

SECTION 6 - COMPETITIVE SEALED PROPOSAL BID FORM

RESPONDENT: Crossland Construction Company, Inc.

ADDRESS: 731 Industry Way, Prosper, TX 75078
833 S. East Avenue, Columbus, KS 66725 - Corporate Office

PHONE: 972.347.5659

PRIMARY CONTACT NAME: Rocky Hussman

EMAIL: rhussman@crossland.com

CELL PHONE: 469.408.7702

THE CITY ENCOURAGES ELECTRONIC SUBMITTALSON THE CITY'S eBID PORTAL, HOWEVER IF HARD COPY IS DESIRED, PLEASE SUBMIT ONE (1) HARD COPY OF YOUR PROPOSAL, AS WELL AS ONE (1) ELECTRONIC COPY ON USB OR CD IN PDF FORMAT.

PROJECT IDENTIFICATION:

Project Name: MCKINNEY APEX CENTRE ELEVATOR ADDITION

Project No.: PK2546

CSP No.: 26-67CSP

1. The undersigned Bidder proposes and agrees, if this Proposal is accepted, to enter into an agreement with Owner in the form included in the Contract Documents to perform and furnish all Work as specified or indicated in the Contract Documents for the Contract Price and within the Contract Time indicated in this Proposal and in accordance with the other terms and conditions of the Contract Documents.
2. Bidder accepts all of the terms and conditions of the Advertisement or Invitation to Bid and Instructions to Bidders, including without limitation those terms and conditions dealing with the disposition of Proposal guaranty. This Proposal will remain subject to acceptance for 90 calendar days after the day of opening Proposals. Bidder will sign and submit the Agreement with the Bonds and other documents required by the Contract Documents within ten (10) calendar days after the date of Owner's Notice of Award.
3. In submitting this Proposal, Bidder represents, as more fully set forth in the Agreement, that:
 - (a) Bidder has familiarized itself with the nature and extent of the Contract Documents, Work, site, locality, and all local conditions and Laws and Regulations that in any manner may affect cost, progress, performance or furnishing of the Work.
 - (b) Bidder has obtained and carefully studied (or assumes responsibility for obtaining and carefully studying) all such examinations, investigations, explorations, tests and studies that pertain to the subsurface or physical conditions at the site or which otherwise may affect the cost, progress, performance or furnishing of the Work as Bidder considers necessary for the performance or furnishing of the Work at the Contract Price, within the Contract Time and in accordance with the other terms and conditions of the Contract Documents, and no additional examinations, investigations, explorations, tests, reports or similar information or data are or will be required by Bidder for such purposes.

- (c) Bidder has reviewed and checked all information and data shown or indicated on the Contract Documents with respect to existing Underground Facilities at or contiguous to the site and assumes responsibility for the accurate location of said Underground Facilities. No additional examinations, investigations, explorations, tests, reports or similar information or data in respect of said Underground Facilities are or will be required by the Bidder in order to perform and furnish the Work at the Contract Price, within the Contract Time and in accordance with the other terms and conditions of the Contract Documents.
 - (d) Bidder has correlated the results of all such observations, examinations, investigations, explorations, tests, reports and studies with the terms and conditions of the Contract Documents.
 - (e) Bidder has given Engineer written notice of all conflicts, errors or discrepancies that it has discovered, if any, in the Contract Documents and the written resolution thereof by Engineer is acceptable to Bidder.
 - (f) This Proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation; Bidder has not directly or indirectly induced or solicited any other Bidder to submit a false or sham Proposal; Bidder has not solicited or induced any person, firm or corporation to refrain from submitting a Proposal; and Bidder has not sought by collusion to obtain for itself any advantage over any other Bidder or over Owner.
- 4. Bidder will complete the Work for the price(s) shown in the following schedule of bid items (Table 1) and within 270 calendar days.
 - 5. Bidder hereby agrees to commence work within ten (10) days after the date written notice to proceed shall have been given to him, and to substantially complete the work on which he has bid within 270 consecutive calendar days as part of this Proposal. Within 30 additional calendar days after Substantial Completion, all outstanding issues shall be addressed and ready for final payment. All such time restrictions are subject to such extensions of time as are provided by the General Provisions and Special Conditions.
 - 6. Bidder agrees that the implementation of the Owner's right to delete any portion of the improvements shall not be considered as waiving or invalidating any conditions or provisions of the contract or bonds. Bidder shall perform the Work as altered and no allowances shall be made for anticipated profits.
 - 7. The right is reserved, as the interest of the Owner may require, to reject any and all Proposals and to waive any informality in the Proposals received.
 - 8. Since the Work on this Project is being performed for a governmental body and function, the Owner will issue to the Contractor a Texas Sales and Use Tax Exemption Certificate for materials incorporated into this Project.
 - 9. Each bidder shall include the following information in this Proposal:
 - Anticipated cost of materials to be incorporated in the construction of this Project.
 - Anticipated cost of labor, profit, and all other costs for this Project.

The following simplified table is provided for overall summary data to be completed for:

APEX CENTRE ELEVATOR PROJECT	<u>Cost of Materials for Project</u>	<u>Cost of Labor, Profit, etc.</u>	<u>Total Amount Of Bid Item</u>
Mobilization	\$ <u>53,137.50</u>	\$ <u>28,612.50</u>	\$ <u>81,750.00</u>
Demolition	\$ <u>46,910.50</u>	\$ <u>25,259.50</u>	\$ <u>72,170.00</u>
Utility Work	\$ _____	\$ _____	\$ _____
Concrete	\$ <u>72,471.75</u>	\$ <u>39,023.25</u>	\$ <u>111,495.00</u>
Masonry	\$ <u>137,325.50</u>	\$ <u>73,944.50</u>	\$ <u>211,270.00</u>
Metals	\$ <u>62,587.20</u>	\$ <u>33,700.80</u>	\$ <u>96,288.00</u>
Thermal / Moisture Protection	\$ <u>45,981.65</u>	\$ <u>24,759.35</u>	\$ <u>70,741.00</u>
Doors and Windows	\$ <u>49,419.50</u>	\$ <u>26,610.50</u>	\$ <u>76,030.00</u>
Finishes	\$ <u>48,289.98</u>	\$ <u>26,002.29</u>	\$ <u>74,292.27</u>
Elevator	\$ <u>151,840.00</u>	\$ <u>81,760.00</u>	\$ <u>233,600.00</u>
Fire Protection	\$ <u>5,104.45</u>	\$ <u>2,748.55</u>	\$ <u>7,853.00</u>
Mechanical / Plumbing	\$ <u>42,315.00</u>	\$ <u>22,785.00</u>	\$ <u>65,100.00</u>
Electrical / Lighting	\$ <u>49,806.25</u>	\$ <u>26,818.75</u>	\$ <u>76,625.00</u>
Security Systems	\$ _____	\$ _____	\$ _____
Landscaping	\$ <u>6,825.00</u>	\$ <u>3,675.00</u>	\$ <u>10,500.00</u>
Miscellaneous	\$ <u>105,465.22</u>	\$ <u>56,788.97</u>	\$ <u>162,254.19</u>
Closeout	\$ <u>97,497.73</u>	\$ <u>52,498.77</u>	\$ <u>149,996.50</u>
Total Sum of Highest Possible Bid	\$ <u>974,977.23</u>	\$ <u>524,987.73</u>	\$ <u>1,499,964.96</u>

- ### Schedule of Subcontracts

Schedule of Major Materials

28

6. _____
7. _____
8. _____
9. _____
10. _____

If additional space is necessary to provide a complete listing, please attach such additional pages as may be required.

12. In the event of the award of a contract to the undersigned, the undersigned will furnish Performance and Payment Bonds for the full amount of the contract, to secure proper compliance with the terms and provisions of the contract with sureties offered by IMA, Inc. _____ to insure and guarantee the work until final completion and acceptance, and to guarantee payment of all lawful claims for labor performed and materials furnished in the fulfillment of the contract. In addition, the undersigned will furnish a Maintenance Bond in the amount of 15% of the contract sum covering defects of material and workmanship for two calendar years following the Owner's approval and acceptance of the construction.
13. The work, proposed to be done, shall be accepted when fully completed in accordance with the plans and specifications, to the satisfaction of the Engineer and the Owner.
14. The undersigned certifies that the bid prices contained in this Proposal have been carefully checked and are submitted as correct and final.

NOTE: Unit and lump sum prices must be shown in words and figures for each item listed in this Proposal, and in the event of discrepancy, the words shall prevail. In case of ambiguity or lack of clearness in stating prices in the Proposal, the Owner reserves the right to accept the most advantageous construction thereof to the Owner or to reject the bid.

