The Gana-A’Yoo Board of Directors was engaged in a strategic planning process to expand outward from a legacy portfolio of work centered on janitorial and food service contracting, towards projects that require more sophistication, and provide greater opportunity for the company and its shareholders. In December of 2015, the board saw an opportunity to bring a core group of individuals on board that would help them achieve their goal of expansion and diversification, which has been successful. Not only has Gana-A’Yoo expanded their borders of service outward, but they have also engaged their strategic partnerships with other Native contractors to expand into business sectors previously “out-of-bounds” for Gana-A’Yoo.

Within the U.S., Gana-a’Yoo expanded to Grounds Maintenance at Ft. McCoy, WI and construction management in Washington, D.C. At Fort McCoy, Gana-a’Yoo’s 8(a) firm, Kaiyuh Services LLC, was awarded a five-year facility maintenance contract, charged with landscaping, road repair, trail maintenance, and snow removal. Kaiyuh recently completed the first year of their contract successfully, receiving praise from their customer.

Fort McCoy is also the headquarters location for the Army’s 88th Regional Support Command. The 88th is responsible for all aspects of the Army Reserve Mission in 19 states, sweeping from Ohio and Michigan on the eastern border, to the States of Washington and Oregon in the west.

Gana-A’Yoo’s HubZone subsidiary, Khotol Services Corporation, was successful this past year in acquiring two Job Order Contracts (JOC) for two portions of this region. These contracts provide a very flexible format for the 88th to order construction services for any of their Reserve Center locations located in the states of Wisconsin, Iowa, and Missouri under the two contracts we were awarded.

In Washington, D.C., Gana-a’Yoo’s subsidiary Kaiyuh Services, engaged in construction contracts with the General Services Administration (GSA). These contracts with GSA ultimately serve two clients - the Environmental Protection Agency housed in the Federal Triangle near the White House, and the Transportation Security Administration (TSA), through renovation of the TSA Security Integration Facility(TSIF). The TSIF is a specialized TSA proving site located at Ronald Reagan Washington National Airport.

Beyond our borders, Gana-a’Yoo’s subsidiary Kaiyuh Services, also was contracted to perform international logistics serving requirements in the Middle East and Southwest Asia. Through contracts with the Army Corps of Engineers, Kaiyuh procured and transported a variety of electrical goods from the United States, the United Kingdom and the Netherlands to Kuwait. Once acquired, these goods were aggregated, inventoried, packed, containerized and shipped to Kuwait for distribution throughout the region. Kaiyuh Services delivered on a very high set of expectations, by transporting the first group of containers within 100 days from contract award, with phase 2 and 3 shipments all delivering within 150 days of contract award.

Their partnership and work with other Native business firms also allowed them to expand into other areas of government contracting, as part of the Board’s professional services initiative. Gana-a’Yoo’s subsidiary Kaiyuh Information Technology (KIT) recently started work as a result of their partnership with Teya Tech, an Alaska Native-owned firm, to develop a contract with the government. KIT recently was awarded a competitive contract with the U.S. Navy to provide instruction for Navy Seals in Mississippi. Kaityuh IT is also working closely with Strongbow, LLC a business strategy firm based in New Mexico that is Navajo individually-owned.

Congratulations, Gana-a’Yoo Limited! ANVCA is proud to have you as a Member.