

January 22, 2026

SEE MONTEREY FINANCE COMMITTEE (Special)

SEE
MONTEREY





PUBLIC COMMENT



CONSENT AGENDA

Agenda

1

**Minutes of the October 24,
2025 Finance Committee**

*Recommended Action:
Approve Draft Minutes*



REGULAR AGENDA

A. SECOND QUARTER 2025-26 FINANCIAL REVIEW



See Monterey Income Statement and Variance Notes For the Six Months Ending December 31, 2025

All \$ in \$1,000

| | YTD Actuals | Budget YTD vs Actuals YTD | | | Prior Year to Date | | | Annual Budget |
|-------------------------|------------------|---------------------------|----------------|-----------|--------------------|----------------|-----------|-------------------|
| Revenue | Actuals | Budget | Variance | % Chg | PY | Variance | % Chg | |
| TID Revenue | \$4,972.6 | 4,846.9 | 125.6 | 3% | 4,368.4 | 604.2 | 14% | 9,227.5 |
| Jurisdiction Investment | \$2,421.5 | 2,235.0 | 186.5 | 8% | 2,455.9 | -34.3 | -1% | 4,468.4 |
| Private Revenue | \$109.7 | 52.2 | 57.4 | 110% | 404.9 | -295.3 | -73% | 93.8 |
| Total Revenue | \$7,503.7 | \$7,134.2 | \$369.6 | 5% | \$7,229.2 | \$274.6 | 4% | \$13,789.7 |

| Revenue Source | YTD Actuals | Variance vs Forecast | Comments |
|-------------------------|-------------|----------------------|--|
| TID | 4,972.6 | 125.6 | Luxury/Full occupancy exceeded projections |
| Jurisdiction Investment | 2,421.5 | 186.5 | City of Monterey favorable results |
| Private Revenue | 109.7 | 57.4 | Interest income (\$20k) and Co-op revenue (\$31k) exceeded projections |

See Monterey

Income Statement and Variance Notes

For the Six Months Ending December 31, 2025

| Marketing Expense | YTD Actuals | Budget | Variance | % Chg | PY | Variance | % Chg | Annual Budget |
|--------------------------------|------------------|------------------|-----------------|-------------|------------------|-----------------|------------|------------------|
| Leisure Marketing | \$1,640.3 | 2,004.8 | -364.5 | -18% | 1,780.2 | -139.9 | -8% | 3,401.4 |
| International Marketing | \$75.7 | 63.4 | 12.3 | 19% | 94.4 | -18.6 | -20% | 240.1 |
| Luxury Marketing | \$202.1 | 452.4 | -250.2 | -55% | 222.8 | -20.7 | -9% | 477.4 |
| Public Relations | \$60.5 | 84.4 | -23.9 | -28% | 74.8 | -14.3 | -19% | 364.5 |
| Agency Fees | \$226.7 | 214.7 | 12.0 | 6% | 205.5 | 21.2 | 10% | 456.5 |
| Marketing Operations | \$300.4 | 394.1 | -93.6 | -24% | 265.2 | 35.2 | 13% | 673.9 |
| Total Marketing Expense | \$2,505.8 | \$3,213.7 | -\$707.9 | -22% | \$2,642.9 | -\$137.1 | -5% | \$5,613.7 |

