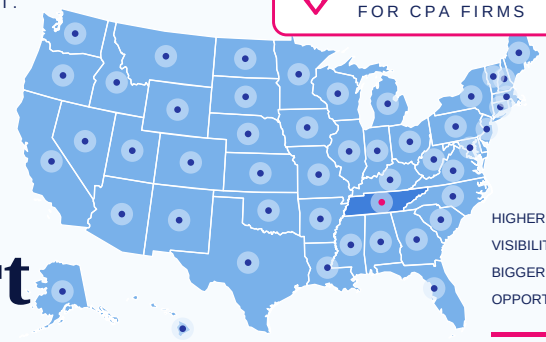
AuditRadar
PUBLIC DATA. REAL OPPORTUNITY.

NONPROFITS CREATE IMPACT. YOU FIND OPPORTUNITY.

TERRITORY REPORT
FOR CPA FIRMS



HIGHER VISIBILITY. BIGGER OPPORTUNITIES.

NONPROFIT · SAMPLE — REDACTED

Tennessee Nonprofit Audit Opportunity Report

DATA-DRIVEN PROSPECTS. A STRONGER TOMORROW.

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

Ranked Accounts
300
scored in this territory

Auditor Changes
21
▼ -26%
statewide FY2024 vs. FY2023

First Single Audits
175
▲ +4%
statewide FY2024 vs. FY2023

Open RFPs
0
open on the generation date

Turn Information Into Opportunity

AuditRadar ranks 300 nonprofit accounts in Tennessee 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	Chattanooga Regional…		Chattan…	TN	$2,241,783	Auditor Change	Mauldin & Jenkin…	68	View →	Review filing
2	Name in the full report		Nashville	TN	$1M–$2M	Auditor Change	Baker Tilly US, LLP	52		Review filing
3	Name in the full report		Memphis	TN	$2M–$5M	Paid preparer changed (9…	LBMC, PC	51		Review filing
4	Name in the full report		Jackson	TN	$1M–$2M	First Single Audit	CRS CPAs	48		Review filing
5	Name in the full report		Springfi…	TN	$2M–$5M	New Finding	Blankenship CPA…	45		Add to watch
6	Name in the full report		Memphis	TN	$25M–$100M	New Finding	Reynolds Bone &…	44		Add to watch
7	Name in the full report		Cordova	TN	$10M–$25M	Executive changed (990)	WATKIN UIBERA…	44		Add to watch
8	Name in the full report		Knoxville	TN	$5M–$10M	Paid preparer changed (9…	David M. Ellis, CPA	42		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 Tennessee 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	Chattanooga Regional Homeless Coalition, Inc.	Chattanooga	$2,241,783	Auditor changed	Mauldin & Jenkins, LLC	64	68	HIGH	View →	Review filing
2	Name in the full report	Nashville	$1M–$2M	Auditor changed	Baker Tilly US, LLP	63	52	HIGH		Review filing
3	Name in the full report	Memphis	$2M–$5M	Paid preparer changed (...	LBMC, PC	92	51	HIGH		Review filing
4	Name in the full report	Jackson	$1M–$2M	First single audit	CRS CPAs	79	48	HIGH		Review filing
5	Name in the full report	Springfield	$2M–$5M	New significant deficiency	Blankenship CPA Group	66	45	HIGH		Add to watch
6	Name in the full report	Memphis	$25M–$100M	New significant deficiency	Reynolds Bone & Griesbeck PLC	94	44	HIGH		Add to watch
7	Name in the full report	Cordova	$10M–$25M	Executive changed (990)	WATKIN UIBERALL, PLLC	83	44	HIGH		Add to watch
8	Name in the full report	Knoxville	$5M–$10M	Paid preparer changed (...	David M. Ellis, CPA	87	42	HIGH		Review filing
9	Name in the full report	Brentwood	$5M–$10M	Auditor changed	CliftonLarsonAllen LLP	81	42	HIGH		Review filing
10	Name in the full report	Nashville	$2M–$5M	Federal spend growth	UHY LLP	75	40	HIGH		Add to watch
11	Name in the full report	Jackson	$2M–$5M	Paid preparer changed (...	ATA, PC	73	40	HIGH		Review filing
12	Name in the full report	Memphis	$2M–$5M	Auditor changed	Banks Finley White CPAs	66	40	HIGH		Review filing
13	Name in the full report	Nashville	$5M–$10M	First single audit	Crosslin PLLC	68	39	HIGH		Review filing
14	Name in the full report	Knoxville	$2M–$5M	Paid preparer changed (...	Clsyton-Metier & Company	64	38	HIGH		Review filing
15	Name in the full report	Memphis	$2M–$5M	Federal spend growth	Frazier & Deeter, LLC	78	37	HIGH		Add to watch
16	Name in the full report	Nashville	$1M–$2M	Auditor changed	Duncan Ashe, P.A.	69	37	HIGH		Review filing
17	Name in the full report	Memphis	$10M–$25M	Auditor changed	Watkins Uiberall, PLLC	88	36	HIGH		Review filing
18	Name in the full report	Nashville	$2M–$5M	Auditor changed	Blankenship CPA Group, PLLC	87	36	HIGH		Review filing
19	Name in the full report	Jackson	$1M–$2M	Auditor changed	CRS CPAs	71	36	HIGH		Review filing
20	Name in the full report	Kingsport	$1M–$2M	Paid preparer changed (...	ClearPoint CPAs, PC	60	36	HIGH		Review filing
21	Name in the full report	Germantown	$10M–$25M	Federal spend growth	Waykins Uiberall, PLLC	86	35	MEDIUM		Add to watch
22	Name in the full report	Bolivar	$1M–$2M	Auditor changed	Culver, PLLC	66	35	HIGH		Review filing
23	Name in the full report	Memphis	$2M–$5M	Federal spend growth	Luther Speight and Company, CPAs	59	35	HIGH		Add to watch
24	Name in the full report	Nashville	$1M–$2M	First single audit	Blankenship CPA Group, PLLC	59	35	HIGH		Review filing

