If Crossland wishes to pursue a specific scope of work as a Trade Contractor, our firm will adhere to all guidelines and requirements outlined by the bid packages and will provide proper notifications that Crossland will be proposing on the bid package. This ensures a competitive and equal bidding opportunity for all parties. Overhead costs and fees would be included in the bids submitted by Crossland for self-performed work. There would be no additional charge to the owner. Our bid would be submitted, along with those bids received by other subcontractors and suppliers, for a determination of the best value through the competitive proposal process.

6.9. SPECIAL SERVICES

Management Characteristics and other benefits and advantages of choosing Crossland



DOCUMENT ADMINISTRATION

Prolog Project Management software will be used to track submittals, subcontracts, meeting minutes, and all necessary document control. We believe frequent and open communication ensures that the ownership group is up to date on the critical components of the project. This includes, but not limited to, progress pictures, schedule updates, financial updates, and meeting documentation.



SCHEDULING

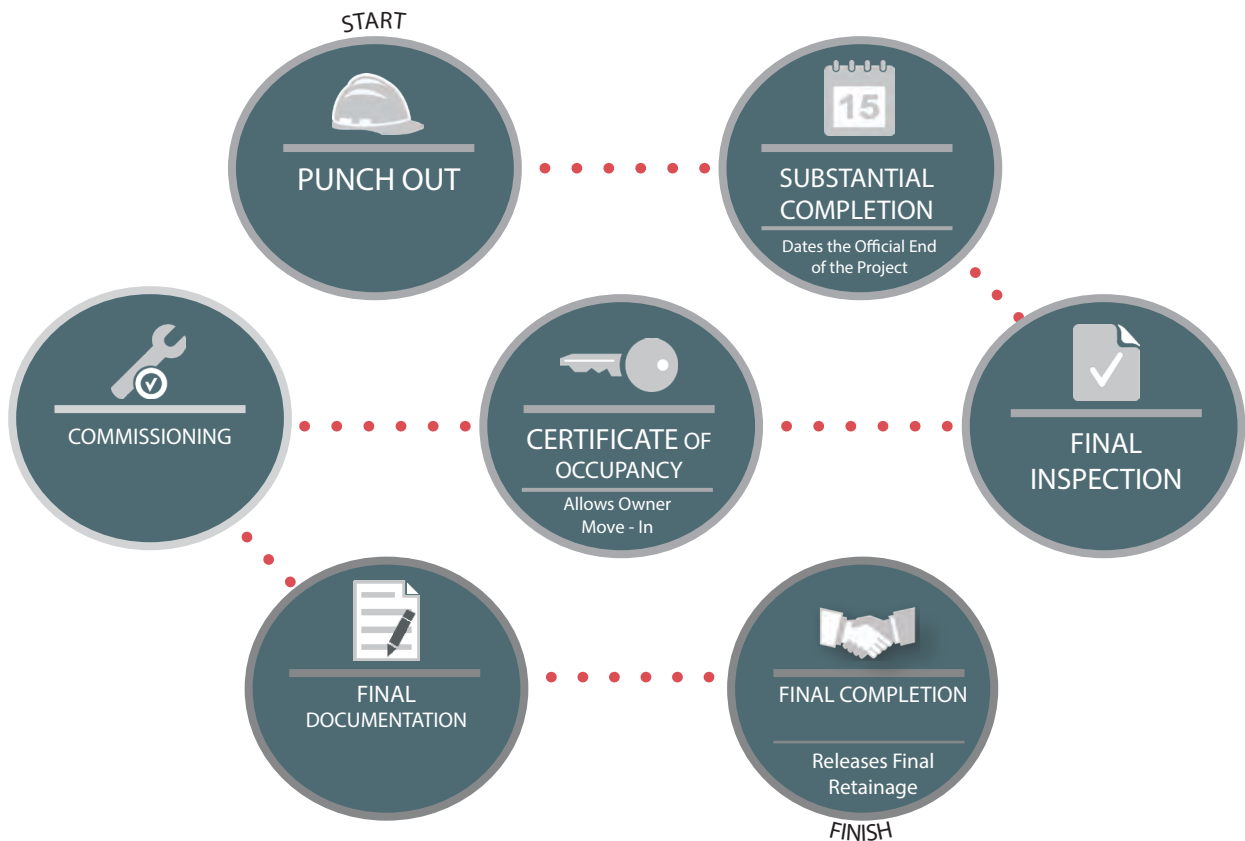
Method for Scheduling during the design/document phases:

The Project Manager will create the project schedule utilizing SureTrak, Primavera P6 or Microsoft Project software. He will include all the necessary steps in order to produce a schedule that is both realistic and easily understood. The schedule will include design milestone dates throughout the project, as a means of tracking the overall timeliness of the project. The Project Manager is responsible for the creation of the schedule and for contacting designers, subcontractors and suppliers for valuable input. The Project Superintendent will assist the Project Manager in matters regarding activity time durations and subcontractors and suppliers.