This is a Proposal of Crossland Construction Company, Inc., a corporation organized and existing under the laws of the State of Kansas, or a limited partnership organized and existing under the laws of the State of _____, or a partnership, consisting of _____ or an Individual doing business as _____.

Seal and Authorization
(If a Corporation)



Ivan Crossland Jr.
(Signed)

Ivan Crossland Jr., CEO
(Title)

731 Industry Way
(Street Address)

Prosper, TX 75078
(City and State)

972.347.5659
(Telephone Number)

07/09/26
(Date)

Responses

Success: All data is valid!

						Numeric	
Status	Bid/No Bid Decision	#	Item	Quantity Required	Unit of Measure	Unit Price	Total Cost
Success: All values provided	Bid	#0-1	Mobilization	1	LS	\$ 81,750.00	\$ 81,750.00
Success: All values provided	Bid	#0-2	Demolition	1	LS	\$ 72,170.00	\$ 72,170.00
Not Bidding	No Bid	#0-3	Utility Work	1	LS		-
Success: All values provided	Bid	#0-4	Concrete	1	LS	\$ 111,495.00	\$ 111,495.00
Success: All values provided	Bid	#0-5	Masonry	1	LS	\$ 211,270.00	\$ 211,270.00
Success: All values provided	Bid	#0-6	Metals	1	LS	\$ 96,288.00	\$ 96,288.00
Success: All values provided	Bid	#0-7	Thermal / Moisture Protection	1	LS	\$ 70,741.00	\$ 70,741.00
Success: All values provided	Bid	#0-8	Doors and Windows	1	LS	\$ 76,030.00	\$ 76,030.00
Success: All values provided	Bid	#0-9	Finishes	1	LS	\$ 74,292.27	\$ 74,292.27
Success: All values provided	Bid	#0-10	Elevator	1	LS	\$ 233,600.00	\$ 233,600.00
Success: All values provided	Bid	#0-11	Fire Protection	1	LS	\$ 7,853.00	\$ 7,853.00
Success: All values provided	Bid	#0-12	Mechanical / Plumbing	1	LS	\$ 65,100.00	\$ 65,100.00
Success: All values provided	Bid	#0-13	Electrical / Lighting	1	LS	\$ 76,625.00	\$ 76,625.00
Not Bidding	No Bid	#0-14	Security Systems	1	LS		-
Success: All values provided	Bid	#0-15	Landscaping	1	LS	\$ 10,500.00	\$ 10,500.00
Success: All values provided	Bid	#0-16	Miscellaneous	1	LS	\$ 162,254.19	\$ 162,254.19
Success: All values provided	Bid	#0-17	Closeout	1	LS	\$ 149,996.50	\$ 149,996.50
Basket Total							\$ 1,499,964.96
Grand Total							\$ 1,499,964.96

SECTION 8 – OFFEROR’S QUESTIONNAIRE FOR CSP NO. 26-67CSP

Offerors are required to submit a complete response to each of the below listed items. Responses requiring additional space should be brief and submitted as an attachment to the Offeror’s Questionnaire.

1. Legal name of the company:

Crossland Construction Company, Inc.

Authorized point of contact for the company:

Name: Rocky Hussman Title: President - Texas Region

Email: rhussman@crossland.com Cell: 469.408.7702

Address of office that would be providing service:

731 Industry Way

Prosper, TX 75078

Main phone: 620.429.1414 Direct phone: 972.347.5659

Number of years in Business: 48 years

Type of Operation: Individual ☐ Partnership ☐ Corporation ☒

Number of Employees: 1,580 Annual Sales Volume: \$2,386,649,312

2. State whether you will provide a copy of your company's financial statements for the past two (2) years, if requested by the City. Yes, will provide if requested.
3. Provide a financial rating of your company and any documentation (e.g. a Dunn & Bradstreet analysis), which indicates the financial stability of the company.
Crossland does not participate in these analysis.
4. Is your company currently for sale or involved in any transaction to expand or to become acquired by another business entity? If yes, please explain the impact both in organizational and directional terms. No.
5. Provide any details of all past or pending litigation or claims filed against your company arising out of or in connection with your company's performance under a contract for construction management and/or construction services. Describe how such suit or claims were resolved. Please see attached list.

6. Is your company currently in default on any loan agreement or financing agreement with any bank, financial institution, or other entity? If yes, specify date(s), details, circumstances, and prospects for resolution. No
7. Does any relationship exist between your company and any of City's officers, employees or Architect whether by relative, business associate, capital funding agreement or any other such kinship? If yes, please explain. No
8. Provide your company's safety Experience Modifier Rate (EMR), Recordable Incident Rate (RIR) and Loss Indicator Rate (LIR).
2025: EMR - 0.34, RIR - 0.47, LIR - 0.07
9. Provide details regarding any special services or product characteristics, or other benefits offered, or advantages in the City selecting your company.
Answers to questions 9-15 are provided in an attachment below.
10. Describe your firm's past performance on other contracts for the City of McKinney or other cities (e.g. cost control, cost savings, schedule control) and your firm's demonstrated technical competence and management qualifications with General Contractor projects, particularly those that are similar to the proposed project type.
11. Describe your firm's past performance on other contracts related (e.g. cost control, cost savings, schedule control).
12. Describe your firm's demonstrated technical competence and management qualifications with construction contracting projects, particularly those that are similar to the proposed type of project.
13. Provide a minimum of three and a maximum of five projects with photos for which your firm has provided/is providing construction services which are most related to this project. In determining which projects are most related, consider: same or related use of facilities related size and complexity; whether the project consisted of an expansion of an existing facility or new construction; how many members of the proposed team (and their role) worked on the listed project; and, how recently the project was completed. List the projects in priority order, with the most related projects listed first.
14. Describe the way your firm develops and maintains project schedules. How often do you update schedules? For three of the projects listed in this Response, provide examples of how these techniques were used. Include specific examples of scheduling challenges, and how your firm helped solve them.
15. Provide customer reference letters from no less than three (3) public entities with which Offeror currently has contracts and/or has previously provided construction services of equal type and scope within the past five (5) years. **DO NOT ONLY USE REFERENCES FROM CURRENT CITY OF MCKINNEY OFFICIALS.**

Contract Related Litigation and Claims Filed in the Past 5 Years

It is Crossland's practice to keep a record of such legal matters that were filed in the immediately preceding five year period. Please find below a listing of contract-related litigation filed in the past 5 years in which Crossland has been involved, including currently pending cases. In the event that you would like more information, it will be provided upon request.

MATTER	CASE NO.	COURT	DESCRIPTION	STATUS
Crossland Construction Company, Inc. v. Texaformia Investors, LLC and 1031 Solutions, LLC	429-06828-2021	District Court of Collin County, Texas	Suit filed 12/13/2021 to enforce lien filed in October 2021 arising from owner's failure to pay Crossland for work completed on project.	Default Judgment reached against Texaformia and 1031 Solutions. Thereafter, parties reached a settlement over Crossland's claims.
Crossland Construction Company, Inc. v. Morrison Utility Contractors, LLC	471-03124-2022	District Court of Collin County, Texas	Suit filed 6/22/2022 by Crossland against first-tier subcontractor arising from subcontractor's failure to pay its suppliers.	Crossland received default judgment - closed
Crossland Construction Company, Inc. v. HCB Commercial, LLC, Charles Hammontree, and Harry Dixon, Jr.	429-05755-2022	District Court of Collin County, Texas	Suit filed 10/18/2022 by Crossland against first-tier subcontractor arising from subcontractor's faulty work and failure to pay its suppliers.	Settled 9/22/2023
Crossland Construction Company, Inc. v. OTSSI, LLC	CK-2023-CV-000005	District Court of Cherokee County, Kansas	Suit filed 1/13/2023 by Crossland against first-tier subcontractor arising from subcontractor's faulty work and failure to pay its suppliers.	Default Judgment granted against OTSSI
Crossland Construction Company, Inc. v. Stephenson Dirt Contracting, LLC and Charter Oak Fire Insurance Company	2:23-cv-02236-DDC-ADM	United States District Court for the District of Kansas	Suit filed 4/17/2023 by Crossland against first-tier subcontractor and its insurance carrier arising from subcontractor's faulty work.	Settled 11/1/2023
Crossland Construction Company, Inc. v. Long Electric, LLC	CK-2023-CV-3000007	District Court of Cherokee County, Kansas	Suit filed 11/20/2023 by CCC alleging breach of contract, breach of warranty, unjust enrichment and contractual indemnity against project Subcontractor. Settled at Mediation for \$170,000.	Settled 1/3/2025
BG Edge Hotel Property I, LLC ("Genesis") v. Crossland Construction Company, Inc.	2024-CV-030156	District Court of Adams County, Colorado	Suit filed 01/19/2024 by Owner alleging CCC negligence led to Owner sending payment to fraudster in a spoofing/social engineering scheme. Crossland's position is that the loss is entirely the result of Owner's negligence.	Dismissed with prejudice

