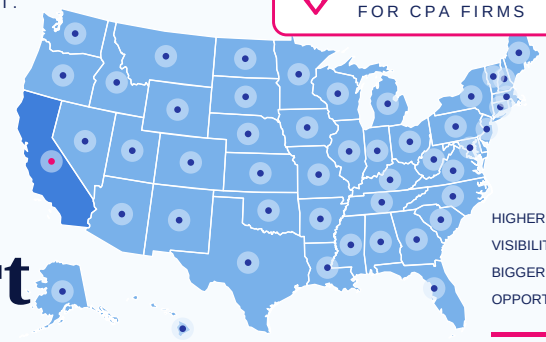
AuditRadar
PUBLIC DATA. REAL OPPORTUNITY.

NONPROFITS CREATE IMPACT. YOU FIND OPPORTUNITY.

TERRITORY REPORT
FOR CPA FIRMS



HIGHER VISIBILITY. BIGGER OPPORTUNITIES.

NONPROFIT · SAMPLE — REDACTED

California Nonprofit Audit Opportunity Report

DATA-DRIVEN PROSPECTS. A STRONGER TOMORROW.

Prepared for: Your firm | **Territory:** California (CA) | **Data as of:** 2026-11-06

Ranked Accounts
300
scored in this territory

Auditor Changes
78
▲ +3%
statewide FY2024 vs. FY2023

First Single Audits
168
▼ -26%
statewide FY2024 vs. FY2023

Open RFPs
0
open on the generation date

Turn Information Into Opportunity

AuditRadar ranks 300 nonprofit accounts in California on what changed in the public record — auditor changes, first single audits, new findings, threshold entries — so your firm can spend its time where something just moved. Every row links to the filing it came from.

- Spot opportunities early
- Check every row at source
- Work the list in rank order

"Public data. Real opportunities. Stronger communities."

Top Nonprofit Audit Opportunities

RANKED BY OPPORTUNITY POTENTIAL

TRUSTED DATA. LINKED EVIDENCE.

#	Organization Name	EIN	City	State	Federal Expenditures	Primary Signal	Most Recently Observed Auditor	Opportunity Score	Evidence	Next Step
1	SOCIAL AND ENVIRO…		Calaba…	CA	$2,253,483	Auditor Change	O'CONNOR & C…	63	View →	Review filing
2	Name in the full report		Highlan…	CA	$1M–$2M	Auditor Change	Christy White Inc	58		Review filing
3	Name in the full report		Los An…	CA	$5M–$10M	Federal spend growth	Dauby O'Connor…	57		Add to watch
4	Name in the full report		Santa F…	CA	$1M–$2M	New Finding	Vasquez & Comp…	57		Add to watch
5	Name in the full report		Oakland	CA	$5M–$10M	Auditor Change	WithumSmith+Br…	56		Review filing
6	Name in the full report		Berkeley	CA	$10M–$25M	Paid preparer changed (9…	Baker Tilly US, LLP	55		Review filing
7	Name in the full report		Los An…	CA	$5M–$10M	Federal spend growth	Armanino	52		Add to watch
8	Name in the full report		Santa…	CA	$10M–$25M	Auditor Change	JGD & Associates	52		Review filing

Signal Legend

KEY INDICATORS OF OPPORTUNITY

- **Auditor Change** — A different audit firm between two consecutive filings.
- **First Single Audit** — First single audit filing observed.
- **Threshold Entry** — Reached the threshold for its fiscal year.
- **New Finding** — New finding in the latest filing.
- **Open RFP** — Solicitation open on the date checked.

Methodology

HOW WE IDENTIFY OPPORTUNITIES

We read nonprofit Federal Audit Clearinghouse (FAC) filings, IRS Form 990 returns and publicly posted solicitations to find organizations whose audit record just changed. Accounts are ranked on the published scoring profile named in manifest.json, weighing auditor changes, audit history, findings, federal spending and open RFPs.

Public data. Real opportunities. Every row links to its source.

Not affiliated with the U.S. General Services Administration or the Federal Audit Clearinghouse.

OPPORTUNITY LIVES IN PLAIN SIGHT.

Open RFPs: audit & accounting solicitations

EXPLICIT DEMAND · WORKED FIRST

No solicitation in California was open on 2026-11-15. The accounts below are ranked on what changed in the public record instead of on a posted solicitation.

Top accounts to review

HIGHER POTENTIAL · SMARTER OUTREACH

The 25 highest-ranked of 300 accounts. Fit is how well the organization matches a regional nonprofit audit practice; Opp. is the strength of what changed on the public record; Conf. is how far the underlying identifiers can be trusted.