CLOSE-OUT PROCESS AND WARRANTY PROGRAM

Close-Out is the final step in the construction process and is the stage during which all the loose ends are resolved as the construction team readies the facility for occupancy. The Construction Management team will complete the following list of final standard procedures:



Once the Close-Out process is complete, all warranties, warranty books and manuals are presented to the Architect who presents them to the Owner. At Close-Out, Crossland Provides the following:

- Project Directory, Lien Waivers, Warranties, Certifications and Documentation from the Project, Project Record Documents, Operator and Maintenance Manuals, and Spare Parts and Maintenance Products.

6.11. RECENT CONTRUCTION PROJECTS

A few examples of some of our recent municipal work in Texas.



SHERMAN FIRE STATION #4

LOCATION
Sherman, TX

SIZE
12,000 SF

ORIGINAL VALUE
\$3,200,000

FINAL COST
To Be Determined

ESTIMATED COMPLETION DATE
November 30, 2018

DELIVERY METHOD
Construction Management at Risk

CLIENT
City of Sherman
Don Keene
220 W. Mulberry Street
Sherman, TX 75090
972.498.3243

ARCHITECT
Eikon Consultant Group, LLC
Michael Tubiolo
1405 W. Chapman Road
Sanger, TX 76266
940.458.7503

Crossland Construction was chosen as construction manager at risk for Sherman Fire Station #4 and broke ground in February of this year. This building features a pre-engineered metal building with insulated metal panels on the exterior, with some brick work at the entrance of the living quarters. Internal features include steel stud and drywall framing and sealed concrete floors. Despite the challenge of the road leading to the structure being built at the same time, this project is expected to be completed on time in November of 2018.

Rocky Hussman is the Project Executive on this project, with John (Hal) Gooch as Project Manager and Robert Bass as Onsite Project Superintendent.



6.11. RECENT CONSTRUCTION PROJECTS

A few examples of some of our recent municipal work in Texas.



LOCATION
Celina, TX

SIZE
10,600 SF

ORIGINAL VALUE
\$2,963,167

FINAL COST
2,963,167

COMPLETION DATE
August 1, 2015

DELIVERY METHOD
Construction Management at Risk

CLIENT
City of Celina
Gabe Johnson
142 N Ohio St
Celina, TX 75009
817.501.1418

ARCHITECT
BRW Architects
Gary DeVries
3535 Travis St, Ste 250
Dallas, TX 75204
214.528.8704

CELINA FIRE STATION #1

Crossland Construction received the \$2.9 million contract for the Celina Fire Station. The building is structural steel and load-bearing concrete masonry unit. The exterior was finished with stucco, brick, and stone – the cast-stone fire station logo can be seen by passersby. Interior finishes include polished concrete and ceramic tile flooring, stainless steel kitchen counter tops, and Corian bathroom counter tops.

Servicemen and women have access to three equipment bays, a fully operational kitchen, dorm rooms, four offices, an outdoor patio, and a rubber-floored weight room. Crossland crews self-performed concrete. Despite three months of record-setting rainfall during the exterior completion phase, we delivered the project on time and under budget.

Rocky Hussman was the Project Manager on this project.



6.11. RECENT CONSTRUCTION PROJECTS

A few examples of some of our recent municipal work in Texas.



LOCATION
Allen, TX

SIZE
11,855 SF

ORIGINAL VALUE
\$4,719,619
FINAL COST
\$4,762,698

COMPLETION DATE
June 30, 2016

SERVICES PROVIDED
General Contractor Low Bid

CLIENT
City of Allen, Texas
Donna Dickinson
305 Century Pkway
Allen, TX
214.509.4597

ARCHITECT
VAI Architects
16000 N Dallas Pkway
Dallas, TX
972.934.8888

ALLEN FIRE STATION #2

Crossland Construction was awarded the \$4 million contract to build the new fire station in Allen, Texas. The project scope included construction of a temporary facility, demolition of the existing facility, and subsequent construction of the new facility. The temporary structure was built behind a neighboring church. Once demolition was completed, the new building, with the same footprint as the original, began to take shape. Exterior features include masonry, a glass storefront, metal panels, and cast stone. Interiorly, there are open wood trusses in the kitchen and hallway.

Several challenges presented themselves over the course of the project. First, the emergency signal had to remain operational during the entirety of construction/demolition. Additionally, the small construction site was surrounded by the neighboring church, as mentioned, a residential neighborhood, high traffic roadways, and a daycare facility, making project coordination difficult. This project was over budget and through Crossland's Value Engineering we were able to bring the project in within budget and on schedule. Utilizing our self-perform abilities helped with this issue.

Rocky Hussman was the Project Executive on this project.