MATTER	CASE NO.	COURT	DESCRIPTION	STATUS
Lawton Independent School District No 8 v. Crossland Construction Company, Inc.	CJ-2024-112	District Court of Comanche County, Oklahoma	Owner filed suit on 3/12/2024 alleging Breach of Contract and Warranty claims and claims of Negligence and Negligent Misrepresentation by CCC.	Pending
Crossland Construction Company, Inc. v. Arrow Contracting & Utilities, L.L.C. and Harco National Insurance Company	2024-CV-000026	District Court of Cherokee County, Kansas	Suit filed 4/26/2024 by CCC alleging breach of contract. CCC supplemented Sub with Surety's consent and claims to be owed for supplemental costs.	Settled 8/31/2024
Crossland Construction Company, Inc. v. Sutherlands High Plains, LLC	2024-CV-000078	District Court of Ford County, Kansas	Suit filed 5/13/2024 by CCC alleging breach of contract by Project Owner. Sutherlands filed a counterclaim on 5/31 claiming to be owed in excess of \$500,000.	Settlement Pending
Crossland Construction Company, Inc. v. Mid-Continent Casualty Company and Stone Electric Heat and Air, LLC	CJ-2024-01858	District Court of Tulsa County, Oklahoma	Suit filed 5/20/2024 by CCC alleging breach of contract by subcontractor. Stone filed suit against CCC on the same day (see below).	Settled 10/11/2024
Stone Electric Heat and Air, LLC v. Crossland Construction Company, Inc. and Reavis Electrical Services, Inc.	CJ-2024-134	District Court of Pittsburg County, Oklahoma	Countersuit filed 5/20/2024 by subcontractor alleging breach of contract by CCC and Reavis (subcontractor hired to supplement Stone's work).	Dismissed
Crossland Construction Company, Inc. v. CJR Construction Group, LLC and West Bend Mutual Insurance Company	CK-2024-CV-000076	District Court of Cherokee County, Kansas	Suit filed 12/27/2024 alleging Breach of Contract, Unjust Enrichment, Contractual Indemnity and a Bond Claim against CJR and West Bend.	Pending
Crossland Construction Company, Inc. v. GTW Labs Properties, LLC; and Sunflower Management Services, LLC fka Gateway Labs Holdings, LLC	CJ-2025-53	District Court of Kay County, Oklahoma	Suit filed 2/24/2025 alleging Breach of Contract and Unjust Enrichment against GTW and Sunflower. Crossland claims to be owed more than \$75,000 for a project completed in February 2023.	Pending
Crossland Construction Company, Inc. v. White Mountain Enterprises dba White Mountain Enterprises, a Colorado Limited Liability Company	2025CV33205	District Court of Denver, Colorado	Suit filed 9/5/2025 by CCC against subcontractor White Mountain for defective Work on a Project.	Pending

MATTER	CASE NO.	COURT	DESCRIPTION	STATUS
Purple Mountain Builders, Inc. v. Copperleaf Multifamily Owner LLC, Crossland Construction Company, Inc. and Arapahoe County Treasurer	2026CV30638	District Court of Arapahoe County, Colorado	Suit originally filed on 3/4/2026 to foreclose on a Mechanic's Lien, whereby Plaintiff also alleges Breach of Contract by Crossland. Plaintiff has dismissed its lien foreclosure, and Crossland has filed a motion to dismiss the contract claim.	Pending
Environmental Reconstruction Services, Inc. v. Pacific Indemnity Company, Zurich American Insurance Company and Crossland Construction Company, Inc.	202617349	District Court of Harris County, Texas	Suit filed 03/13/2026 by subcontractor ERS to perfect its payment bond claim.	Pending
Environmental Reconstruction Services, Inc. v. Pacific Indemnity Company, Zurich American Insurance Company and Crossland Construction Company, Inc.	429-01715-2026	District Court of Collin County, Texas	Suit filed 03/13/2026 by subcontractor ERS to perfect its payment bond claim.	Pending
Crossland Construction Company, Inc. v. Southern Mechanical Plumbing, Inc. and FCCI Insurance Company	CK-2026-CV-000073	District Court of Cherokee County, Kansas	Suit filed 5/11/2026 by Crossland against a subcontractor (SMPI) and its surety. Crossland claims SMPI's negligence led to masonry wall failure on a project.	Pending
Two-Four Enterprises, Inc. dba East Texas Electric of Longview v. Brookshire Grocery Company and Crossland Construction Company, Inc.	2026-811-CCL2	County Court at Law of Gregg County, Texas	Suit filed 5/22/2026 by Subcontractor to foreclose on a Mechanic's Lien, whereby Plaintiff also alleges Breach of Contract by Crossland.	Pending
Environmental Reconstruction Services, Inc. v. Walmart Stores, Inc. and Crossland Construction Company, Inc.	471-04101-2026	District Court of Collin County, Texas	Suit filed 06/12/2026 by subcontractor ERS to foreclose on a Mechanic's Lien, whereby Plaintiff also alleges Breach of Contract by Crossland.	Pending
Environmental Reconstruction Services, Inc. v. Walmart Stores, Inc. and Crossland Construction Company, Inc.	366-04089-2026	District Court of Collin County, Texas	Suit filed 06/12/2026 by subcontractor ERS to foreclose on a Mechanic's Lien, whereby Plaintiff also alleges Breach of Contract by Crossland.	Pending

CSP For Construction Services
**MCKINNEY APEX CENTRE
ELEVATOR ADDITION**

City of McKinney
ATTN: Procurement Services
401 E. Virginia Street, McKinney, Texas 75069

BUILDING
so much
MORE.



Submitted by:
Crossland Construction Company, Inc.
731 Industry Way
Prosper, TX 75078

CROSSLAND
CONSTRUCTION COMPANY, INC.

LETTER OF INTEREST



Rocky Hussman
President, Texas Region

e. rhussman@crossland.com

t. 972-347-5684

We're pleased to submit our qualifications for the McKinney APEX Centre Elevator Addition. We value the chance to partner with you on this project.

About Crossland: Since 1977, we've built a reputation as real builders, hands-on, relationship-driven, and responsive. With over 2,000 employees and \$2 billion in annual revenue, we're financially strong, with a single project bonding capacity of \$600 million and aggregate of \$5 billion. Our North Texas office in Prosper, just 14 miles from the APEX Centre site, has served the region since 2007. Texas Secretary of State Filing Number: 0800083196.

City of McKinney Experience: We know your team, your processes, and your expectations. Our team delivered McKinney Fire Stations No. 10 and No. 11 and the McKinney Municipal Service Center. You get streamlined coordination and strong communication from a team that's delivered for you before.

Addition + Renovation Expertise: We've completed 100+ municipal projects for 50+ cities, with deep experience in building additions and adaptive reuse. We're currently active in McKinney and neighboring cities. Our portfolio includes the McKinney Municipal Service Center adaptive reuse, the Celina Parks and Recreation Building gut-and-remodel, and the Cameron University Library Atrium Addition, a two-story atrium addition built on an occupied campus with careful site logistics. We understand the challenges of building additions to occupied facilities and keeping operations running.

Project Team: You get a dedicated team with hands-on municipal and addition experience. President Rocky Hussman has over a decade building for McKinney. Preconstruction Manager Eric Bunner brings strong estimating discipline and budget control to every project. Project Manager Kyle Roberts and Senior Superintendent Ben Harris have both completed complex work for the City.

Firm + Individual Qualifications: Our longevity, financial strength, and municipal portfolio show our capability. Our team's resumes and org chart highlight experience with projects like yours.

Capability + Capacity: With robust staffing, financial resources, and a local office, we're ready to meet your schedule and requirements. Our proximity and knowledge of McKinney's processes give you reduced risk and faster timelines.

References: We focus on maintaining your budget and meeting deadlines, as shown by repeat business with McKinney and other public clients. Reference letters are included.

Project Schedule: We've included a detailed Gantt chart, showing our understanding of the critical path and our commitment to timely completion. With an approximately 8-9 month construction window, we'll identify long lead items, including the elevator system, early to keep the project on track.

Submittal Completeness: Our response is organized, concise, and addresses all CSP requirements.

Cost Certainty + Risk Management: We're committed to cost certainty and value engineering. Our preconstruction process includes continuous cost estimating and constructability reviews to keep your \$1.5 million budget on target in a volatile market.

Safety: Safety comes first. Our EMR is 0.34, less than half the industry average. We're committed to zero accidents and injuries.

Quality Assurance: Quality drives our reputation. Our rigorous quality program and repeat business with McKinney and other cities show our commitment to high-quality results.

Schedule Adherence: We work hard to meet all deadlines. Our schedule for the APEX Centre Elevator Addition includes early procurement of the elevator system and enclosure components to address long lead times and keep the project on track.