#	Organization	City	Federal exp.	Primary signal	Most recently observed auditor	Fit	Opp.	Conf.	Evidence	Next step
1	SOCIAL AND ENVIRONMENTAL ENTREPRENEURS (SEE)…	Calabasas	$2,253,483	Auditor changed	O'CONNOR & COMPANY	75	63	HIGH	View →	Review filing
2	Name in the full report	Highland Park	$1M–$2M	Auditor changed	Christy White Inc	75	58	HIGH		Review filing
3	Name in the full report	Los Angeles	$5M–$10M	Federal spend growth	Dauby O'Connor & Zaleski, LLC	95	57	HIGH		Add to watch
4	Name in the full report	Santa Fe Spring	$1M–$2M	New significant deficiency	Vasquez & Company LLP	83	57	HIGH		Add to watch
5	Name in the full report	Oakland	$5M–$10M	Auditor changed	WithumSmith+Brown	100	56	HIGH		Review filing
6	Name in the full report	Berkeley	$10M–$25M	Paid preparer changed (…	Baker Tilly US, LLP	83	55	HIGH		Review filing
7	Name in the full report	Los Angeles	$5M–$10M	Federal spend growth	Armanino	98	52	HIGH		Add to watch
8	Name in the full report	Santa Rosa	$10M–$25M	Auditor changed	JGD & Associates	88	52	HIGH		Review filing
9	Name in the full report	Sacramento	$2M–$5M	Auditor changed	CliftonLarsonAllen	80	52	HIGH		Review filing
10	Name in the full report	Oakland	$2M–$5M	Auditor changed	SND PARTNERS LLP	80	52	HIGH		Review filing
11	Name in the full report	Guerneville	$1M–$2M	Auditor changed	Sorren CPAs, P.C.	75	51	HIGH		Review filing
12	Name in the full report	San Diego	$750K–$1M	Auditor changed	Baker Tilly US, LLP	55	51	HIGH		Review filing
13	Name in the full report	Alameda	$5M–$10M	Executive changed (990)	BPM	100	50	HIGH		Add to watch
14	Name in the full report	Long Beach	$5M–$10M	Auditor changed	CLIFTONLARSONALLEN LLP	94	49	HIGH		Review filing
15	Name in the full report	Ukiah	$5M–$10M	Paid preparer changed (…	CliftonLarsonAllen LLP	92	49	HIGH		Review filing
16	Name in the full report	Los Angeles	$10M–$25M	Auditor changed	GREEN HASSON & JANKS LLP	88	49	HIGH		Review filing
17	Name in the full report	Sylmar	$2M–$5M	Auditor changed	LEAF & COLE, LLP	100	48	HIGH		Review filing
18	Name in the full report	Sacramento	$2M–$5M	New material noncompli…	EIDE BAILLY LLP	75	48	HIGH		Add to watch
19	Name in the full report	Los Angeles	$5M–$10M	Auditor changed	Foumberg, Juneja, Rocher & Company	82	47	HIGH		Review filing
20	Name in the full report	Berkeley	$2M–$5M	Federal spend growth	Baker Tilly US, LLP	80	47	HIGH		Add to watch
21	Name in the full report	Oakland	$5M–$10M	Federal spend growth	Grant Thornton LLP	94	46	MEDIUM		Add to watch
22	Name in the full report	San Diego	$2M–$5M	Auditor changed	JGD&Associates	79	46	HIGH		Review filing
23	Name in the full report	Turlock	$2M–$5M	New material weakness	HAWKS & ASSOCIATES CPAS, INC.	69	46	HIGH		Add to watch
24	Name in the full report	Davis	$5M–$10M	Federal spend growth	Propp Christensen Caniglia LLP	68	45	HIGH		Add to watch

#	Organization	City	Federal exp.	Primary signal	Most recently observed auditor	Fit	Opp.	Conf.	Evidence	Next step
25	Name in the full report	Temecula	$1M–$2M	Federal spend growth	Smith Marion & Co	66	45	HIGH		Add to watch

Next step follows the signal's tier, and is advice about your own desk rather than anything observed about the organization. Read RFP — an open solicitation. Review filing — a direct change on the latest filing. Add to watch — a complexity change. Diary FYE — a timing signal only.

Opportunity Themes in California

KEY TRENDS DRIVING NONPROFIT AUDIT DEMAND

169 — Entered threshold
Federal expenditures reached the threshold applicable

168 — First single audit
The first single audit filing observed for this organization.