6.11. RECENT CONSTRUCTION PROJECTS

A few examples of some of our recent municipal work in Texas.



LOCATION
Denton, TX

SIZE
25,000 SF

ORIGINAL VALUE
\$8,300,000

FINAL COST
\$8,194,000

COMPLETION DATE
June 12, 2017

SERVICES PROVIDED
General Contractor Low Bid

CLIENT
Roy Davenport
Denton Cty. Chief Administrator
1175 Union Hill Rd.
Sanger, TX 76266
940.349.2813

ARCHITECT
EIKON Consultant Group, LLC
James T. Wilson, Jr.
1405 W. Chapman
Sanger TX 76266
940.458.7503

DENTON COUNTY GOVERNMENT BUILDING

Denton County of Texas selected Crossland Construction Company to lead their Design/Build team for the Denton County government facility. The 8.1 million structure is home to the County Clerk's office, the Tax office, the County Commissioner's office, the Constable's office, the Justice of the Peace office, and a courtroom. Crossland teams worked together to pour the structure's slab on piers and void boxes. The structural steel building has metal stud framing, with both stone and cast stone masonry and an exterior insulation finishing system facade. Additional aesthetic features include hard wood soffits and fascia, a storefront at the main corridor, and extensive landscaping. Interior features include stained concrete, heavy gauge wood timbers at the windows and door lintels, main entry canopies, and interior lintels. The courtroom boasts 40 foot ceilings. conveniences. As the project requirements grew so did the complexities, however Crossland was still able to deliver the project within the necessary time range.

Rocky Hussman was the Project Executive for this Project.




6.13. KEY PERSONNEL


Crossland's experienced, professional team is ready to start work for McKinney, Texas!




Rocky Hussman
Division Manager
Project Assignment: Project Executive
Experience: 10 Years




Carson Coleman
Pre-Construction Manager
Project Assignment: Pre-Construction
Experience: 28 Years



John "Hal" Gooch
Project Manager
Project Assignment: Project Manager
Experience: 6 Years



Ben Harris
General Superintendent & Quality Control
Project Assignment: Quality Control
Experience: 15 Years



Robert Bass
Project Superintendent
Project Assignment: On-Site Pr. Super.
Experience: 15 Years

6.13. KEY PERSONNEL

Crossland's experienced, professional team is ready to start work for McKinney, Texas!



ROCKY HUSSMAN

PROJECT POSITION

Project Executive

YEARS OF EXPERIENCE

10 Years

EDUCATION

Bachelor of Science
Business Administration
Management and Marketing
Texas Tech University

CERTIFICATIONS

OSHA 30 Hour
LEED Accredited Professional

PERFORMANCE REFERENCES

Kyle Mills
Deputy Fire Chief
City of Frisco
(214) 995-2174

ROLE

As Texas Division Manager, Rocky is responsible for overseeing the Team of Project Managers within the Texas Region. He is directly involved in management and direction of projects administered within his area. He will provide overall corporate direction for your project and help establish project objectives, policies, procedures and performance standards.

PROJECT EXPERIENCE (PARTIAL LIST)

- Sherman Fire Station (Under Construction), Sherman, TX, \$3.5M
- Celina Fire Station, Celina, TX, \$2.9M
- Allen Fire Station #2, Allen, TX, \$4.7M
- McKinney Fire Station #7, McKinney, TX, \$5M
- McKinney Fire Station #2, McKinney, TX, \$2.5M
- Fed Ex Express, Irving, TX, \$9M
- Aldi, Granbury, Granbury, TX, \$2M
- Aldi, Waxahachie, TX, \$2M
- XTO Means Office, Andrews, TX, \$3M
- XTO Seminole Office, Seminole, TX, \$3M
- Collin College Spring Creek Library and Renovations, Plano, TX, \$22M*
- Collin College Preston Ridge Conference Center, Parking Garage, Plano, TX, \$20M*
- Anna High School, Anna, TX, \$56M*
- Rockwall ISD Elementary, Rockwall, TX, \$18M
- Rockwall ISD Aquatic Center, Rockwall, TX, \$13M*
- Rockwall ISD Stadium Renovation, Rockwall, TX, \$15M*
- Rockwall ISD – Heath High School Additions, Rockwall, TX, \$28M*
- Rockwall ISD – High School Additions, Rockwall, TX, \$25M*
- Rockwall County Library, Rockwall, TX, \$8M*
- Lewisville 9th & 19th Grade Center, Lewisville, TX, \$32M*
- Rockwall ISD Middle School Additions and Renovation, Rockwall, TX, \$32M*

*Previous Project Experience

6.13. KEY PERSONNEL

Crossland's experienced, professional team is ready to start work for McKinney, Texas!