Statement of Availability + Commitment: Our team is fully available and committed to delivering your project on time, focused on maintaining your budget, and to the highest standards. You're welcome to contact any of our previous clients or team members for independent feedback.

Thank you for considering Crossland Construction.

Rocky Hussman

9. SPECIAL SERVICES, PRODUCT CHARACTERISTICS, BENEFITS, + ADVANTAGES OF SELECTING **CROSSLAND CONSTRUCTION**

Crossland Construction is a relationship-driven, family-owned company that has been building since 1977. We bring more than a contractor to your project. We bring a dedicated team, boots-on-the-ground leadership, and a track record of delivering publicly funded work on time and focused on maintaining your budget. Here is what you gain by selecting us.

PROVEN MUNICIPAL + PUBLIC SECTOR EXPERIENCE:

We understand how cities work. We have delivered municipal facilities across Texas and the broader region, including the City of McKinney Municipal Service Center, the McKinney Boyd High School Addition and Johnson Middle School Addition for McKinney ISD, the Frisco Municipal Courthouse, the Frisco Fire Station No. 10, the Princeton Municipal Center, the Denton County Government Center, and the Norman Municipal Courts. We know how to navigate public procurement processes, communicate with multiple stakeholders, and deliver facilities that serve communities for the long term. We speak your language and understand your processes.

SELF-PERFORM CAPABILITIES THAT REDUCE RISK + CONTROL COSTS

We self-perform key trades including earthwork, concrete, steel, carpentry, and site utilities. This gives us direct control over quality, schedule, and cost. Because we self-perform major scopes, we maintain a robust historical cost database that produces accurate budgets from day one. We also own a \$45 million in-house equipment fleet, which means we can mobilize quickly and keep your project moving without depending on outside resources.

BUDGET CLARITY + COST CERTAINTY

We set projects up for success in preconstruction. Our team identifies long-lead items early, issues early bid packages where possible, and updates the budget in real time as design progresses. We never bring problems to you without recommended solutions. Unused contingency funds are returned to the City at project completion. The result is budget clarity and reduced risk throughout the life of your project.

SCHEDULE CONTROL

Our superintendents are empowered to commit resources and make on-site decisions in real time. We provide 3-to-6-week look-ahead schedules throughout construction and hold bi-weekly Owner-Architect-CM meetings to keep everyone aligned. When challenges arise, we adjust resources, resequence work, or bring in additional support. We work hard to meet all deadlines.

INDUSTRY-LEADING SAFETY RECORD

Safety is not a checkbox for us. It is a culture. Our current EMR is 0.34, consistently below industry averages. Every employee receives OSHA 10 training, and all superintendents complete OSHA 30 and annual refreshers. We develop a site-specific safety plan for every project, hold daily pre-task meetings, and conduct weekly safety toolbox talks with all jobsite workers. Employees are empowered to stop unsafe work at any time.

RIGOROUS QUALITY ASSURANCE + CONTROL

Our QA/QC program starts in preconstruction and runs through closeout. We hold pre-installation meetings before any scope goes in the ground, conduct mock-ups on complex details, maintain a rolling punch list, and host a formal halfway-point quality review on every project. Division Managers stay actively involved in day-to-day project operations, and our superintendents take a hands-on approach, walking the jobsite daily to catch issues before they become problems.

TRANSPARENT COMMUNICATION

You will always know where your project stands. We provide monthly progress reports with photos, facilitate bi-weekly OAC meetings, and maintain a complete construction document management system. We are known for never bringing a problem to a client without a solution in hand.

FINANCIAL STABILITY + CLEAN LEGAL RECORD

Crossland has no outstanding judgments and has never been in default on any loan or financing agreement. We approach any disputes with the owner's best interest in mind and maintain full transparency throughout.

A TEAM BUILT AROUND YOUR PRIORITIES

We are collaborative from day one and flexible to your needs. Our project manager and superintendent are both engaged during preconstruction, making for a smooth transition into construction. We close out projects early, provide O&M manuals, train your staff, and stay with you through warranty. When you select Crossland, you get a dedicated team that is aligned with your goals and accountable to you from kickoff to ribbon cutting.

10. PAST PERFORMANCE FOR THE CITY OF MCKINNEY

TECHNICAL COMPETENCE + MANAGEMENT QUALIFICATIONS

We are not a new partner to the City of McKinney. We have completed multiple projects directly for the City and McKinney ISD, and we have active work underway right now.

PAST PERFORMANCE: THE CITY OF MCKINNEY:

We are not a new partner to the City of McKinney. We have completed multiple projects directly for the City and McKinney ISD, and we have active work underway right now.

McKinney Municipal Service Center (Fleet Maintenance Facility Renovation): A \$8.7M, 71,547 SF renovation under CMAR that transformed an old agricultural sales barn into a modern administrative office and workshop complex for the City's fleet operations. The project was completed on time and on budget.

McKinney Fire Station No. 10: A 15,844 SF fire station delivered under CMAR for \$7.14M.

McKinney Fire Station No. 11: A 15,950 SF fire station featuring three apparatus bays, eight dorm rooms, two captain dorms, a training tower, and a weight room. Delivered with close coordination with the City despite weather and supply challenges, maintaining budget clarity throughout.

McKinney Police Department Outdoor Gun Range:

An active CMAR project for the City of McKinney involving comprehensive site development, storm drainage improvements, utility extensions, paved parking, and a new 2,340 SF storage building with restroom facilities

Roy and Helen Hall Library: A \$15.8M, 25,000 SF library construction project for the City of McKinney.

McKinney Boyd High School Addition: A \$3.25M CMAR project for McKinney ISD delivering a 2,400 SF addition and 3,000 SF renovation at Boyd High School. The GMP was established at \$2.93M and approved by the district.

Johnson Middle School Additions: A \$16M, 57,000 SF addition for McKinney ISD delivered in two phases under Construction Management. Phase 1 (civil package) was completed prior to the 2024 school year start to minimize disruption. Phase 2 delivered 16 new classrooms, a band hall, and a performing arts suite, completed August 2024.

COST CONTROL + COST SAVINGS

We set projects up for budget success before a shovel hits the ground. Our approach includes:

- **Accurate early budgeting:** Because we self-perform major scopes, we maintain a robust historical cost database that produces reliable estimates from the start. We update the budget at schematic, design development, and construction document phases, and in real time when design changes occur. Everything is fully transparent, including direct construction costs, indirect costs, fees, general conditions, and soft costs.
- **Value analysis:** We identify the best product and material options with installation and long-term maintenance in mind, present alternatives with their budget and schedule impacts, and keep a wish list of items that can be revisited if budget allows.
- **Contingency discipline:** We build contingencies for known unknowns and allowances for true unknowns. We never bring a problem to you without recommended solutions. Unused contingency funds are returned to the City at project completion.
- **Proven results:** On the Melissa Public Safety Building, the team adapted to scope additions mid-project and still returned savings to the client at closeout.

SCHEDULE CONTROL:

We drive schedules through preparation, empowerment, and accountability.

- We identify long-lead materials early and issue early bid packages for civil and structural scopes to compress the overall schedule.
- Our superintendents are empowered to commit resources and make on-site decisions without waiting for approvals. They build and share 3-to-6-week look-ahead schedules throughout construction.
- When delays arise, we analyze the cause and take corrective action: adding staff, bringing in additional subcontractors, or proceeding on a time-and-materials basis.
- We facilitate bi-weekly Owner-Architect-CM meetings and provide monthly progress reports so the City always knows where the project stands.



TECHNICAL COMPETENCE + MANAGEMENT QUALIFICATIONS

Our QA/QC program runs from preconstruction through closeout.

- We develop a Project Execution Plan (PEP) for every project outlining QA/QC procedures, roles, and responsibilities specific to that project.
- We hold pre-installation meetings before any scope goes in the ground, conduct physical mock-ups on complex details, and maintain a rolling punch list reviewed at every OAC meeting.
- Halfway through every project, we host a formal quality review of subcontractor performance and overall work in place.
- Our Division Managers stay actively involved in day-to-day project operations. Our superintendents take a hands-on, boots-on-the-ground approach, walking the jobsite daily to catch issues before they become problems.
- We pre-qualify all subcontractors, reviewing their safety records, financial stability, licensing, capacity, and references before they are invited to bid.

Our safety program is equally rigorous. Our current EMR is 0.34, consistently below industry averages. All employees receive OSHA 10 training, and all superintendents complete OSHA 30 and annual refreshers. We develop a site-specific safety plan for every project and hold daily pre-task meetings and weekly safety toolbox talks with all jobsite workers. Employees are empowered to stop unsafe work at any time.

