

# Wentworth Economic Development Corp

Executive Director / CEO

EIN 020474842  
 NH · NTEE S30Z  
 FY ending 2024-12-31  
 June 9, 2026

This analysis benchmarks the total compensation of **John Terrill Jr, Executive Director / CEO** (\$71,400) against **every comparable organization** that fit the selection criteria — **151** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **45<sup>th</sup>** percentile of comparable organizations within the typical range

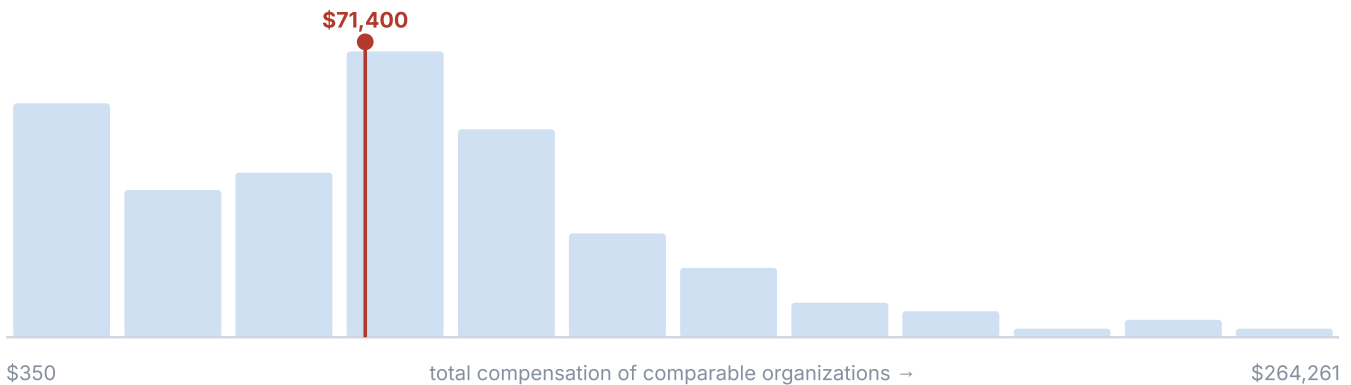
**Benchmarked executive:** John Terrill Jr — reported title “executive director”, a **direct title match** to the Executive Director / CEO role.

## How comparable organizations were selected

SECTOR	Organizations sharing the subject's NTEE classification (S30Z).
BUDGET	Total revenue between \$180,613 and \$404,359 — 0.67x to 1.50x the subject's \$269,573 (the band tightens as size grows).
GEOGRAPHY	Same NTEE sector (S30), nationwide + budget 0.67–1.5x revenue.

**151** organizations qualified on sector, size, and geography → **151** within the band form the benchmarked peer set.

## Distribution of comparable compensation



\$13,177	\$40,732	\$74,401	\$103,406	\$136,889	<b>\$71,400</b>
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## ● Comparable organizations

Each figure is Form 990 Part VII columns D + F (reportable pay plus other compensation and benefits; column F may include amounts from related organizations), normalized to NH cost of living (BEA RPP, 2023) and to its filing year (CPI-U); the reported amount is on each linked 990.

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
<a href="#">Marin Economic Forum</a>	CA	\$269,302	Ceo	\$188,542	<b>\$176,319</b>	2024
<a href="#">Chicago Southland Economic</a>	IL	\$270,201	Executive Di	\$36,110	<b>\$38,447</b>	2024
<a href="#">Building 127 LI Inc</a>	NY	\$268,876	Treasurer, Director	\$99,234	<b>\$97,113</b>	2024
<a href="#">Rhea Economic And Tourism Council</a>	TN	\$268,307	Executive Director	\$52,625	<b>\$58,364</b>	2025
<a href="#">Downtown Excelsior Partnership Inc</a>	MO	\$267,348	Executive Di	\$88,157	<b>\$101,121</b>	2024
<a href="#">Noble County Convention And Visitor</a>	IN	\$267,279	Executive Di	\$55,640	<b>\$65,422</b>	2023
<a href="#">Ozaukee County Economic Development Corporation</a>	WI	\$273,374	Executive Director	\$36,000	<b>\$40,718</b>	2024
<a href="#">Fondren Renaissance Foundation</a>	MS	\$273,767	Executive Director	\$70,583	<b>\$85,136</b>	2024
<a href="#">Ypo Dfw</a>	TX	\$274,534	Chapter Manager	\$20,000	<b>\$21,108</b>	2025
<a href="#">Renaissance Heights Foundation</a>	TX	\$274,703	Executive Dir.	\$105,401	<b>\$114,184</b>	2024
<a href="#">Central Arkansas Council</a>	AR	\$275,000	Director	\$5,000	<b>\$6,267</b>	2023
<a href="#">Naugatuck Valley Project Inc</a>	CT	\$263,743	Executive Director	\$70,000	<b>\$71,080</b>	2024
<a href="#">South Central</a>	LA	\$261,321	Executive Di	\$86,538	<b>\$103,199</b>	2024
<a href="#">Crawford County Economic Development Par</a>	IN	\$278,080	Executive Director	\$29,400	<b>\$34,569</b>	2023
<a href="#">West Bloomington Revitalization Project</a>	IL	\$259,902	Manager	\$18,594	<b>\$19,797</b>	2024

