

# Int'l Conf Of Symphony And Opera Musicians

EIN 134147698

VA · NTEE S41

FY ending 2025-06-30

June 9, 2026

Executive Director / CEO

This analysis benchmarks the total compensation of **Keith Carrick, Executive Director / CEO** (\$7,363) against **every comparable organization** that fit the selection criteria — **22** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

**Compensation sits at approximately the 5<sup>th</sup> percentile of comparable organizations**

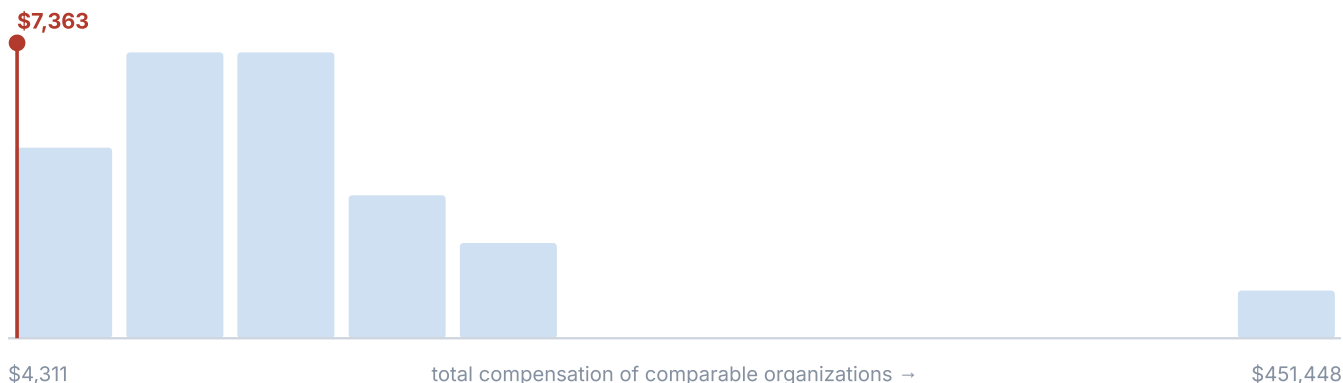
below the typical range for comparable organizations

**Benchmarked executive:** Keith Carrick — reported title "CHAIRPERSON", selected as the organization's **highest-paid individual** — no exact title match, so confirm this is a comparable role.

## How comparable organizations were selected

|             |   |
|-------------|---|
| SECTOR      | Organizations sharing the subject's NTEE classification (S41).  |
| BUDGET      | Total revenue between \$173,629 and \$388,723 — 0.67x to 1.50x the subject's \$259,149 (the band tightens as size grows). |
| GEOGRAPHY   | Same NTEE sector (S41) + VA + budget 0.67–1.5x revenue.   |
| <b>22</b>   | organizations qualified on sector, size, and geography  |
| → <b>22</b> | within the band form the benchmarked peer set.  |

## Distribution of comparable compensation



|                         |                         |                           |                          |                          |                                  |
|-------------------------|-------------------------|---------------------------|--------------------------|--------------------------|----------------------------------|
| <b>\$34,484</b><br>10TH | <b>\$60,358</b><br>25TH | <b>\$82,382</b><br>MEDIAN | <b>\$121,490</b><br>75TH | <b>\$166,145</b><br>90TH | <b>\$7,363</b><br>THIS ORG · 5TH |
|-------------------------|-------------------------|---------------------------|--------------------------|--------------------------|----------------------------------|