| Marketing Programs | YTD Actuals | Variance vs Budget | Comments |
|-------------------------|-------------|--------------------|--|
| Leisure Marketing | 1,640.3 | -364.5 | Production for Jurisdiction identities (\$170k) moved from fall to spring. Reallocated fall digital media spend (\$170K) to support M1000 and Art Tourism programming. Pushed event promotion media to spring (\$25K) |
| International Marketing | 75.7 | 12.3 | International media hosting - more opportunities than anticipated including India, Mexico and Europe |
| Luxury Marketing | 202.1 | -250.2 | Luxury media budgeted in December, will be spread through April (\$235k). This is included in the re-forecast. Virtuoso Sponsored Content program pushed to Feb to accommodate team bandwidth (\$19k). |
| Public Relations | 60.5 | -23.9 | Food Beast partnership (\$25k) cancelled due to team bandwidth |
| Agency Fees | 226.7 | 12.0 | Additional content support (\$12k) |
| Marketing Operations | 300.4 | -93.6 | Email marketing program (\$35k) not executed due to bandwidth, will reallocate funds in reforecast. SMARI invoices timing (\$+11K), MICHELIN partnership (\$20K) pushed to later in the year. Costs for Event Strategy study (\$35k) moved to January. |

See Monterey

Income Statement and Variance Notes

For the Six Months Ending December 31, 2025

| Business Development | YTD Actuals | Budget Variance | | % Chg | PY Variance | | % Chg | Annual Budget |
|-----------------------------------|------------------|------------------|-----------------|-------------|------------------|----------------|------------|------------------|
| BD Programs | \$66.4 | 64.2 | 2.2 | 3% | 66.4 | 0.0 | 0% | 120.4 |
| Group Events | \$705.5 | 802.5 | -97.0 | -12% | 475.1 | 230.4 | 48% | 1,319.2 |
| Leisure Events | \$166.5 | 210.2 | -43.7 | -21% | 82.8 | 83.7 | 101% | 392.9 |
| Meeting Incentives | \$7.7 | 40.0 | -32.3 | -81% | 2.2 | 5.4 | 241% | 100.0 |
| Group Marketing | \$533.8 | 641.3 | -107.6 | -17% | 426.1 | 107.7 | 25% | 985.0 |
| BD Operations | \$48.2 | 54.9 | -6.7 | -12% | 55.4 | -7.2 | -13% | 104.8 |
| Total Business Development | \$1,528.0 | \$1,813.2 | -\$285.2 | -16% | \$1,108.0 | \$420.0 | 38% | \$3,022.2 |

| Business Development Programs | YTD Actuals | Variance vs Budget | Comments |
|-------------------------------|-------------|--------------------|---|
| Group Events | 705.5 | -97.0 | Events cxl'd / underspend (\$45k). Several strategic partnerships paid in last fiscal (\$45k). Invoice timing (\$10k) |
| Leisure Events | 166.5 | -43.7 | TT Campaigns (\$49k) pushed into Q3 & Q4 |
| Meeting Incentives | 7.7 | -32.3 | Meeting incentives \$\$'s put in reforecast \$100k of commitments for groups arriving between Jan-Jun 2026 |
| Group Marketing | 533.8 | -107.6 | Timing of group media (SMERF, C-suite campaigns) pushed into Q2 and 2H; Will true up in reforecast. |
| BD Operations | 48.2 | -6.7 | Travel less than anticipated (\$8k) |

See Monterey Income Statement and Variance Notes For the Six Months Ending December 31, 2025

| Community Relations | YTD Actuals | Budget | Variance | % Chg | PY | Variance | % Chg | Annual Budget |
|----------------------------------|----------------|---------------|----------------|-------------|---------------|---------------|------------|------------------|
| CR Programs | \$70.5 | 83.7 | -13.2 | -16% | 56.9 | 13.6 | 24% | 96.0 |
| Visitor Services | \$6.0 | 9.5 | -3.4 | -36% | 9.0 | -2.9 | -33% | 14.9 |
| CR Operations | \$2.2 | 1.1 | 1.0 | 92% | 15.7 | -13.6 | -86% | 11.8 |
| Total Community Relations | \$78.7 | \$94.3 | -\$15.6 | -17% | \$81.6 | -\$2.9 | -4% | \$122.7 |

| Community Relations Programs | YTD Actuals | Variance vs Budget | Comments |
|------------------------------|-------------|--------------------|---|
| CR Programs | 70.5 | -13.2 | MBEP membership (\$5k), KMBY programming (\$5k) and Wayfinding program (\$2.5k) not done due to bandwidth in first half. Moved to spring in reforecast. |
| Visitor Services | 6.0 | -3.4 | Invoice timing for collateral (\$3.3k) |