CARSON COLEMAN

PROJECT POSITION
Pre-Construction Manager

YEARS OF EXPERIENCE
28 Years

EDUCATION
Bachelor of Science
Major in Emergency Management
Minor in Business Management
Minor in Industrial Relations
University of North Texas

CERTIFICATIONS
CPR/First Aid Certified
OSHA 30 Hour
OSHA 10 Hour
Forklift Certified
Boom Lift Certified
Scissor Lift Certified
Respirator Use

INDUSTRY & CIVIC INVOLVEMENT
Economic Development and CPAC
Committee Member

PERFORMANCE REFERENCE
Jeff Thomas
Lasco Drywall
jeff@lascoadi.com
214.676.3881

Don Callahan
CalHar Construction Inc.
don@calhar.com
972.838.2888

ROLE

Carson will oversee all Pre-Construction activities and personnel associated with your project. He will be an active participant in the Design Phase, offering valuable insight to the Owner and Design Team on areas of key importance such as budget and schedule creation as well as overall constructability.

Carson will work with Crossland's estimating team to develop all bid packages associated with your project. On bid day, he will collect and analyze all bids, then offer them to you, the Owner, alongside his recommendation for award. Following the selection of key subcontractors and suppliers, he will generate your project's budget (and guaranteed maximum price if included in contract documents). In the instance that value engineering is required, he will lead this effort. Carson will communicate regularly with your Project Manager and Superintendent as he creates your project's budget and schedule, allowing your project to seamlessly transition from Pre-Construction to the Construction Phase.

RELEVANT PROJECT EXPERIENCE (PARTIAL LIST)

- Skybox Data Center, Katy, TX, \$8M
- Saddle Creek Logistics, Ft. Worth, TX, \$22M
- Toyota S1 Specialty Building, Frisco, TX \$51M
- Skybox Legacy 1 Data Center, Plano, TX \$12.5M
- Caterpillar–Seguin, Schertz, San Antonio, TX \$11M
- New Parkland Hospital, WISH Clinic Dallas, TX \$25M
- Ericsson Office, Plano, TX, \$50M
- Methodist Hospital for Spinal Surgery, Addison, TX, \$40M
- Texas Regional Medical Center, Sunnyvale, TX, \$35M
- Sunnyvale Medical Plaza, Sunnyvale, TX, \$5M
- Greenville–Medical Office, Greenville, TX, \$6M
- Quik Trip Distribution Center, Midlothian, TX, \$8M
- Infosys - Data Center & Mech. Encl. Plano, TX, \$1.5M
- Charlton Methodist Medical Center, Sky Bridge and Garage, Dallas, TX, \$18M
- Pasadena Medical Hospital, Pasadena, TX, \$28M
- Pasadena Medical Office, Pasadena, TX, \$5M
- Eastfield Community College Dallas, TX, \$11M
- Hickory 3 Building / Garage, Coppell, TX, \$38M
- Lee Lighting- building, Colleyville, TX, \$5.5M
- SMU- Calatrava Reflecting Pool/ Sculpture, University Park, TX, \$3M
- SMU- McFarlin Lobby Renovation, University Park, TX \$1.2M.
- NWSC- City of Dallas, Dallas, TX, \$3.5M
- Girl Scouts of America- Dallas, TX, \$5M
- PepsiCo/Frito Lay Plano, TX, \$2M
- PepsiCo/Frito Lay – Hangar, Addison, TX, \$7M
- EDS Corporate Flight Facility (Hangar)– McKinney, TX, \$7M
- YMCA Russell Creek Facility – Plano, TX, \$4M
- City of Allen Senior Citizens Recreation Facility- Allen, TX, \$5.5M
- AT&T Alvarado Central Office Addition, \$500K
- AT&T Aubrey Central Office- Aubrey, TX, \$5M

6.13. KEY PERSONNEL

Crossland's experienced, professional team is ready to start work for McKinney, Texas!



HAL GOOCH

PROJECT POSITION
Project Manager

YEARS OF EXPERIENCE
6 Years

EDUCATION
Bachelor of Science
Construction Science
Texas A&M University

CERTIFICATIONS
OSHA 10
OSHA 30
CPR
LEED Green Associate

PERFORMANCE REFERENCES
Kara Brinley
Vice President/General Manager
Long Toyota of Prosper
Kara.brinley@penskemotorgroup.com
469.343.6651

ROLE

As Project Manager, Hal will manage the project team and will be responsible for the overall planning and implementation of this job. He will oversee the project schedule, budget, and construction administration. Hal will work closely with the Owner and Architect, and will be responsible for communicating their expectations to the project team.

PROJECT EXPERIENCE (PARTIAL LIST)

- Cowboy's Training Facility, Frisco, TX, \$280M*
- Dallas Cowboy's World Headquarter, Frisco, TX, \$90M*
- Baylor Grapevine Patient Tower, Grapevine, TX, \$73M*
- The Richards Group, Dallas, TX, \$67M*
- Gates of Prosper, Prosper, TX, \$34M
- Longo Toyota, Prosper, TX, \$15M
- Scott and White Bone and Joint Institute, Temple, TX, \$14M*
- Star Trail Amenity Center, Prosper, TX, \$6M

6.13. KEY PERSONNEL

Crossland's experienced, professional team is ready to start work for McKinney, Texas!