Crossland has been building since 1977. We are family-owned, financially stable, and have grown to four companies, 12 offices, and 2,000+ team members while staying true to the values our founder built this company on: family, honesty, and hard work. The City of McKinney is not a new client to us. We know your processes, your standards, and your community. We are ready to deliver.

11. PAST PERFORMANCE COST CONTROL, COST SAVINGS, + SCHEDULE CONTROL

We have a strong track record of delivering Texas municipal projects on time and under budget. Here's a breakdown of our past performance, organized by key theme:

COST CONTROL + COST SAVINGS:

Melissa Public Safety Building

This \$19M, 41,000 SF facility combined a fire station, police headquarters, fire administration, and municipal court. Our team managed all preconstruction estimates, collaborated closely with the design team to optimize the building footprint, and generated cost savings on civil scopes. Even after a late-added police parking canopy increased the budget, we returned \$100,000 in savings to the City of Melissa at project completion.

Little Elm Public Safety Annex

We delivered this 15,751 SF combined police and fire facility for the Town of Little Elm and completed it more than \$500,000 under budget through effective construction management. The 14-month project was completed June 2025.

Celina Fire Station No. 3

Delivered ahead of schedule and under budget at \$15M. When the owner requested midstream design changes, our team responded quickly, bringing in specialty trades to hand-stain 75% of installed stone and designing custom mounting solutions for new building systems, all while keeping the project on schedule and focused on maintaining the budget.

Justin Fire Station No. 2

Our preconstruction efforts brought this \$17.6M project in under budget. This was the City of Justin's first ground-up municipal facility, and we leveraged our CMAR experience to deliver budget clarity from day one.

Frisco ISD Softball Locker Room

We provided weekly updates on savings to the City throughout construction. Any savings realized were 100% returned to the City of Frisco upon final completion, allowing the district to add scope or features funded by those savings.

SCHEDULE CONTROL

Frisco Municipal Courthouse

This \$15M, 24,000 SF municipal courthouse was completed within a 12-month timeline despite challenges including excessive rain, water line relocations, and pandemic-related supply chain disruptions. Our performance on this project led directly to Crossland's selection for additional public works projects with the City of Frisco.

Princeton Fire Station No. 2

This \$6M fire station was completed on time and on budget in 17 months. We used tilt-wall construction, an uncommon method for fire stations, to optimize schedule and budget performance. Self-performing concrete operations gave us direct schedule flexibility without relying on external subcontractors.

Frisco ISD Softball Locker Room

Despite a tight timeframe, our team located steel early and completed the project 30 days ahead of schedule. Early coordination with the architect on long-lead items was key to keeping the schedule on track.

Grand Prairie Fire Station No. 11

This \$7M fire station was delivered on time and within budget. We self-performed key scopes to maintain quality and schedule flexibility, working closely with city leadership throughout.



12. TECHNICAL COMPETENCE + MANAGEMENT QUALIFICATIONS

Crossland Construction brings hands-on technical expertise and a structured management approach to every general contracting project we take on. The Apex Centre Elevator Addition calls for structural modifications to an existing building, a full MEP systems package, masonry and exterior veneer work, roofing, interior finishes, and elevator installation, all within a single-phase, occupied-facility context. We have built exactly this kind of work, repeatedly, for public and municipal clients.

TECHNICAL COMPETENCE:

Similar Project Experience

NISD Stadium Renovation, Northwest ISD, TX:

\$8.85M, 25,000 SF, 17-month renovation of an active athletic complex under CMAR. One of the most directly relevant scopes on this project was replacing an existing elevator with a completely new system from a different manufacturer. This required extensive structural modifications within the confined elevator shaft, installation of additional steel support systems, and scaffolding built 50 feet into the air to access the work area safely, all while maintaining building operations. We coordinated the intricate process without disrupting the facility.

McKinney Municipal Service Center (Fleet Maintenance Facility Renovation): A \$8.7M, 71,547 SF renovation for the City of McKinney under CMAR. Crossland transformed an old agricultural sales barn into a modern administrative office and workshop complex, adding a new fuel station and storage building, upgrading the exterior with new windows and brick finishes, and delivering the project on time and on budget in 13 months.

Frisco City Hall Renovations: A \$15.1M, 126,583 SF renovation of an active, occupied city hall facility under CMAR. The project required phasing work around daily city operations to minimize disruption, preconstruction services including cost estimating, value engineering, and constructability reviews, and navigating unexpected water main relocations and supply chain disruptions.

Frisco Public Works Service Center Expansion and Renovation: A \$14.2M, 57,826 SF three-phase project for the City of Frisco involving addition, demolition, new construction, and renovation of an active municipal complex, all executed without service disruptions.

MANAGEMENT QUALIFICATIONS

Preconstruction + Planning

Our management approach starts well before a shovel hits the ground. We join design team coordination meetings early to review constructability, flag long-lead items, and identify the most efficient construction sequencing. For example, our scheduling knowledge base notes that when an elevator shaft wall bears directly on a slab, we recommend redesigning the detail to bear on the foundation itself, which allows the mason to start sooner, speeds up steel erection, and gets the building enclosed faster. That kind of proactive thinking is standard practice for our team.

We update the budget at schematic, design development, and construction document phases, and in real time when design changes occur. Everything is fully transparent, including direct construction costs, indirect costs, fees, general conditions, and soft costs.

Schedule Control

We drive schedules through preparation and empowerment. Our superintendents are empowered to commit resources and make on-site decisions without delay. We provide 3-to-6-week look-ahead schedules throughout construction and facilitate bi-weekly Owner-Architect-CM meetings. When delays arise, we analyze the cause and take corrective action: adding staff, bringing in additional subcontractors, or proceeding on a time-and-materials basis. We also issue early bid packages for civil and structural scopes to compress the overall schedule wherever possible.





Quality Assurance + Control

Our QA/QC program runs from preconstruction through closeout. For every project, we develop a Project Execution Plan (PEP) outlining QA/QC procedures, roles, and responsibilities specific to that project. Key elements include:

- Pre-installation meetings before any scope goes in the ground, with the subcontractor, manufacturer's rep, architect, and owner all in the room
- Physical mock-ups on complex construction details before work begins
- A rolling punch list reviewed at every OAC meeting
- A formal halfway-point quality review of subcontractor performance and overall work in place
- Monthly drone footage shared with the full project team
- Our Division Managers stay actively involved in day-to-day project operations. Our superintendents take a hands-on, boots-on-the-ground approach, walking the jobsite daily to catch issues before they become problems.

Subcontractor Management

We pre-qualify all subcontractors before they are invited to bid, reviewing their safety records, financial stability, licensing, capacity, and references. Bid packages are clear, concise, and customized to the project, avoiding scope gaps and following all state and local laws. We actively seek local subcontractor participation and hold all trade partners accountable to the same quality and schedule standards we hold ourselves to.

Safety

Our current EMR is 0.34, consistently below industry averages. All employees receive OSHA 10 training, and all superintendents complete OSHA 30 and annual refreshers. We develop a site-specific safety plan for every project, hold daily pre-task meetings, and conduct weekly safety toolbox talks with all jobsite workers. Employees are empowered to stop unsafe work at any time and are rewarded for reporting hazards. Our DOWN Program (Dust, Odor, Water, Noise) addresses the specific environmental controls needed when working in or adjacent to an occupied facility.

Closeout

We start the closeout conversation early. Our closeout process includes a completed punch list, design team approvals, inspection certificates, certificate of occupancy, lien waivers, final pay applications, warranties, final commissioning, O&M manuals, and owner facility training, recorded if required. We stay with you through warranty and remain a responsive partner long after the ribbon is cut.

Crossland has been building since 1977. We are family-owned, financially stable, and have grown to four companies, 12 offices, and 2,000+ team members while staying true to the values our founder built this company on: family, honesty, and hard work. The City of McKinney is not a new client to us. We know your standards, your processes, and your community. We are ready to build.

13. REFERENCE PROJECTS

Below are five Texas projects listed in priority order, from most to least related to the Apex Centre Elevator Addition. Each involves expansion of an existing facility, structural modifications, MEP systems, and/or municipal/ civic clients, all in Texas.



NISD STADIUM RENOVATION

NORTHWEST ISD | FORT WORTH, TX

CONTRACT VALUE: \$8.85M | **SIZE:** 25,000 SF | **DURATION:** 17 months

DELIVERY METHOD: Construction Manager at Risk

This is our most directly comparable project to the Apex Centre Elevator Addition. The scope included replacing an existing elevator with a completely new system from a different manufacturer, requiring extensive structural modifications within the confined elevator shaft, installation of additional steel support systems, and scaffolding built 50 feet into the air to access the work area safely. All of this was coordinated while the building remained fully operational. The project also included HVAC and lighting system replacements, press box renovation, new restroom facilities, and bleacher installations across an active athletic campus. We delivered the first phase within a compressed summer window to avoid disrupting the fall sports season.