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
<a href="#">Washington Business Improvement Dis</a>	NJ	\$279,277	Executive Di	\$69,507	<b>\$69,194</b>	2023
<a href="#">Elizabeth Avenue Partnership Inc</a>	NJ	\$281,262	Executive Director	\$95,240	<b>\$94,812</b>	2023
<a href="#">Intown Concord</a>	NH	\$284,189	Executive Di	\$75,487	<b>\$75,487</b>	2024
<a href="#">The Creative Coast Inc</a>	GA	\$284,241	Executive Director (April-present)	\$51,326	<b>\$55,891</b>	2024
<a href="#">Adac Inc</a>	IN	\$287,218	Executive Di	\$41,154	<b>\$47,001</b>	2024
<a href="#">The Space On Main</a>	VT	\$251,549	Executive Dir.	\$76,000	<b>\$85,292</b>	2023
<a href="#">Ellensburg Downtown Association</a>	WA	\$289,361	Executive Director	\$75,405	<b>\$73,114</b>	2024
<a href="#">All Together Now Pennsylvania Inc</a>	PA	\$290,911	Co-director	\$32,500	<b>\$35,100</b>	2024
<a href="#">Economic Collaborative Of N Arizona</a>	AZ	\$246,722	President & Ceo	\$107,635	<b>\$109,217</b>	2025
<a href="#">Agile City Winston-salem</a>	NC	\$246,249	Executive Di	\$163,787	<b>\$188,695</b>	2023

**Comp (reported)** is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to NH cost of living and 2024 dollars. Click any organization to verify the figure on ProPublica.

## ■ Methodology

Comparable organizations were drawn from electronically filed IRS Form 990 returns and matched on sector (NTEE code), budget (a size-adaptive revenue band that tightens as the organization grows), and geography (same-state first, broadening only when too few peers qualify); every organization within the band forms the peer set. To compare fairly across regions and years, peer compensation is normalized to NH cost of living (BEA Regional Price Parities, 2023) and to the subject's filing year (CPI-U). The figure benchmarked is Form 990 Part VII, Section A, columns D + F — reportable pay plus other compensation, benefits, and deferred amounts (column F may include amounts from related organizations) — with the chief executive matched by role. Related-organization amounts (column E) and institutional trustees are excluded. Full methodology: [peerbasis.org/methodology](https://peerbasis.org/methodology).

## ■ Sample, role match & sensitivity

**PEER COUNT** 151 organizations. Compensation range \$350–\$264,261; filing years 2022–2025.

**SIZE BASIS** Matched on total revenue (\$269,573); for reference, expenses \$194,954 and assets \$2,217,886.

<b>ROLE MATCH</b>	John Terrill Jr, reported title " <i>executive director</i> ", benchmarked as Executive Director / CEO. The title maps directly to this role.
<b>RELATED-ORG PAY</b>	22 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.
<b>OUTLIERS</b>	5 peers fall outside 1.5× the interquartile range — consider whether any reflect one-time payments (severance, deferred-comp payouts).

Sensitivity — the subject's percentile under alternative compensation definitions:

BASIS	SUBJECT PERCENTILE
Total compensation (D + F), cost-of-living + inflation adjusted — the PeerBasis default	45 <sup>th</sup>
Total compensation (D + F), as reported (no adjustments)	52 <sup>nd</sup>
Reportable pay only (column D), adjusted	23 <sup>rd</sup>
All sources (D + E + F), adjusted	35 <sup>th</sup>

If the percentile moves materially across these definitions, the result is sensitive to methodology choices, and the board should weigh which basis best fits its facts.

### ● **Rebuttable presumption of reasonableness • 26 CFR 53.4958-6**

Compensation paid by a tax-exempt organization is presumed reasonable — shifting the burden to the IRS — when three requirements are met. This report supplies the comparability data for the second. The board should record the following in its minutes *concurrently* with its decision:

#### **Draft board minutes – executive compensation**

1. The compensation of the Executive Director / CEO (John Terrill Jr) was approved in advance by [the Board / Compensation Committee], composed of members with no conflict of interest with respect to the arrangement.
2. Prior to its determination, the authorized body obtained and relied upon appropriate comparability data, namely the PeerBasis Compensation Comparability Determination dated June 9, 2026, comparing compensation against 151 similarly situated organizations (Same NTEE sector (S30), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$71,400 is reasonable (approximately the 45<sup>th</sup> percentile of comparable organizations) and documented the basis for this determination concurrently, on [date], by a vote of [\_\_ for / \_\_ against].

Sources: IRS Form 990 e-file data (apps.irs.gov); IRS Business Master File (NTEE classification). Every figure traces to an original public filing — click any organization above to verify it on ProPublica. PeerBasis is a service of Prismind Analytics; its [methodology is published](#), was commissioned for independent adversarial review, and discloses its own limitations. This report is comparability

data to support a board's good-faith determination under IRC 4958; it is not legal or tax advice. Generated by PeerBasis on June 9, 2026.