NASPO ValuePoint™

Monterey, Inc. is a service-disabled veteran-owned small business and NASPO ValuePoint PASS Supplier since 2019, offering pre-competed solutions available for immediate task order.

Overview

State agencies are responsible for administering increasingly complex grant and financial assistance programs while operating within tight staffing and oversight constraints. Grants must be executed on schedule, subawards must be managed consistently, and documentation must withstand ongoing review.

Monterey supports state agencies by providing embedded professionals who help manage grant execution, subaward operations, compliance activities, and reporting. Our focus is practical execution inside existing state structures, not advisory consulting.

Grant Program Reality for States

Grant programs often move from award to execution quickly. Program teams must stand up processes, issue subawards, coordinate with finance and oversight offices, and maintain records over multiple years.

Many agencies are managing these responsibilities while also supporting other programs and funding streams.

Common pressures include:

- Standing up grant operations while programs are already underway
- Managing large numbers of subawards and subrecipients
- Maintaining consistent documentation and reporting practices
- Coordinating across program, finance, and compliance teams
- Preparing for audits and monitoring reviews

Monterey helps agencies address these pressures by adding experienced execution capacity where it is needed most.

Embedded Grant Execution Support

Monterey provides embedded grant execution support to state agencies administering federal and state-funded grant programs. Our professionals work within existing governance, financial, and oversight structures and take responsibility for defined workloads.

We support day-to-day execution, help organize grant operations, and reinforce consistent practices across teams and subrecipients.

Embedded support allows agencies to:

- Increase execution capacity without restructuring teams
- Carry an active grant and subaward workload immediately
- Maintain documentation discipline from the start
- Adjust support levels as grant activity changes

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Grant Program Execution Services

Grant Execution & Administration

Monterey supports the execution of grant programs from initial setup through closeout. Our work focuses on clarity, consistency, and maintaining control throughout the grant lifecycle.

Support Includes:

- Grant setup and execution coordination
- Development and management of subaward processes
- Coordination with program and finance staff
- Tracking grant activities and key milestones
- Support for grant amendments and closeout activities

Subaward & Subrecipient Management

Managing subawards is one of the most resource-intensive aspects of grant administration. Monterey helps agencies manage subrecipient activity in a structured and defensible way.

Support Includes:

- Issuance and administration of subawards
- Support for subrecipient monitoring activities
- Coordination of required documentation
- Tracking subrecipient performance and reporting
- Maintaining organized subaward files

Compliance Reporting & Audit Readiness

Grant programs require sustained compliance and clear documentation over multiple years. Monterey helps agencies build audit-ready practices early and maintain them throughout the life of the program.

Support Includes:

- Documentation standards and file organization
- Coordination of financial and performance reporting
- Support during reporting cycles and reviews
- Preparation for audits and monitoring activities

Embedded Staffing & Surge Capacity

Monterey deploys experienced professionals to support implementation, reporting cycles, and workload peaks. Our staff integrates into existing operations and assumes responsibility for assigned grant execution tasks, while also providing capacity building and training- equipping internal teams with best practices to ensure long-term program sustainability.

Support Includes:

- Immediate deployment of grant execution professionals
- Workload support during high activity periods
- Integration with existing state systems and processes
- Flexible staffing aligned to grant timelines

When Agencies Engage Monterey

State agencies typically engage Monterey when:

- Grant workload exceeds available staff capacity
- New grant programs launch quickly
- Subaward activity increases program risk
- Documentation and reporting require improvement
- Agencies need execution support without long term staffing commitments

How States Can Contract Monterey

Monterey's services are available through existing cooperative and state procurement pathways, allowing agencies to access grant execution support without issuing a new solicitation.

Monterey is an awarded vendor under the NASPO ValuePoint Procurement of Acquisition Support Services PASS contract, which is available for use by participating states. This contract may be used to support grant execution, subaward management, and related program support services.

Additional state-specific procurement options may be available depending on jurisdiction.

Why States Work With Monterey

- Execution-focused support rather than advisory consulting
- Embedded professionals operating inside state structures
- Consistent practices that support compliance and oversight
- Scalable support aligned to grant activity and timelines

Monterey helps agencies manage grants with confidence and control.