MCKINNEY MUNICIPAL SERVICE CENTER (FLEET MAINTENANCE FACILITY RENOVATION)

CITY OF MCKINNEY | MCKINNEY, TX

CONTRACT VALUE: \$8.7M | **SIZE:** 71,547 SF | **DURATION:** 13 months

DELIVERY METHOD: Construction Manager at Risk

This project was delivered directly for the City of McKinney, making it our most relevant client relationship reference for this pursuit. Crossland transformed an existing agricultural sales barn into a modern administrative office and workshop complex, adding a new fuel station and storage building, upgrading the exterior with new windows and brick finishes, and delivering interior office and conference spaces. The project required adaptive construction within an existing structure, careful coordination with City staff, and strict budget discipline throughout. It was completed on time and on budget.



FRISCO PUBLIC WORKS SERVICE CENTER EXPANSION + RENOVATION

CITY OF FRISCO | FRISCO, TX

CONTRACT VALUE: \$14.2M | **SIZE:** 57,826 SF | **DURATION:** Completed July 2024

DELIVERY METHOD: CMAR / Hard Bid

This three-phase project for the City of Frisco involved addition, demolition, new construction, and renovation of an active municipal operations complex, all executed without service disruptions to city staff. Phase A renovated the two easternmost warehouse and shop bays. Phase B renovated the remaining bays and added a new addition to the north end of the existing administration building. Phase C delivered a main lobby addition and further administration building renovations. The project mirrors the Apex Centre scope in its combination of structural additions to an existing facility, MEP upgrades, and the need to maintain operations throughout construction.



FRISCO CITY HALL RENOVATIONS

CITY OF FRISCO | FRISCO, TX

CONTRACT VALUE: \$15.1M | **SIZE:** 126,583 SF

DELIVERY METHOD: Construction Manager at Risk

This CMAR renovation of an active, occupied city hall facility required phasing all work around daily city operations to minimize disruption to staff and the public. Preconstruction services included cost estimating, value engineering, constructability reviews, and GMP development. During construction, the team navigated unexpected water main relocations, supply chain disruptions, and inclement weather while maintaining the project schedule and budget. The project demonstrates our ability to manage complex renovations within occupied civic facilities, a direct parallel to the Apex Centre work.



ELM RIDGE GOVERNMENT CENTER

ELM RIDGE WCID | AUBREY, TX

CONTRACT VALUE: \$10.4M | **SIZE:** 20,000 SF | **COMPLETED:** December 2024

DELIVERY METHOD: Construction Manager at Risk

This is one of our most recently completed Texas municipal projects, finished in December 2024. Crossland delivered a new two-story municipal complex housing a police department, city hall, multi-purpose areas, and council chambers for Elm Ridge WCID. The project schedule included elevator installation as a tracked construction milestone, alongside earthwork, foundation, structural framing, roofing, exteriors, and full interior finishes. The team managed preconstruction collaboration, GMP development, and full construction execution under CMAR, coordinating actively with city staff, design teams, and multiple stakeholder departments throughout. The project was completed on time and on budget.

14. DEVELOPING + MAINTAINING PROJECT SCHEDULES

HOW WE DEVELOP PROJECT SCHEDULES

A successful schedule begins in preconstruction, not on the first day of construction. Our project manager and superintendent are both engaged during preconstruction, which means the people who will actually build the project are the same people who build the schedule. That alignment matters. They know how long things take, where the risks are, and how to sequence work for maximum efficiency.

We build schedules the same way we build projects: with precision, accountability, and a clear plan from day one. Here is how we develop, maintain, and update schedules across every project we take on.

OUR SCHEDULE DEVELOPMENT PROCESS INCLUDES:

Constructability Reviews and Sequencing Optimization. During preconstruction, we review all construction processes from start to finish, looking for the most efficient means, methods, and materials. A simple example: if we see an elevator shaft wall bearing directly on a slab, we recommend redesigning that detail to bear on the foundation itself. That single change allows the mason to start much sooner, the steel to be tied into the top of the shaft earlier, and the building to get enclosed faster. These kinds of upstream decisions compress the overall schedule without adding cost.

LONG-LEAD ITEM IDENTIFICATION. We identify materials with long lead times early and address them before they become critical path problems. For the Apex Centre Elevator Addition, the elevator cab, controls, and mechanical components will be flagged immediately and procured ahead of the general construction timeline.

EARLY BID PACKAGES. We break bid packages into phases and issue early packages for civil and structural scopes, which are typically ready before the full construction document set. Bidding these scopes one to two months ahead of the remainder of the project saves meaningful time on the overall schedule.

SUBCONTRACTOR SCHEDULE ACCOUNTABILITY. Every subcontractor we bring on is contractually tied to the project schedule. We publish the schedule as an attachment to all bid packages so there are no surprises. When we need to fast-track, we bid the expedited schedule as an alternate so the cost impact is understood upfront.

HOW WE MAINTAIN + UPDATE SCHEDULES

Once construction begins, schedule management is a daily discipline, not a monthly report.

- 3-to-6-week look-ahead schedules are built and shared by the superintendent throughout the project, giving every trade partner a clear picture of what is coming and what is expected of them.
- Master schedule updates are completed by the project manager on a regular basis and reviewed at bi-weekly Owner-Architect-CM meetings.
- Monthly progress reports are provided to the owner, including schedule status, upcoming milestones, and any corrective actions underway.
- Daily pre-task meetings are held by the superintendent with all trades on site, keeping everyone aligned on the day's work and flagging any conflicts before they cause delays.
- When delays occur, we analyze the cause and take corrective action: adding staff, bringing in additional subcontractors, or proceeding on a time-and-materials basis. Our superintendents are empowered to commit resources without waiting for approvals.

PROJECT EXAMPLES:

NISD STADIUM RENOVATION, NORTHWEST ISD, FORT WORTH, TX

\$8.85M | 25,000 SF | 17 months | CMAR

SCHEDULING CHALLENGE: This project involved a complex, multi-phase renovation of an active athletic campus, including press box renovation, HVAC and lighting replacements, new restroom facilities, bleacher installations, and the replacement of an existing elevator with a completely new system from a different manufacturer. The elevator replacement required extensive structural modifications within a confined shaft, installation of additional steel support systems, and scaffolding built 50 feet into the air, all while the building remained operational. The hardest constraint: Phase 1 had to be completed during the compressed summer break window to avoid disrupting the fall sports season.

HOW WE SOLVED IT: We sequenced Phase 1 work to prioritize the press box renovation and elevator replacement first, since those scopes carried the most structural complexity and the longest lead times for materials. By identifying the elevator equipment as a long-lead item early and ordering it during preconstruction, we avoided the most common cause of elevator project delays. We built and maintained 3-to-6-week look-ahead schedules throughout, held daily pre-task meetings to keep all trades coordinated on the confined site, and empowered our superintendent to commit additional resources when needed. We delivered the renovated facilities on time for the district's first football game of the season.

MCKINNEY MUNICIPAL SERVICE CENTER (FLEET MAINTENANCE FACILITY RENO), MCKINNEY, TX

\$8.7M | 71,547 SF | 13 months | CMAR

SCHEDULING CHALLENGE: This project involved transforming an existing agricultural sales barn into a modern 71,547 SF administrative office and workshop complex for the City of McKinney, while also constructing a new fuel station and storage building on the same site. Working within an existing structure with aging infrastructure created unpredictable conditions, and the City needed the facility operational as quickly as possible to support its fleet maintenance operations.

HOW WE SOLVED IT: Our team conducted thorough constructability reviews during preconstruction to identify sequencing risks before construction began. We issued early bid packages for site work and structural scopes, allowing those trades to mobilize while the remaining construction documents were being finalized. The project manager maintained master schedule updates and facilitated bi-weekly OAC meetings with the City to keep all stakeholders aligned. When field conditions required adjustments, our superintendent made real-time resource decisions without delay. The project was completed on time and on budget in 13 months, with the City's staff moving into a facility they were proud to call home.

FRISCO PUBLIC WORKS SERVICE CENTER EXPANSION AND RENOVATION, FRISCO, TX

\$14.2M | 57,826 SF | Completed July 2024 | CMAR / Hard Bid

SCHEDULING CHALLENGE: This three-phase project required addition, demolition, new construction, and renovation of an active municipal operations complex, all without disrupting city services. Each phase had to be sequenced so that the City of Frisco could continue using portions of the facility while adjacent work was underway. Coordinating three distinct phases with overlapping trades, active occupancy, and a hard completion deadline required precise schedule management from start to finish.