BEN HARRIS

PROJECT POSITION

Quality Control
and General Superintendent

YEARS OF EXPERIENCE

15 Years

EDUCATION

Bachelor of Science
Construction Management
Pittsburg State University

CERTIFICATIONS

OSHA 30 Hour
Walmart Storm Water Certified
Walmart Remodel Certification

INDUSTRIAL & CIVIC INVOLVEMENT

Local Habitat for Humanity
Cottonwood Creek Baptist Church,
Children's Ministry Volunteer

PERFORMANCE REFERENCE

Garry Grossman
Sr. VP of Construction Services
Bright Realty
Gary.Grossman@brightrealtyco.com
972.410.6516

ROLE

Ben has an impressive breadth and depth of knowledge of construction industry methods and systems. Through his hard work and dedication to the industry, he has distinguished himself in the area of operations management and quality control. He has been involved with all the large projects constructed by our company. Ben sets the bar in his construction knowledge of large, detailed projects and oversees all field operations in our Texas Division. His extensive experience in quality control makes him an invaluable member of your team.

PROJECT EXPERIENCE (PARTIAL LIST)

- Sam's Club, Fayetteville, AR, \$15M
- Sam's Club, Owasso, OK, \$15M
- Wal-Mart Supercenter, Joplin, MO, \$13M
- Sam's Club, Bentonville, AR, \$12M
- O'Reilly Distribution Center, Kansas City, MO, \$10.2M
- Wal-Mart Supercenter, Catoosa, OK, \$10M
- Sam's Club, Tulsa, AR, \$8.5M
- Kroger Marketplace, Little Rock, AR, \$7.2M
- Wal-Mart Neighborhood Market, Rogers, AR, \$5.5M
- AERT Warehouse, Lowell, AR, \$2.8M
- Wal-Mart Parking, Bentonville, AR, \$1.6M
- Wal-Mart Supercenter Remodel, Nevada, MO, \$1.2M
- Wal-Mart Neighborhood Market Remodel, Bentonville, AR, \$0.9M

6.13. KEY PERSONNEL

Crossland's experienced, professional team is ready to start work for McKinney, Texas!



ROBERT BASS

PROJECT POSITION
Project Superintendent

YEARS OF EXPERIENCE
15 Years

EDUCATION
Bachelor of Science
Business Administration
AS Construction Technology

CERTIFICATIONS
OSHA 30 Hour

PERFORMANCE REFERENCES
Bruce Carlin
Texas Bank President-North TX Division
Bcarlin@texasbnk.com
469.952.5500