See Monterey

Income Statement and Variance Notes

For the Six Months Ending December 31, 2025

| Administration | YTD Actuals | Budget Variance | | | % Chg | PY Variance | | % Chg | Annual Budget |
|-----------------------------|----------------|-----------------|-----------------|-------------|----------------|----------------|------------|----------------|---------------|
| Business Operations | \$141.3 | 139.3 | 2.0 | 1% | 136.5 | 4.8 | 4% | 275.1 | |
| HR/Legal | \$48.6 | 161.2 | -112.6 | -70% | 82.0 | -33.4 | -41% | 207.9 | |
| Accounting/Finance | \$59.0 | 62.5 | -3.5 | -6% | 62.3 | -3.3 | -5% | 92.5 | |
| IT | \$45.9 | 48.5 | -2.6 | -5% | 54.6 | -8.7 | -16% | 98.7 | |
| Governance | \$21.6 | 40.0 | -18.4 | -46% | 11.9 | 9.8 | 83% | 82.0 | |
| Other Administration | \$57.8 | 51.9 | 5.9 | 11% | 38.4 | 19.4 | 51% | 99.7 | |
| Computer/Software | \$54.0 | 64.8 | -10.9 | -17% | 53.3 | 0.6 | 1% | 107.7 | |
| Furniture/Fixtures | \$2.4 | 4.0 | -1.6 | -40% | 7.4 | -5.0 | -67% | 8.0 | |
| Total Administration | \$430.6 | \$572.2 | -\$141.6 | -25% | \$446.3 | -\$15.7 | -4% | \$971.5 | |

| Admin Programs | YTD Actuals | Variance vs Budget | Comments |
|----------------------|-------------|--------------------|---|
| HR/Legal | 48.6 | -112.6 | \$75k budgeted for potential vehicle claim legal fees not used. Contract review less than anticipated (\$12k). Team Summit spend less than planned (\$12k). Relocation expense reallocated to Marcom (\$7.5k) |
| Governance | 21.6 | -18.4 | \$20k budgeted for Board Retreat, hosted a board + community holiday open house instead. |
| Other Administration | 57.8 | 5.9 | Greater than anticipated international travel (\$8k) |
| Computer/Software | 54.0 | -10.9 | Project management software pushed to Q3 (\$7.6k). Budgeting software purchased later than anticipated (\$3k). |

See Monterey

Income Statement and Variance Notes

For the Six Months Ending December 31, 2025

| | YTD Actuals | YTD Budget | Variance | % Chg | PY | Variance | % Chg | Annual Budget |
|--------------------------|------------------|------------------|-------------------|-------------|------------------|----------------|-----------|-------------------|
| Total Talent | \$1,682.8 | 1,675.2 | 7.6 | 0% | 1,658.5 | 24.3 | 1% | 3,958.8 |
| Marketing | \$2,505.8 | 3,213.7 | -707.9 | -22% | 2,642.9 | -137.1 | -5% | 5,613.7 |
| Business Development | \$1,528.0 | 1,813.2 | -285.2 | -16% | 1,108.0 | 420.0 | 38% | 3,022.2 |
| Community Relations | \$78.7 | 94.3 | -15.6 | -17% | 81.6 | -2.9 | -4% | 122.7 |
| General & Administration | \$430.6 | 572.2 | -141.6 | -25% | 446.3 | -15.7 | -4% | 971.5 |
| Total Expenses | \$6,225.9 | \$7,368.5 | -\$1,142.6 | -16% | \$5,937.3 | \$288.6 | 5% | \$13,688.9 |

| | YTD Budget | Variance | % Chg | PY | Variance | % Chg | Annual Budget |
|---------------------|-----------------|------------------|-----------|------------------|----------------|------------|----------------|
| Revenue | 7,134.2 | 369.6 | 5% | 7,229.2 | 274.6 | 4% | 13,789.7 |
| Expenses | 7,368.5 | -1,142.6 | -16% | 5,937.3 | 288.6 | 5% | 13,688.9 |
| Net Retained | -\$234.4 | \$1,512.2 | NA | \$1,291.9 | -\$14.0 | -1% | \$100.8 |