#	Organization	City	Federal exp.	Primary signal	Most recently observed auditor	Fit	Opp.	Conf.	Evidence	Next step
25	Name in the full report	Manchester	$10M–$25M	Finance lead changed (...	Warren Averett	89	34	MEDIUM		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 Tennessee

KEY TRENDS DRIVING NONPROFIT AUDIT DEMAND

175 — Entered threshold
Federal expenditures reached the threshold applicable

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

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

104 — Fiscal year-end within 90 days
The fiscal year end on the latest filing has its next anniversary within

100 — Next FAC filing not yet
The Clearinghouse shows no filing for the following fiscal year as of the data

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

Chattanooga Regional Homeless Coalition, Inc.

FAC audit year 2024 (report 2024-09-GSAFAC-0000386429) reports $2,241,783 in federal expenditures across 4 programs; the auditor firm on the 2024 report (Mauldin & Jenkins, LLC) differs from the prior observed year (Johnson, Hickey, & Murchison, P.C.); this is the organization's first FAC single audit record in the dataset (2022); the paid preparer on the Form 990 for the period ending 2024-09 (MAULDIN & JENKINS LLC) differs from the prior filing (JOHNSON HICKEY & MURCHISON PC); federal expenditures appear to have entered the Single Audit-relevant level in 2022. 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
PURKEY, CARTER, COMPTON, SWANN & CARTER, PLLC	35	$1,512,570
JOHNSON, HICKEY, & MURCHISON, P.C.	34	$1,548,408
KRAFTCPAS PLLC	23	$5,587,062
WATKINS UIBERALL, PLLC	22	$3,822,588
LBMC, PC	20	$3,952,110
BLANKENSHIP CPA GROUP, PLLC	19	$1,780,821
Tarwater & Company, PC	19	$1,492,006
DAUBY O'CONNOR & ZALESKI, LLC	18	$2,010,643
ALEXANDER THOMPSON ARNOLD PLLC	14	$2,753,022
FRAZEE IVY DAVIS PLC	12	$3,251,846

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.

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

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

Finance lead changed (990)
The finance lead named on the latest Form 990 differs from the prior return's.

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.

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

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