ROLE

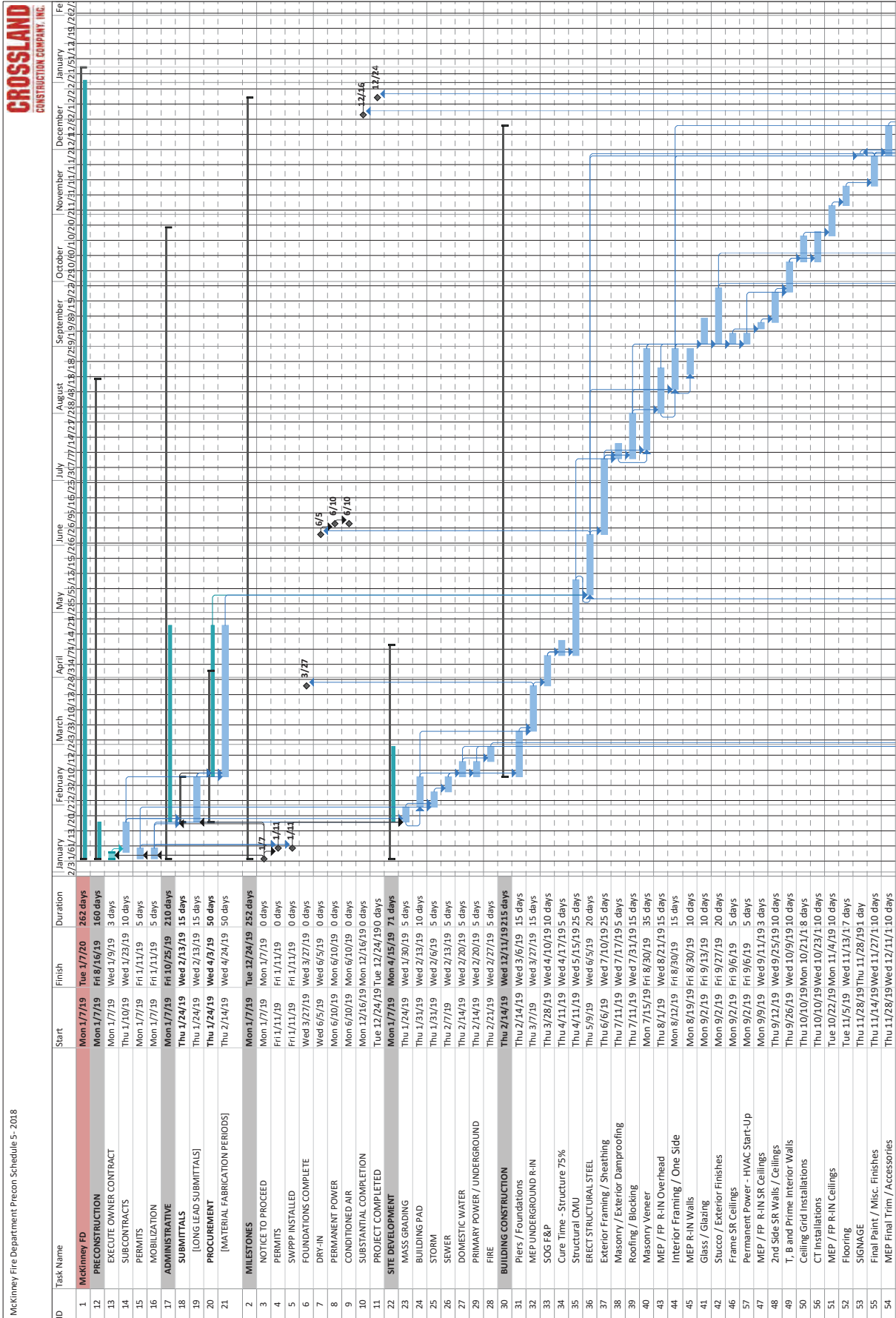
As Superintendent, Robert will supervise project site operations, material deliveries, subcontractor coordination, and project schedule maintenance. He also works closely with the Project Manager on tracking project costs and maintaining the project budget.

PROJECT EXPERIENCE (PARTIAL LIST)

- Gates of Prosper, Prosper, TX, \$30M
- Texas Bank, Prosper, TX, \$7M
- Target Irving, Irving TX, \$1.2M
- Target Dallas, Dallas, TX, \$1.2M

6.14. PROJECT SCHEDULE

Crossland's proposed project schedule



Project: McKinney FD 5-2018.
Date: Wed 5/16/18

Task Summary: Project Summary, External Tasks, External Milestone, Inactive Task

Task: Task, Split, Milestone, Summary

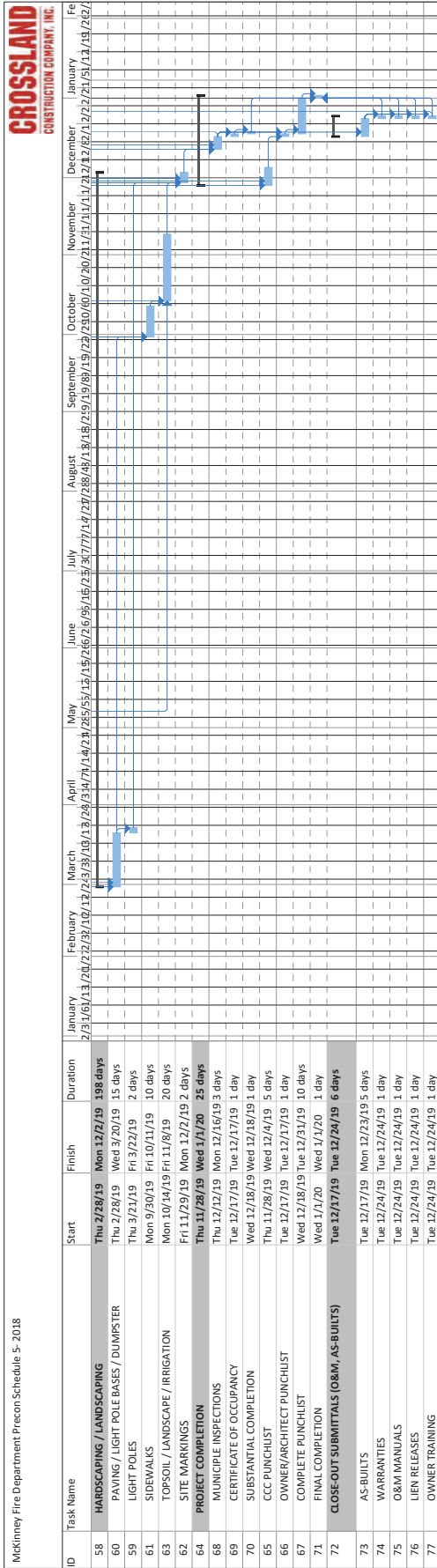
Inactive Milestone: Inactive Milestone, Manual Task, Duration-only