158 — Auditor changed
A different firm than last year; not a rename or a combination.

143 — Federal spend growth
Federal expenditures grew materially against the prior filing.

142 — New significant deficiency
The latest filing discloses a significant deficiency the prior one did not.

Recommended Actions

TURN INSIGHTS INTO ENGAGEMENTS

1. Review the top accounts and set your outreach order
2. Read each account's signal and tailor what you bring
3. Open the FAC filing before you reach out
4. Diary follow-ups against each fiscal year end
5. Check the next weekly build for what changed

Methodology & Evidence

This report uses Federal Audit Clearinghouse single audit filings (public records), IRS Form 990 returns and publicly posted solicitations. Accounts are ranked on the published profile in manifest.json, weighing auditor changes, single audit thresholds, federal expenditures, findings and open RFPs. Every figure links to the public record it came from.

Public data.
Real opportunities.
Every row links to its source.

Why these accounts, in the filings' own terms

THE EVIDENCE SENTENCE, UNEDITED

SOCIAL AND ENVIRONMENTAL ENTREPRENEURS (SEE), INC.

FAC audit year 2025 (report 2025-12-GSAFAC-0000431303) reports $2,253,483 in federal expenditures across 14 programs; the auditor firm on the 2025 report (O'CONNOR & COMPANY) differs from the prior observed year (Baker Tilly US LLP); the auditor firm on the 2024 report (Baker Tilly US LLP) differs from the prior observed year (Quigley and Miron); this is the organization's first FAC single audit record in the dataset (2023); the paid preparer on the Form 990 for the period ending 2024-12 (BAKER TILLY ADVISORY GROUP LP) differs from the prior filing (QUIGLEY & MIRON). Suggested next step: Review the filing.

Incumbent landscape

WHO YOU ARE COMPETING WITH

Audit firms observed on nonprofit single audits in this territory over the last two years, largest practice first — who you are competing with, and on what size of work.

Audit firm	Nonprofit audits (2 years)	Median federal expenditures
DAUBY O'CONNOR & ZALESKI, LLC	219	$4,449,552
MOSS ADAMS LLP	116	$7,154,381
ARMANINO LLP	103	$4,164,226
CLIFTONLARSONALLEN LLP	77	$3,438,405
HARRINGTON GROUP	77	$2,941,274
LINDQUIST, VON HUSEN & JOYCE LLP	72	$3,286,216
Christy White Inc	65	$1,644,251
Baker Tilly US, LLP	58	$3,312,756
VASIN, HEYN AND COMPANY	52	$5,228,882
WINDES, INC.	49	$2,902,398

How to work this report

TURN THE SHEETS INTO A CALL LIST

1. Start with the open solicitations: those organizations have said in public that they are buying.
2. Then work the ranked accounts from the top. The order is Opportunity Signal, then ICP Fit, then Data Confidence — the same order as 02_high_signal_accounts.csv.
3. Read the evidence sentence before the score. It names what was observed, when, and in which filing; the judgement about what it means is yours.
4. Open the FAC link on any account you act on and confirm the figures at the source; check a solicitation deadline on the issuer's own page before you build to it, because deadlines move.
5. Filter the CSV on your own criteria: every column in the sheets is documented in 00_data_dictionary.csv.

Signal legend

EVERY SIGNAL IN THE RANKING

Every signal used in the ranking, and what the filing had to show for it.

Auditor changed
A different firm than last year; not a rename or a combination.

Federal spend growth
Federal expenditures grew materially against the prior filing.

Executive changed (990)
The officer named on the latest Form 990 differs from the prior return's.

New material weakness
The latest filing discloses a material weakness the prior one did not.

Paid preparer changed (990)
The paid preparer signing the latest Form 990 differs from the prior return's.

New significant deficiency
The latest filing discloses a significant deficiency the prior one did not.

New material noncompliance
The latest filing discloses material noncompliance the prior one did not.

How to read the scores

THE LEGEND TRAVELS WITH THE FILE

ICP Fit	0-100. How well the account matches a regional nonprofit audit practice: size, complexity and geography.
Opportunity Signal	0-100. The weight of what changed on the public record — tier A a direct change (auditor changed, first single audit, entered the threshold), tier B a complexity change (federal spend growth, new findings), tier T timing.
Data Confidence	HIGH, MEDIUM or LOW, from identifier quality, recency and resubmission status.
Blank cell	The source did not report the value; see coverage_flags in the CSV. A missing number is left blank rather than reported as a zero.