**\$7,363**



## ■ 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 VA 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="#">State Business Executives</a>                           | VA    | \$250,000 | President & Ceo            | \$121,500       | <b>\$124,715</b> | 2024 |
| <a href="#">Charlottesville Business Innovation</a>                 | VA    | \$274,073 | Executive Director         | \$76,667        | <b>\$78,695</b>  | 2024 |
| <a href="#">Asian American Chamber</a>                              | VA    | \$243,269 | President                  | \$75,000        | <b>\$76,984</b>  | 2024 |
| <a href="#">Professional Travel Agents Of North</a>                 | VA    | \$275,101 | Treasurer                  | \$4,200         | <b>\$4,311</b>   | 2024 |
| <a href="#">Federal It Security Institute</a>                       | VA    | \$243,057 | Executive Director And Ceo | \$30,000        | <b>\$30,794</b>  | 2024 |
| <a href="#">Mobilizing And Organizing Virginians For Engagement</a> | VA    | \$277,499 | Executive Director         | \$94,000        | <b>\$96,487</b>  | 2024 |
| <a href="#">Shared Services Leadership Coalition</a>                | VA    | \$278,150 | Founder, Ceo & Board Membe | \$180,000       | <b>\$190,220</b> | 2023 |
| <a href="#">Foundation For Strategic Sourcing Inc</a>               | VA    | \$236,820 | Executive Dir.             | \$46,669        | <b>\$49,319</b>  | 2023 |
| <a href="#">Hopewell Prince George Chamber Of Commerce</a>          | VA    | \$292,646 | Ceo                        | \$80,000        | <b>\$84,542</b>  | 2023 |
| <a href="#">Bedford Chamber Of Commerce Inc</a>                     | VA    | \$221,895 | President                  | \$55,108        | <b>\$58,237</b>  | 2023 |
| <a href="#">Reflective Insulation Manufacturers Assn</a>            | VA    | \$210,409 | Executive Direc            | \$84,000        | <b>\$88,769</b>  | 2023 |
| <a href="#">Virginia Association Of Independent</a>                 | VA    | \$202,244 | Executive Dir.             | \$108,934       | <b>\$111,816</b> | 2024 |
| <a href="#">Taan Worldwide Inc</a>                                  | VA    | \$319,194 | President                  | \$140,583       | <b>\$148,565</b> | 2023 |

| ORGANIZATION  | STATE | REVENUE   | MATCHED TITLE              | COMP (REPORTED) | COMP (ADJUSTED)  | FY   |
|---|-------|-----------|----------------------------|-----------------|------------------|------|
| <a href="#">Powhatan Chamber Of Commerce</a>            | VA    | \$326,450 | Executive Director         | \$65,000        | <b>\$66,720</b>  | 2024 |
| <a href="#">Virginia Beach Restaurant Association</a>   | VA    | \$190,615 | Executive Director         | \$68,383        | <b>\$72,266</b>  | 2023 |
| <a href="#">Vienna Business Association</a>             | VA    | \$189,060 | Executive Di               | \$80,222        | <b>\$80,222</b>  | 2025 |
| <a href="#">Virginia Loggers Association Inc</a>        | VA    | \$334,889 | Executive Di               | \$125,000       | <b>\$128,307</b> | 2024 |
| <a href="#">The Greater Richmond Chamber Foundation</a> | VA    | \$335,163 | Chamber Ceo                | \$439,811       | <b>\$451,448</b> | 2024 |
| <a href="#">Association Of State Criminal</a>           | VA    | \$359,801 | Executive Dir.             | \$40,000        | <b>\$41,058</b>  | 2024 |
| <a href="#">Industrial Packaging Alliance Of North</a>  | VA    | \$369,739 | President And Ceo          | \$163,765       | <b>\$168,098</b> | 2024 |
| <a href="#">Greater Augusta Regional Chamber Of</a>     | VA    | \$380,216 | President/ce               | \$86,800        | <b>\$89,097</b>  | 2024 |
| <a href="#">The Management Round Table</a>              | VA    | \$380,750 | Interim Executive Director | \$32,883        | <b>\$33,753</b>  | 2024 |

**Comp (reported)** is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to VA cost of living and 2025 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 VA 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** 22 organizations. Compensation range \$4,311–\$451,448; filing years 2023–2025.

**SIZE BASIS** Matched on total revenue (\$259,149); for reference, expenses \$230,717 and assets \$1,080,205.

**ROLE MATCH** Keith Carrick, reported title "*CHAIRPERSON*", benchmarked as Executive Director / CEO. **Selected as the organization's highest-paid individual without an exact title match — the board should confirm this is a comparable role.**

**OUTLIERS** 1 peer 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 | 5 <sup>th</sup>    |
| Total compensation (D + F), as reported (no adjustments)                                | 5 <sup>th</sup>    |
| Reportable pay only (column D), adjusted  | 5 <sup>th</sup>    |
| All sources (D + E + F), adjusted   | 5 <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 (Keith Carrick) 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 22 similarly situated organizations (Same NTEE sector (S41) + VA + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$7,363 is reasonable (approximately the 5<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.