Expenses

| | YTD Actuals | YTD Budget | Variance | % Chg | PY | Variance | % Chg | Annual Budget |
|-----------------------------|------------------|------------------|--------------|-----------|------------------|---------------|-----------|------------------|
| Talent Expense | | | | | | | | |
| Salary | \$1,349.8 | 1,374.5 | -24.7 | -2% | 1,345.7 | 4.1 | 0% | 2,809.3 |
| Incentive | \$21.3 | 27.9 | -6.6 | -24% | 36.5 | -15.1 | -42% | 408.7 |
| Benefits | \$216.0 | 177.4 | 38.6 | 22% | 174.6 | 41.4 | 24% | 383.0 |
| Taxes | \$95.7 | 95.4 | 0.3 | 0% | 101.8 | -6.0 | -6% | 357.8 |
| Total Talent Expense | \$1,682.8 | \$1,675.2 | \$7.6 | 0% | \$1,658.5 | \$24.3 | 1% | \$3,958.8 |

REGULAR AGENDA

B. REVISED 2025-2026 FINANCIAL REFORECAST



See Monterey Revenue

Reforecast vs Budget FY2025-2026

All \$ in \$1,000

Reforecast

Reforecast vs Budget

Reforecast vs FY2024-25 Actuals

Revenue

| | Reforecast | Budget Variance | | % Chg | PY Variance | | % Chg |
|-------------------------|-------------------|------------------------|----------------|--------------|--------------------|------------------|--------------|
| TID Revenue | \$9,438.2 | 9,227.5 | 210.7 | 2% | 8,377.3 | 1,060.8 | 13% |
| Jurisdiction Investment | \$4,525.9 | 4,468.4 | 57.5 | 1% | 4,464.4 | 61.4 | 1% |
| Private Revenue | \$142.0 | 93.8 | 48.3 | 51% | 166.6 | -24.6 | -15% |
| Total Revenue | \$14,106.1 | \$13,789.7 | \$316.4 | 2% | \$13,008.3 | \$1,097.7 | 8% |

| Revenue Source | YTD Actuals | Variance vs Forecast | Comments |
|-------------------------|--------------------|-----------------------------|---|
| TID | 9,438.2 | 210.7 | Increase in Luxury/Full Occupancy |
| Jurisdiction Investment | 4,525.9 | 57.5 | City of Monterey increase in occupancy/ADR |
| Private Revenue | 142.0 | 48.3 | Increase in interest income and co-op revenue |

See Monterey Marketing Expense Reforecast vs Budget FY2025-2026

| Marketing Expense | Reforecast | Budget | Change | % Chg | PY | Variance | % Chg | YTD Variance |
|--------------------------------|------------------|------------------|----------------|-----------|------------------|----------------|------------|-------------------|
| Leisure Marketing | \$3,552.6 | 3,407.8 | 144.8 | 4% | 3,277.8 | 274.8 | 8% | -2,103.2 |
| International Marketing | \$262.4 | 240.1 | 22.2 | 9% | 189.1 | 73.3 | 39% | -169.7 |
| Luxury Marketing | \$478.7 | 477.4 | 1.3 | 0% | 441.2 | 37.5 | 8% | -255.8 |
| Public Relations | \$455.0 | 364.5 | 90.5 | 25% | 371.3 | 83.7 | 23% | -409.3 |
| Agency Fees | \$423.5 | 456.5 | -33.0 | -7% | 389.8 | 33.6 | 9% | -218.0 |
| Marketing Operations | \$693.3 | 673.9 | 19.4 | 3% | 515.4 | 177.8 | 35% | -428.2 |
| Total Marketing Expense | \$5,865.4 | \$5,620.1 | \$245.3 | 4% | \$5,184.7 | \$680.7 | 13% | -\$3,584.2 |