Manual Summary Rollup: Manual Summary, Start-only, Finish-only

Deadline: Deadline, Progress, Manual Progress

6.14. PROJECT SCHEDULE

Crossland's proposed project schedule



McKinney Fire Department Precon Schedule 5-2018

Project: McKinney FD 5-2018.
Date: Wed 5/16/18

Task Split Milestone Summary

Project Summary External Tasks External Milestone Inactive Task

Inactive Milestone Inactive Summary Manual Task Duration-only

Manual Summary Rollup Manual Summary Start-only Finish-only

Deadline Progress Manual Progress

6.15. FINANCIAL RATING

Verification of Crossland's sound financial base



We bring a highly trained and committed staff that applies quality control measures to every project to ensure oversight to all aspects of the project. We will employ quality control measures during both the pre-construction and the construction phase of your project.

➤ PRE-CONSTRUCTION

During the pre-construction phase of the project, the main areas of focus of the quality assurance aspect of our project management are design, schedule, and budget oversight. We will work with the design team to ensure quality products, proper construction techniques, and smart engineering designs are incorporated into the overall design of the project. Paying close attention to the progress of the design as it relates to the final completion date of the project is imperative in delivering a project on time. As the design and schedule aspects of the project have a direct impact on the budget, oversight of those aspect in essential in holding the project to the established budget.

➤ CONSTRUCTION PHASE

The quality control program during the construction phase will engage our field employees, the design team, and the owner's representative. Our on-site project supervision will inspect all aspects of the project daily and work with 3rd party testing agencies to ensure the contract requirements are met. Our program utilizes three formal phases to communicate to subcontractors and field employees these requirements:

- Preparatory Phase: This phase includes actions such as reviewing test reports, physical material inspections, and identifying any safety concerns.
- Initial Phase: The objective of this phase is to get the work off to a proper start in full compliance with the contract requirements. Standards of workmanship and interpretation and agreement of the contract documents will be established at this time.
- Follow-up Phase: Final inspections and testing will be implemented during this phase. The efforts of the follow-up phase are geared toward determining the continuation of compliance and workmanship established during the preparatory and initial phases.

➤ COMMUNICATION OF QUALITY CONTROL TO THE OWNER AND DESIGN TEAM

Pre- and post- installation meeting will be held to ensure that all parties know and understand their responsibilities and the owner and design representative are highly encouraged to attend these meetings. Along with detailed written reports, we will implement software such as Revit and Bluebeam to visually convey expectations during owner-architect-contractor meetings.



6.16 CUSTOMER REFERENCES

References from Past Public Entities



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".

Donna M. Dickinson
Construction Manager - Engineering

305 CENTURY PARKWAY • ALLEN, TEXAS 75013-8042 • 214.509.4100
WEB: www.cityoffallen.org • EMAIL: coa@cityoffallen.org

6.16 CUSTOMER REFERENCES

References from Past Public Entities



January 27, 2016

To Whom It May Concern:

This is a letter of recommendation for Crossland Construction Company. We have had the pleasure of working with Crossland Construction on our recently completed Fire Station. Crossland strived for our satisfaction in the finished project and with their expertise and attention to detail, the City of Celina has a beautiful Fire Station that brings pride to our community.

In summary, I find Crossland's quality of service to be extremely high in both efficiency and integrity. We look forward to working with Crossland on future projects and will give them the highest of recommendations.

Sincerely,

A handwritten signature in black ink, appearing to read "M. Metdker".

Chief Mark A. Metdker

Director of Public Safety

1413 S. Preston Rd. Celina, TX 75009

Off. 972.382.2653

Fax 972.382.8577

Your Safety is our Profession

6.16 CUSTOMER REFERENCES

References from Past Public Entities



January 27, 2016

To whom it may concern,

This letter is to serve as a recommendation for Crossland Construction Company, Inc.

Crossland Construction built the Collin County Juvenile Justice Alternative Education Building for the County during 2010 and 2011. Crossland was awarded the contract under a Competitive Sealed Proposal Bid, incidentally they were also the low bid. The building is approximately 50,000 sf ground up new construction. During construction Crossland worked well with the Architect and the Owner to resolve any field issues and as I remember the project was completed on time. Change Orders on the project amounted to less than two percent of the original bid. In short I think highly of Crossland and the people they had on the job and intend to use them in the future.

Sincerely,

William R. Burke
Director of Construction and Planning
Collin County

RFQ SECTION 7

Proposal Form

**SUBMITTAL DEADLINE:
MAY 24, 2018, 2:00PM CDST
RFQ NO. 18-41RFP
CITY OF MCKINNEY, TEXAS**

CROSSLAND
CONSTRUCTION COMPANY, INC.