HOW WE SOLVED IT: We developed a phased master schedule during preconstruction that clearly defined the sequencing of Phase A (warehouse and shop bay renovation), Phase B (remaining bay renovation and administration building addition), and Phase C (main lobby addition and administration building renovations). Each phase had its own look-ahead schedule maintained by the superintendent, with clear handoff milestones between phases. We held bi-weekly OAC meetings with the City of Frisco throughout, providing updated schedule reports and flagging any scope or sequencing conflicts before they impacted the next phase. Subcontractors were contractually tied to the phased schedule from the start, with clear expectations set in every bid package. The project was delivered on time in July 2024, with zero service disruptions to city operations throughout construction.

15. CUSTOMER REFERENCE LETTERS



TOWN OF LITTLE ELM

DEVELOPMENT SERVICES DEPARTMENT

100 West Eldorado Parkway

Little Elm, TX 75068

214-975-0470

developmentservices@littleelm.org

www.littleelm.org

June 15, 2025

Eric Bunner
Director of Preconstruction Services
Crossland Construction Company, Inc.
731 Industrial Way
Prosper, TX 75078

Dear Mr. Bunner,

I would like to thank you for the excellent services you provided the Town of Little Elm during the design and construction of our recently completed Public Safety Annex project. This project was unique in scope, and I especially appreciated your flexibility and efforts to make it successful. We have your firm to thank for completing it on time and under budget, despite the weather delays and complex scheduling issues.

During all phases of the project, we were very impressed with the knowledge and professionalism of your office staff and field personnel. They were quick to respond to questions or concerns and maintained an active presence throughout the construction process.

I am happy to say that the Town of Little Elm has enjoyed a very successful relationship with Crossland, and I am looking forward to working with you in the future.

Sincerely,

Wesley Brandon

Wesley Brandon
Director of Development Services



FITZPATRICK
OWNER'S REPRESENTATIVE

June 19, 2026

To Whom It May Concern:

It is my pleasure to recommend Crossland Construction Company based on my experience serving as Owner's Representative for the City of Mesquite on both the Mesquite Fire Station No. 8 and Mesquite Public Safety Training Facility projects.

Throughout both preconstruction and construction, Crossland has proven to be a trusted partner that consistently prioritizes the City's best interests. Their team is professional, responsive, transparent, and solution-oriented. Communication is timely and proactive, and they approach challenges with a collaborative mindset focused on achieving successful project outcomes.

One of Crossland's greatest strengths is its preconstruction process. Their team provides accurate estimates, thoughtful constructability reviews, detailed scheduling, and practical value-engineering recommendations. They are transparent in their approach and have done an excellent job helping the city make informed decisions while maintaining budget and schedule objectives.

Crossland has also developed a strong working relationship with BRW Architects through multiple City of Mesquite projects. The collaboration between the Crossland and BRW teams has been exceptional, resulting in efficient communication, timely problem-solving, and a cohesive project team environment that benefits the Owner.

Based on my experience, I would recommend Crossland without hesitation for future CMAR projects. Their municipal experience, commitment to teamwork, and ability to successfully navigate both preconstruction and construction make them an outstanding partner for public projects.

My best,

Kerrie Crimmins
Partner/Senior Project Manager
Fitzpatrick Design Construction Services



August 13, 2024

To Whom It May Concern:

I am writing to provide a letter of recommendation for Crossland Construction, specifically regarding their outstanding work on the City of Frisco Public Works Renovation and Addition project. As the Facilities Project Manager for the City of Frisco, I have had the pleasure of working closely with Crossland Construction on multiple projects, and I am honored to provide this letter.

Our project 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.

Key strengths exhibited by Crossland Construction during this project include:

Project Management: Crossland's project management team was exemplary. The assigned team always maintained clear and open communication with the city. Their ability to identify schedule constraints and proactively coordinate with various subcontractors to manage resources efficiently was crucial to the project's success.

Quality of Workmanship: The quality of workmanship delivered by Crossland Construction was of the highest standard. Attention to detail and commitment to excellence was evident in every aspect of the construction, from the foundation to the finishing touches.

Problem-Solving: Throughout the project, Crossland Construction displayed exceptional problem-solving skills. They were proactive in addressing potential issues before they became problems, and their innovative solutions helped keep the project on track.

Safety Standards: Safety was a top priority for Crossland Construction. They implemented rigorous safety protocols and ensured that all team members adhered to them consistently. This focus on safety contributed to a project that was completed without any significant safety incidents.

In conclusion, I recommend Crossland without reservation. As far as the City of Frisco is concerned, Crossland is a top-notch company with the proper resources to build successful projects. Judging by our experiences with Crossland on the referenced above, we anticipate many opportunities to partner on projects in the future as well.

Please feel free to contact me for any future information at 972-292-5273 or whicks@friscotexas.gov.

Sincerely,

Wes Hicks, Facilities Project Manager, City Managers Office for the City of Frisco

305 S. Powell Pkwy
Anna, TX 75409
Ph: 972.924.2143

*"Dedicated to Life Safety and Property Conservation through
Professional Commitment to our Community and Visitors."*



December 10, 2024

To Whom it May Concern,

It is my privilege to recommend Crossland Construction. My department employed the services of Crossland as part of the Design/Build process for Anna Fire Station #2. From the design phase through project completion, Crossland's team went out of their way to ensure my expectations and those of my staff remained at the heart of the project.

Crossland's leadership made good on their commitment to customer satisfaction and constructed a building this is both beautiful and practical. Their experience, know-how, and responsive attitude saved my team many hours of work during the project. I can honestly say that the entire city team enjoyed the collaborative and supportive approach that Crossland brought to the table.

In closing, I take pride in stating that Crossland formed and nurtured a wonderful relationship with my command staff, city staff, and myself over the course of this effort. I was very impressed with their attention to detail and, if given the opportunity, would utilize their services again.

Without reservation, I recommend Crossland for any organization that needs a project done right.

Sincerely,

A handwritten signature in blue ink that reads 'Ray' followed by a stylized flourish.

Ray Isom
Fire Chief/Fire Marshal
Anna Fire Rescue



December 16, 2025

To Whom It May Concern:

I am pleased to provide this reference for Crossland Construction Company. Crossland functioned as our trusted partner in the construction of our Grapevine Campus and was instrumental to the quality and success of the project.

Crossland's team delivered exceptional results, demonstrating strong project management, clear communication, and consistent attention to detail. They approached the project with professionalism and a genuine commitment to quality, ensuring that each phase progressed smoothly and stayed aligned with our goals. Crossland consistently provided solutions to challenges, maintained an organized jobsite, and upheld commitments with impressive reliability. Further, their work quality was excellent, the design intent was honored with precision, and the completed spaces have already proven to be a positive impact on day-to-day operations.

Based on our experience, we confidently recommend Crossland, especially large campus environments. Their dedication, integrity, and quality of work were evident throughout, and we would not hesitate to work with them again.

If any additional info is required, please let me know.

Respectfully,

Jason Tieman
Director, Construction
(803) 558-5169 / Phone
jason.tieman@sunbeltrentals.com / e-mail

Sunbelt Rentals, Inc. | *Making It Happen For Our Customers!* | Page 1 of 1

1799 Innovation Point

Fort Mill, SC 29715

CROSSLAND

CONSTRUCTION COMPANY, INC.