| Marketing Programs | Reforecast | Variance vs Budget | Comments |
|-------------------------|------------|--------------------|---|
| Leisure Marketing | 3,552.6 | 144.8 | Increase in spend to support Hwy 1 reopening and New Chicago Flight |
| International Marketing | 262.4 | 22.2 | Increase in spend in UK to support Hwy 1 reopening |
| Public Relations | 455.0 | 90.5 | Increase in spend to support Hwy 1 reopening and New Chicago Flight |
| Agency Fees | 423.5 | -33.0 | Removed Event Development Agency Fees from budget |
| Marketing Operations | 693.3 | 19.4 | Increase event feasibility study fees |

See Monterey Business Development Expense Reforecast vs Budget FY2025-2026

| Business Development | Reforecast | Budget | Change | % Chg | PY | Variance | % Chg | YTD Variance |
|-----------------------------------|------------------|------------------|--------------|-----------|------------------|----------------|------------|-------------------|
| BD Programs | \$117.8 | 115.6 | 2.2 | 2% | 120.4 | -2.6 | -2% | -52.3 |
| Group Events | \$1,253.8 | 1,319.2 | -65.3 | -5% | 1,079.5 | 174.4 | 16% | -789.9 |
| Leisure Events | \$426.2 | 402.9 | 23.3 | 6% | 404.7 | 21.4 | 5% | -249.3 |
| Meeting Incentives | \$141.8 | 120.0 | 21.8 | 18% | 57.6 | 84.2 | 146% | -133.5 |
| Group Marketing | \$1,010.7 | 985.0 | 25.7 | 3% | 896.4 | 114.3 | 13% | -584.6 |
| BD Operations | \$98.1 | 104.8 | -6.7 | -6% | 106.8 | -8.8 | -8% | -37.2 |
| Total Business Development | \$3,048.3 | \$3,047.4 | \$0.9 | 0% | \$2,665.5 | \$382.8 | 14% | -\$1,846.8 |

| Business Development Programs | Reforecast | Variance vs Budget | Comments |
|-------------------------------|------------|--------------------|--|
| Group Events | 1,253.8 | -65.3 | Partnerships paid FY24-25 budget (45k) and Cancelled events due to BDE commitments (20k) |
| Leisure Events | 426.2 | 23.3 | Added luxury travel agent events (25k) |
| Meeting Incentives | 141.8 | 21.8 | Booking incentive being used more for single property opportunities |
| Group Marketing | 1,010.7 | 25.7 | Increased spend targeting C-suite audience to layer on existing group campaign |
| BD Operations | 98.1 | -6.7 | Reduced spend in T&E |

See Monterey Community Relations Expense Reforecast vs Budget FY2025-2026

| Community Relations | Reforecast | Budget | Change | % Chg | PY | Variance | % Chg | YTD Variance |
|----------------------------------|----------------|----------------|---------------|------------|----------------|---------------|------------|----------------|
| CR Programs | \$92.8 | 96.0 | -3.2 | -3% | 63.4 | 29.3 | 46% | -35.9 |
| Visitor Services | \$14.7 | 14.9 | -0.1 | -1% | 17.6 | -2.9 | -16% | -5.8 |
| CR Operations | \$12.9 | 11.8 | 1.0 | 9% | 22.3 | -9.4 | -42% | 2.9 |
| Total Community Relations | \$120.4 | \$122.7 | -\$2.3 | -2% | \$103.3 | \$17.1 | 17% | -\$38.8 |

| Community Relations Programs | Reforecast | Variance vs Budget | Comments |
|------------------------------|------------|--------------------|--|
| CR Programs | 92.8 | -3.2 | Cancelled Wayfinding in November due to staffing |
| CR Operations | 12.9 | 1.0 | Increase in travel |

