

JAKE STROUD

Collecting, protecting, and investing for the future of Monterey County

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SUMMARY

Proven public finance executive with 15+ years of leadership in state and county government, including nearly a decade with the County of Monterey Treasurer-Tax Collector's Office. Skilled in managing billion-dollar tax operations, safeguarding and strategically investing a \$3.5B Treasury Pool, and modernizing processes to strengthen fiscal accountability, customer service, and public trust. Recognized statewide as a collaborative leader and trusted advisor with deep knowledge of California Revenue & Taxation Code, government investment practices, and debt collection programs. Committed to transparent, ethical, and innovative public service that delivers measurable results for Monterey County's residents, schools, and local agencies.

EXPERIENCE



Assistant Treasurer-Tax Collector

County of Monterey

06/2022 - Present Salinas, CA

- Oversee billing and collection of over \$1.1 billion annually in property, cannabis, and transient occupancy taxes.
- Direct \$3.5B Treasury Investment Pool serving entire County government, all school districts, and most special districts.
- Represent the Treasurer-Tax Collector before the Board of Supervisors, executive leadership, and interagency committees, serving as Acting Department Head in her absence.



Chief Deputy Treasurer-Tax Collector

County of Monterey

05/2020 - 06/2022 Salinas, CA

- Directed Revenue Division processing \$600M annually and performing all public-facing operations.
- Led development of \$8.5M operating budget, including three-year financial forecasts, budget narratives, and performance reporting.
- Oversaw performance of departmental contracts and ensured strict adherence to generally accepted accounting principles (GAAP) and County policies.
- Managed Treasury Division operations and investment compliance for a \$3B pooled portfolio, ensuring safety, liquidity, and yield.



Revenue Operations Manager

County of Monterey

04/2017 - 05/2020 Salinas, CA

- Managed centralized revenue collection operation, achieving 99.5% average customer satisfaction.
- Directed hiring, training, and development of a 20-member team across management and support roles, while also completing staffing reorganization saving \$115K annually.
- Spearheaded department-wide IT modernization efforts, including cloud-based call center implementation and case management system semi-automated business plan.
- Chaired multi-agency Collection Committee with representatives from Superior Court, Probation, and District Attorney's Office.

EXPERTISE



Government

Extensive experience collaborating within state and local government organizations to enhance organizational culture and drive results for greater public good



Leadership

Strong foundation of ethics, integrity, and service coupled with thorough experience of the County of Monterey's tax systems, investment practices, and budget processes



Tax

Comprehensive operational knowledge of Revenue and Taxation Code and County of Monterey ordinances related to property tax, transient occupancy tax, and cannabis tax generating over \$1.1B annually



Investments

Prudent oversight of \$3.5B Treasury Investment Pool in compliance with CA Government Code prioritizing safety, liquidity, and yield for all County departments and school districts as well as most special districts within the county



Strategy

Established record of strategic planning, program innovation, and personnel development for high-performing teams

CERTIFICATIONS

Certified California Municipal Treasurer

California Municipal Treasurers Association

Certified Public Funds Investment Manager

Association of Public Treasurers of the United States and Canada

Certified Government Investment Professional

Government Investment Officers Association

Executive Credential

California State Association of Counties

High Performance Leadership Master

National Association of Counties

EXPERIENCE

Management Analyst 4

Minnesota Department of Revenue

📅 04/2015 - 05/2017 📍 St. Paul, MN

- Directed e-Services program supporting 5M users and processing \$11B annually in statewide tax revenue.
- Led complex process improvement initiatives and trained executive and technical staff across the state.
- Delivered timely, data-informed recommendations to agency leadership and maintained cross-functional project delivery.

Revenue Collection Officer 3

Minnesota Department of Revenue

📅 05/2012 - 04/2015 📍 St. Paul, MN

- Designed and launched the Unified Action Team, significantly increasing division productivity.
- Built and maintained SharePoint-based performance tracking tools and training systems.
- Conducted noncompliance investigations involving audit reviews and asset tracing.

Revenue Collection Officer 2

Minnesota Department of Revenue

📅 07/2010 - 05/2012 📍 St. Paul, MN

- Consistently exceeded monthly performance targets: \$92K collected, 15 cases closed, 99% quality score.
- Authored procedures and conducted e-Services quality assurance and user training programs.

TRAINING

Elect>Ed Debt Issuance & Administration Series

California Debt and Investment Advisory Commission

The 10-Step Investment Management Program

PFM Asset Management

Fundamentals of Public Finance

PFM Asset Management

Inside Education

Monterey County Office of Education

Advanced Public Funds Investing

California Debt and Investment Advisory Commission

Supervisor Development Program

California State University, Monterey Bay

Leadership Academy

Minnesota Department of Revenue

AgKnowledge

Grower-Shipper Association

EDUCATION



Bachelor of Arts (BA), Psychology

University of Northwestern

📅 2006 - 2009 📍 St. Paul, MN

- Summa Cum Laude
- Dean's List
- Psi Chi International Honor Society
- All-conference Varsity Football Captain

GPA

4.0 / 4.0

AWARDS



Efficiency Revenue Star Award



Plain Language Project Team Achievement Award



Sustained Exceptional Performance Individual Achievement Award



Governor's Award for Continuous Improvement



"Capture the Moment" Workplace Excellence Award

MEMBERSHIPS



Executive Board Member

California Municipal Treasurers Association

📅 2024 - Present

North Division Chair



Committee Member

California Association of County Treasurers and Tax Collectors

📅 2020 - Present

Treasurers Committee
Information Technology Committee



Member

California Society Of Municipal Finance Officers

📅 2024 - Present

Conference Distinguished Speaker



Member

California Revenue Officers Association

📅 2017 - Present



Member

Government Investment Officers Association

📅 2023 - Present