SECTION 7 – PROPOSAL FORM
RFP NO. 18-41 RFP

FIRM: Crossland Construction Company, Inc.

ADDRESS: 861 N. Coleman, Suite 100
Prosper, Texas 75078

PRIMARY CONTACT NAME: Rocky Hussman
TITLE: Division Manager
SIGNATURE: _____
EMAIL: russman@crossland.com
OFFICE PHONE: 972-347-5659
CELL PHONE: 469-408-7702

PROJECT IDENTIFICATION:

PROJECT NAME: **McKINNEY FIRE STATION NO. 10**

PROJECT NUMBER: **F11734**

PRICING:

Proposed Preconstruction Services Fee (Lump Sum with descriptions)	<u>\$5,000.00</u>
Proposed Construction Services Fee for both base work and additional services (% of the Construction Cost)	<u>4.15%</u>
Additional Fees, if any, received from Subcontractors (% of the Subcontractor's Work)	<u>-0-</u>
Proposed Administrative Fees, if any, including but not limited to, data processing, accounting, etc. (% of the Construction Cost)	<u>-0-</u>
Project Schedule (Number of Months)	<u>12</u>

Please include additional lines as needed for the items above.

Please list all General Conditions items

Items not listed are considered to be "Cost of Work" items

GENERAL CONDITIONS

Include additional lines as needed

DESCRIPTION	QUANTITY	UNIT	UNIT COST	EXTENDED COST
PROJECT STAFF				
Project Executive	15%	12	\$1,855.00	\$22,260.00
Project Manager	50%	12	\$4,166.00	\$49,992.00
Assistant Project Manager				
Project Engineer				
Office Engineer				
Project Superintendent	100%	12	\$9,700.00	\$116,400.00
Assistant Superintendent	100%	6	\$5,000.00	\$30,000.00
Field Engineer				
Foreman (non-working)				
Safety Manager				
Quality Control Manager				
Project Scheduler				
Project Controls / Layout				
Project Accountant				
Project Administrative				
TEMPORARY FACILITIES				
Project Office Trailer-Setup/Removal				
Project Office Trailer	1	12	\$1,000.00	\$12,000.00
Temporary Toilets	5	12	\$ 500.00	\$ 6,000.00
Temporary Fencing	1	10	\$ 200.00	\$ 3,500.00
Staging Area				
Project Sign & Signage	1	12	\$ 100.00	\$ 1,200.00
SAFETY				
Barricades				
Perimeter Protection				
Protect Floor Openings				
Fire Extinguishers / Fire Protection	5	12	\$ 100.00	\$ 1,200.00
First Aid Supplies				
Safety Netting				
UTILITIES				
Temporary Power Setup				
Temporary Power	1	8	\$ 1,500.00	\$12,000.00
Temporary Water Setup				
Temporary Water	1	12	\$10,800.00	\$10,800.00
Temporary Sanitary Sewer Setup				
Temporary Sanitary Sewer				
Data / Communications / AV Setup				
Data / Communications Service				
Cellular Phones	2	12	\$ 500.00	\$ 6,000.00

Please list all General Conditions items

Items not listed are considered to be "Cost of Work" items

GENERAL CONDITIONS

Include additional lines as needed

DESCRIPTION	QUANTITY	UNIT	UNIT COST	EXTENDED COST
TEMPORARY SERVICES				
Ice, cups, water, coffee, etc.				
Janitor Services				
Office Furnishings				
Office Equipment				
Computers				
Audio / Visual Equipment				
Printers				
Copier / Fax	1	12	\$ 150.00	\$ 1,800.00
Postage / Delivery				
Printing / Reproduction				
Photos / Aerials	1	12	\$ 150.00	\$ 1,800.00
Walk and Street Rental				
Record Drawings / O&M Manuals	1	1	\$ 3,750.00	\$ 3,750.00
Surveying				
Project Ceremonies				
GENERAL TRASH REMOVAL				
Clean Up Crew (number of men)				
Dumpster (loads per week)	1	52 wks	\$300 per wk	\$15,600.00
Dumping Fees (note locations)				
EQUIPMENT RENTAL / PURCHASE				
Water Pump & Hoses				
Skid Steer	1	6	1,200.00	\$ 7,200.00
Fork Lift				
Crane				
Misc. Small Tools	1	12	\$ 200.00	\$ 2,400.00
Equipment - Fuel & Maintenance				
Vehicles - Automobiles / Trucks	2	12	\$ 1,300.00	\$19,000.00
Vehicles - Maintenance / Other Costs				
Vehicles - Fuel	2	12	\$ 600.00	\$ 4,500.00
INSURANCE AND BONDS				
Insurance	1	1	.35%	\$22,780.00
Bonds				
Subguard Insurance, if any				
Payment & Performance Bond	1	1	.904%	\$58,760.00
TOTAL GENERAL CONDITIONS				\$327,402.00