See Monterey Administrative Expense Reforecast vs Budget FY2025-2026

| Administration | Reforecast | Budget | Change | % Chg | PY | Variance | % Chg | YTD Variance |
|-----------------------------|----------------|----------------|----------------|------------|----------------|---------------|-----------|-----------------|
| Business Operations | \$276.9 | 275.1 | 1.8 | 1% | 278.5 | -1.6 | -1% | -140.7 |
| HR/Legal | \$188.2 | 207.9 | -19.6 | -9% | 151.6 | 36.6 | 24% | -109.5 |
| Accounting/Finance | \$84.9 | 92.3 | -7.4 | -8% | 132.8 | -47.9 | -36% | -30.5 |
| IT | \$96.4 | 98.7 | -2.3 | -2% | 94.0 | 2.4 | 3% | -50.1 |
| Governance | \$63.6 | 82.0 | -18.4 | -22% | 30.0 | 33.7 | 112% | -51.8 |
| Other Administration | \$98.0 | 99.7 | -1.7 | -2% | 76.6 | 21.4 | 28% | -59.7 |
| Computer/Software | \$96.8 | 107.7 | -10.9 | -10% | 81.1 | 15.7 | 19% | -42.5 |
| Furniture/Fixtures | \$11.4 | 8.0 | 3.4 | 42% | 16.4 | -5.0 | -31% | -4.0 |
| Total Administration | \$916.2 | \$971.4 | -\$55.1 | -6% | \$861.0 | \$55.2 | 6% | -\$488.9 |

| Admin Programs | Reforecast | Variance vs Budget | Comments |
|--------------------|------------|--------------------|--|
| HR/Legal | 188.2 | -19.6 | Reduced spend on Team Summit and overall legal fees. |
| Accounting/Finance | 84.9 | -7.4 | Reduction in banking fees with increased electronic payment adoption |
| Governance | 63.6 | -18.4 | Open house with Board in lieu of Board Retreat |
| Computer Software | 96.8 | -10.9 | Budget software reduced spend |

See Monterey Summary Expense Reforecast vs Budget FY2025-2026

| | Reforecast | Budget | Variance | % Chg | PY | Variance | % Chg | YTD Variance |
|--------------------------|-------------------|-------------------|----------------|-----------|-------------------|------------------|------------|-------------------|
| Total Talent | \$4,099.5 | 3,958.8 | 140.7 | 4% | 3,530.9 | 568.6 | 16% | -484.9 |
| Marketing Communications | \$5,865.4 | 5,620.1 | 245.3 | 4% | 5,184.7 | 680.7 | 13% | -3,584.2 |
| Business Development | \$3,048.3 | 3,047.4 | 0.9 | 0% | 2,665.5 | 382.8 | 14% | -1,846.8 |
| Community Relations | \$120.4 | 122.7 | -2.3 | -2% | 103.3 | 17.1 | 17% | -38.8 |
| General & Administration | \$916.2 | 971.4 | -55.1 | -6% | 861.0 | 55.2 | 6% | -488.9 |
| Total Expenses | \$14,049.8 | \$13,720.4 | \$329.4 | 2% | \$12,345.4 | \$1,704.4 | 14% | -\$6,443.5 |

| | | Budget | Variance | % Chg | PY | Variance | % Chg | YTD Variance |
|---------------------|---------------|---------------|----------------|-------------|----------------|-----------------|-------------|------------------|
| Net Retained | | | | | | | | |
| Revenue | 14,106.1 | 13,789.7 | 316.4 | 2% | 13,008.3 | 1,097.7 | 8% | 0.0 |
| Expenses | 14,049.8 | 13,720.4 | 329.4 | 2% | 12,345.4 | 1,704.4 | 14% | -6,443.5 |
| Net Retained | \$56.3 | \$69.3 | -\$13.0 | -19% | \$663.0 | -\$606.7 | -92% | \$6,443.5 |