CONTACT US

Rocky Hussman, President - Texas Region
731 Industry Way,
Prosper, TX 75078

c. 469.408.7702 | e. rhussman@crossland.com

Line	Name	Original Duration	Start	Finish	2026												2027																																									
					September 7	14	21	28	5	12	19	26	2	9	16	23	30	7	14	21	28	4	11	18	25	1	8	15	22	1	8	15	22	29	5	12	19	26	3	10	17	24	31	7	14	21	28	5	12	19	26	2	9	16	23	30	6	13
	MAJOR MILESTONES		9/23/2026	8/18/2027																																																						
1	NTP		9/23/2026	9/23/2026	◆ NTP																																																					
2	Mobilization		10/16/2026	10/16/2026	◆ Mobilization																																																					
3	Demolition Complete		11/10/2026	11/10/2026	◆ Demolition Complete																																																					
4	Foundations Complete		1/21/2027	1/21/2027	◆ Foundations Complete																																																					
5	Building Dry in		5/25/2027	5/25/2027	◆ Building Dry in																																																					
6	Condition Space		6/18/2027	6/18/2027	◆ Condition Space																																																					
7	Sitework Complete		6/23/2027	6/23/2027	◆ Sitework Complete																																																					
8	Elevator System Complete		7/2/2027	7/2/2027	◆ Elevator System Complete																																																					
9	Interior Finishes Complete		7/6/2027	7/6/2027	◆ Interior Finishes Complete																																																					
10	CO/TCO		8/5/2027	8/5/2027	◆ CO/TCO																																																					
11	Substantial Completion		8/5/2027	8/5/2027	◆ Substantial Completion																																																					
12	Final Completion		8/18/2027	8/18/2027	◆ Final Completion																																																					
	Critical Procurement		10/7/2026	2/12/2027																																																						
	Structural Steel		10/7/2026	1/21/2027																																																						
13	Execution of Subcontractor Agreement		10/7/2026	10/13/2026	□ Execution of Subcontractor Agreement																																																					
14	Submittal Creation		10/14/2026	10/27/2026	□ Submittal Creation																																																					
15	Submittal Review and Approval		10/28/2026	11/10/2026	□ Submittal Review and Approval																																																					
16	Release of Structural Steel		11/11/2026	11/13/2026	□ Release of Structural Steel																																																					
17	Fabrication of Structural Steel		11/16/2026	1/14/2027	□ Fabrication of Structural Steel																																																					
18	Delivery of Structural Steel		1/15/2027	1/21/2027	□ Delivery of Structural Steel																																																					
	Elevator		10/7/2026	2/12/2027																																																						
19	Execution of Subcontractor Agreement		10/7/2026	10/13/2026	□ Execution of Subcontractor Agreement																																																					
20	Submittal Creation		10/14/2026	10/27/2026	□ Submittal Creation																																																					
21	Submittal Review and Approval		10/28/2026	11/10/2026	□ Submittal Review and Approval																																																					
22	Release of Elevator		11/11/2026	11/13/2026	□ Release of Elevator																																																					
23	Fabrication of Elevator		11/16/2026	2/11/2027	□ Fabrication of Elevator																																																					
24	Delivery of Elevator		2/12/2027	2/12/2027	□ Delivery of Elevator																																																					
	CONSTRUCTION		9/1/2026	7/6/2027																																																						
	PREMOBILIZATION		9/1/2026	10/16/2026																																																						

Line	Name	Original Duration	Start	Finish	2026												2027											
					September	October	November	December	January	February	March	April	May	June	July	August	September	October										
25	Acceptance of CSP		9/1/2026 *	9/8/2026	Acceptance of CSP																							
26	Creation of Prime Agreement		9/9/2026	9/15/2026	Creation of Prime Agreement																							
27	Execution of Prime Agreement		9/16/2026	9/22/2026	Execution of Prime Agreement																							
28	Install Site Fencing		9/23/2026	9/29/2026	Install Site Fencing																							
29	Drop Dumpsters		9/23/2026	9/25/2026	Drop Dumpsters																							
30	COM Civil Preconstruction Meeting		9/30/2026	10/6/2026	COM Civil Preconstruction Meeting																							
31	COM Building Preconstruction Meeting		9/30/2026	10/6/2026	COM Building Preconstruction Meeting																							
32	Make Safe MEP/Fire Suppression/Fire Alarm		10/7/2026	10/13/2026	Make Safe MEP/Fire Suppression/Fire Alarm																							
33	Mobilize to Project Site		10/14/2026	10/16/2026	Mobilize to Project Site																							
	DEMOLITION		10/19/2026	11/10/2026																								
34	Exterior Storefront/Curtain Wall Demo		10/19/2026	10/28/2026	Exterior Storefront/Curtain Wall Demo																							
35	Exterior Door Demo		10/19/2026	10/21/2026	Exterior Door Demo																							
36	Interior MEP/LV Demo		10/19/2026	10/30/2026	Interior MEP/LV Demo																							
37	Exterior Brick and Wall Demo		10/29/2026	11/9/2026	Exterior Brick and Wall Demo																							
38	Demolition Complete		11/10/2026	11/10/2026	Demolition Complete																							
	EARTHWORK		11/11/2026	6/2/2027																								
39	Clear and Grub		11/11/2026	11/17/2026	Clear and Grub																							
40	Rough Grade		11/18/2026	11/24/2026	Rough Grade																							
41	Export Soils		11/25/2026	12/1/2026	Export Soils																							
42	Re-Spread Topsoil		5/26/2027	6/1/2027													Re-Spread Topsoil											
43	Early Sitework Complete		6/2/2027	6/2/2027													Early Sitework Complete											
	FOUNDATIONS		12/2/2026	1/21/2027																								
44	Drilled Piers		12/2/2026	12/8/2026	Drilled Piers																							
45	Excavate for GB and Elevator Pit		12/9/2026	12/15/2026	Excavate for GB and Elevator Pit																							
46	F/R/P Elevator Pit		12/16/2026	12/30/2026	F/R/P Elevator Pit																							
47	Waterproof Elevator Pit		12/31/2026	1/7/2027	Waterproof Elevator Pit																							
48	F/R/P GB		1/8/2027	1/15/2027	F/R/P GB																							
49	F/R/P SOG		1/18/2027	1/20/2027	F/R/P SOG																							
50	Below Grade Foundations Complete		1/21/2027	1/21/2027	Below Grade Foundations Complete																							
	STRUCTURE		11/10/2026	3/16/2027																								

Apex Elevator Addition

Start Date: 9/1/2026
Finish Date: 8/18/2027

View: 6. Print View

Line	Name	Original Duration	Start	Finish	2026										2027																																																
					September	October	November	December	January	February	March	April	May	June	July	August	September	October																																													
					7	14	21	28	5	12	19	26	2	9	16	23	30	7	14	21	28	4	11	18	25	1	8	15	22	1	8	15	22	29	5	12	19	26	3	10	17	24	31	7	14	21	28	5	12	19	26	2	9	16	23	30	6	13	20	27	4	11	18
51	Install Lintel at New Elevator Shaft Opening		11/10/2026	11/23/2026	Install Lintel at New Elevator Shaft Opening																																																										
52	Erection of CMU Elevator Shaft		1/21/2027	2/10/2027	Erection of CMU Elevator Shaft																																																										
53	Erection of Beams and Columns		2/11/2027	2/24/2027	Erection of Beams and Columns																																																										
54	Install of Decking and Edge Angle		2/25/2027	3/1/2027	Install of Decking and Edge Angle																																																										
55	F/R/P SOD		3/2/2027	3/8/2027	F/R/P SOD																																																										
56	Installation of Elevator Steel		3/9/2027	3/15/2027	Installation of Elevator Steel																																																										
57	Structure Complete		3/16/2027	3/16/2027	Structure Complete																																																										
	EXTERIORS		3/9/2027	5/25/2027																																																											
58	Install Exterior CFMF		3/9/2027	3/22/2027	Install Exterior CFMF																																																										
59	Install Install Sheathing		3/23/2027	3/29/2027	Install Install Sheathing																																																										
60	Install Weather Barrier		3/30/2027	4/5/2027	Install Weather Barrier																																																										
61	Exterior Rigid Installation		4/6/2027	4/12/2027	Exterior Rigid Installation																																																										
62	Install Brick System		4/13/2027	5/17/2027	Install Brick System																																																										
63	Install TPO Roof/Coping Cap		4/13/2027	4/19/2027	Install TPO Roof/Coping Cap																																																										
64	Install Elevator Shaft Mechanical Unit		4/20/2027	4/22/2027	Install Elevator Shaft Mechanical Unit																																																										
65	Install Doors, Frames and Hardware		5/18/2027	5/24/2027	Install Doors, Frames and Hardware																																																										
66	Exterior Systems Complete		5/25/2027	5/25/2027	Exterior Systems Complete																																																										
	INTERIORS		4/20/2027	7/6/2027																																																											
67	Mechanical Rough In		4/20/2027	5/3/2027	Mechanical Rough In																																																										
68	Plumbing Rough In		4/20/2027	5/3/2027	Plumbing Rough In																																																										
69	Electrical Rough In		4/20/2027	5/3/2027	Electrical Rough In																																																										
70	Fire Alarm Rough In		4/20/2027	4/26/2027	Fire Alarm Rough In																																																										
71	Fire Suppression Rough In		4/20/2027	5/3/2027	Fire Suppression Rough In																																																										
72	MEP Inwall Inspections		5/4/2027	5/10/2027	MEP Inwall Inspections																																																										
73	Install Exterior Wall Insulation		5/11/2027	5/17/2027	Install Exterior Wall Insulation																																																										
74	Drywall Install		5/18/2027	5/24/2027	Drywall Install																																																										
75	Tape/Bed/Paint GWB		5/25/2027	6/4/2027	Tape/Bed/Paint GWB																																																										
76	Overhead MEP Inspection		6/7/2027	6/11/2027	Overhead MEP Inspection																																																										
77	Overhead FA and FS Inspection		6/7/2027	6/11/2027	Overhead FA and FS Inspection																																																										
78	Install ACT Ceiling		6/7/2027	6/11/2027	Install ACT Ceiling																																																										

Line	Name	Original Duration	Start	Finish	20262027																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
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79	Mechanical System Start Up		6/14/2027	6/18/2027																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									</

Milestone Appearances



Diamond