What is in this download

ONE FOLDER, EVERY FILE EXPLAINED

01_open_rfps.csv	Every solicitation open on the generation date, with its deadline quoted from the issuer's page and a link to that page.
02_high_signal_accounts.csv	The ranked accounts, one row each, with the scores, the evidence sentence and the FAC report behind it.
03_incumbent_landscape.csv	The audit firms observed in this territory, with how many nonprofit audits each one signed.
04_program_context.csv	The federal programs behind each account, ten largest first.
00_data_dictionary.csv	Every exported column, what it means, and the export's own metadata: sources, method version, date format, known limits.
auditradar_<ST>_<date>.xlsx	The same four tables in one workbook, formatted, with a data dictionary; its first sheet is the formatted first page of the data.
summary.pdf / summary.html	This summary, to read or to forward.
summary_dark.html	The same summary in the dark theme.
csv_data_report.pdf	The CSV files explained: the first rows, every column, how to read the signals and the outreach priority.

manifest.json	The FAC extract this build came from, by checksum, and the profile used.

Methodology in full

HOW THIS FILE WAS BUILT

What this is: a ranked list of nonprofit audit/accounting pursuit opportunities built from public Federal Audit Clearinghouse (FAC) data and publicly posted RFPs. Every row links to its FAC report (app.fac.gov/dissemination/summary/<report_id>) or to the original RFP page.

Sheets: 01_open_rfps = solicitations checked automatically against the issuer page on the date shown in last_verified_at. 02_high_signal_accounts = accounts ranked by Opportunity Signal, then ICP Fit, then Data Confidence. 03_incumbent_landscape = audit firms observed in FAC for this territory. 04_program_context = federal programs per account (top 10 by expenditure).

How to read the scores: ICP Fit (0-100) = how well the account matches a regional nonprofit audit practice (size, complexity, geography). Opportunity Signal (0-100) = inferred evidence of change: A direct change (auditor change, first single audit, entered threshold), B complexity change (federal spend growth, new findings), T timing (new or missing FAC filing). Open RFPs are explicit demand: they are listed first and in 01_open_rfps, never added into the score (primary_signal_tier S). Data Confidence = HIGH/MEDIUM/LOW based on identifier quality, recency and resubmission status.

What the words mean: "fac_fiscal_year_end" = the fiscal year end date on the latest FAC report; "fiscal year end approaching" means that date's next anniversary falls within 90 days of the data date, and "no FAC submission observed" means the Clearinghouse shows no report for the following fiscal year as of the data date — neither is a statement about an organization's filing status, nor that it is seeking proposals. "most recently observed auditor" = the auditor firm named on the latest FAC report; it is not a statement about a current contract. "Auditor changed" = the firm on a report differs from the firm on the report for the year before it, not counting a renamed or re-spelled firm or one that appears to have combined into another; the evidence sentence names the years. "Appears to have entered Single Audit-relevant level" = federal expenditures at/above the threshold applicable to that fiscal-year start ($750,000 before 2024-10-01; $1,000,000 on/after).

Coverage: blank cells with a coverage_flags entry mean the source did not report the value. We never display a missing value as $0. Form 990 columns (accounting fees, paid preparer, latest 990 tax period) come from the IRS Form 990 e-file data as filed; they are blank and flagged SOURCE_NOT_COVERED while a return has not been read yet, NOT_REQUIRED when the organization does not have to file a 990 with financial data, and NOT_APPLICABLE for a Form 990-EZ, which has no accounting-fee line. Form 990 accounting fees are not the price of an audit engagement: line 11c covers every accounting service bought that year - bookkeeping, the tax return, the audit - so read it as a ceiling on the audit fee rather than the fee (03_01 section 20.11). NTEE code, 501(c) subsection, revenue, assets and tax period come from the IRS Exempt Organizations Business Master File: they are the IRS's figures from the organization's latest return, not current financials.

Freshness: FAC public data is refreshed by GSA typically weekly. This report reflects the FAC extract identified in manifest.json (sha256 of general.csv). RFP status is as checked on the date in last_verified_at; deadlines can change — always confirm on the issuer's page.

Not affiliated with the U.S. General Services Administration or the Federal Audit Clearinghouse. This report is sales-prioritization information, not legal, audit, or procurement advice, and makes no claim that any organization intends to change providers.

Data: public Federal Audit Clearinghouse filings and publicly posted solicitations. Questions or corrections: support@getauditradar.com