Expenses

| | Reforecast | YTD Budget | Variance | % Chg | PY | Variance | % Chg | YTD Variance |
|-----------------------------|------------------|------------------|----------------|-----------|------------------|----------------|------------|-----------------|
| Talent Expense | | | | | | | | |
| Salary | \$2,842.0 | 2,792.0 | 50.0 | 2% | 2,623.5 | 218.5 | 8% | -1,594.4 |
| Incentive | \$422.5 | 408.7 | 13.8 | 3% | 350.8 | 71.7 | 20% | 352.2 |
| Benefits | \$437.2 | 376.2 | 61.0 | 16% | 328.5 | 108.7 | 33% | 401.3 |
| Taxes | \$397.7 | 381.8 | 15.9 | 4% | 228.0 | 169.7 | 74% | 356.0 |
| Total Talent Expense | \$4,099.5 | \$3,958.8 | \$140.7 | 4% | \$3,530.9 | \$568.6 | 16% | -\$484.9 |

REGULAR AGENDA

C. FINANCIAL MANAGEMENT UPDATES / 401K BROKER CONVERSION





Financial Management Updates

Banking Update

- Closed legacy Mechanics Bank accounts.
- Evaluate renewing line of credit at Pacific Valley Bank.

Software Update

- Implementing Solver, a cloud based financial planning & analysis solution that integrates with our ERP, Sage Intacct, for real time reporting and analysis.

401(k) Update

- Poor service from existing 401k broker, Hub Financial.
 - Staff met with 3 other brokers: SageView Advisory, Merrill Lynch and Hilltop Securities.
 - Staff recommends changing from Hub Financial to Merrill Lynch.
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REGULAR AGENDA

E. AUDIT FIRM



Audit Firm Updates

RFP's sent to seven CPA firms.

Proposals received from four firms.

Audit Request for Proposals Sent

| RFP's Requested | Bianchi Kasavan Pope (BKP) | Clifton Larson Allen (CLA) | McGilloway, Ray, Brown & Kaufman (MRBK) | BryMar CPA | Hutchinson & Bloodgood | MossAdams | Windes |
|-------------------|----------------------------|----------------------------|---|------------|------------------------|-----------|--------|
| Received Proposal | YES | YES | YES | YES | NO | NO | NO |

With four proposals received, BKP will be removed from the selection process after 14 years of consecutive See Monterey audits.

Audit Firm Updates

Audit RFP Response Summary

| Firm | CliftonLarsonAllen (CLA) | McGilloway, Ray, Brown & Kaufman (MRBK) | BryMar CPA |
|-----------------------|--|--|--|
| Location | Salinas, CA + Nationwide | Salinas, CA and Monterey, CA | Watsonville, CA and Cupertino, CA |
| Services Included | Audit; Federal & State returns; Board presentation | Audit; Federal & State returns; Board presentation | Audit; Federal & State returns; Board presentation |
| Nonprofit Experience | Strong | Strong | Strong |
| Met with See Monterey | Yes, positive impression | Yes, positive impression | Yes, positive impression |
| Peer Review | Pass November 2022 | Pass September 2025 | Pass October 2024 |
| Audit Fee | \$30,500 | \$19,845 | \$29,500 |
| Tax Return Fee | \$4,000 | \$2,755 | \$3,500 |
| Other Fees | \$1,725 | \$1,075 | \$1,500 |
| Total Fees | \$36,225 | \$23,675 | \$34,500 |



GOOD OF THE
ORDER



NEXT MEETING OF
THE COMMITTEE:
APRIL 17, 2026