

Benefits Management Inc

Executive Director / CEO

EIN 200550190
 NC · NTEE P99
 FY ending 2023-12-31
 June 9, 2026

This analysis benchmarks the total compensation of **Teresa Motsinger, Executive Director / CEO** (\$96,715) against **every comparable organization** that fit the selection criteria — **189** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **85th** percentile of comparable organizations within the typical range

Benchmarked executive: Teresa Motsinger — reported title “Director”, 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 (P99).
BUDGET	Total revenue between \$325,602 and \$728,961 — 0.67x to 1.50x the subject's \$485,974 (the band tightens as size grows).
GEOGRAPHY	Same NTEE sector (P99), nationwide + budget 0.67–1.5x revenue.

189 organizations qualified on sector, size, and geography → **189** within the band form the benchmarked peer set.

Distribution of comparable compensation



\$19,102	\$36,690	\$62,671	\$81,167	\$109,677	\$96,715
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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 NC 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
The Wisdom Dojo Inc	DE	\$484,046	Executive Di	\$67,250	\$61,900	2024
Csra Foundation Property Holdings Inc	GA	\$490,600	President/ceo	\$42,060	\$40,929	2023
World Of God Inc	NC	\$490,966	Executive Dir.	\$72,000	\$69,934	2024
Greater Impact Inc	MT	\$491,290	Executive Dir.	\$64,940	\$67,748	2023
Corner Cupboard Food Bank Inc	PA	\$491,750	Executive Di	\$59,690	\$55,956	2024
Pennsylvania Head Start Association	PA	\$480,077	Executive Di	\$97,728	\$91,614	2024
Order Our Steps	CA	\$479,696	Owner	\$80,000	\$66,856	2023
The River Center Family & Community	NH	\$479,096	Executive Director	\$59,710	\$51,828	2024
Partners In Hope Incorporated	OH	\$494,128	Executive Di	\$52,000	\$51,773	2024
Open T R A I L Inc	TX	\$494,585	Executive Director / Presi	\$33,107	\$32,051	2023
City Lights Ministry	NC	\$476,444	President	\$39,520	\$39,520	2023
Tampa Connect Group Inc	FL	\$496,952	President	\$46,750	\$41,285	2024
La Puerta Abierta Inc	PA	\$497,590	Executive Di	\$79,000	\$74,058	2024
Essential Resource Consultants	NV	\$497,758	Director	\$24,000	\$22,614	2024
Lend A Hand Foundation	CA	\$473,847	Executive Dir.	\$62,330	\$50,595	2024
John Hobson Ministries Inc	KY	\$473,480	President	\$88,200	\$89,078	2024

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
Esteamed Coffee Inc	NC	\$498,918	Executive Di	\$71,800	\$69,740	2024
Homeless Angels	MI	\$472,709	Director	\$22,432	\$21,765	2024
Hope Diamond Services Inc	GA	\$472,606	Director	\$15,060	\$14,655	2023
Mindfulness Northwest	WA	\$500,549	Executive Dir.	\$94,848	\$79,826	2024
Revive & Thrive Project	MI	\$471,002	Executive Director	\$78,000	\$75,682	2024
Project Sweet Peas	RI	\$469,835	Executive Dir.	\$35,000	\$31,549	2024
The Dawson Community Empowerment Corporation	GA	\$466,722	President	\$18,000	\$17,516	2023
Ignis Community Inc - Sunyang Hana	TX	\$464,774	Us Operations Manager & Secretary	\$23,671	\$22,259	2024
Kings Daughters Ministry	NC	\$464,639	President Founder	\$12,000	\$12,000	2023

Comp (reported) is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to NC cost of living and 2023 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 NC 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.

Sample, role match & sensitivity

PEER COUNT	189 organizations. Compensation range \$711–\$519,586; filing years 2023–2025.
SIZE BASIS	Matched on total revenue (\$485,974); for reference, expenses \$484,900 and assets \$3,950.
ROLE MATCH	Teresa Motsinger, reported title <i>"Director"</i> , 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.
RELATED-ORG PAY	10 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.

OUTLIERS 4 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	85 th
Total compensation (D + F), as reported (no adjustments)	80 th
Reportable pay only (column D), adjusted	89 th
All sources (D + E + F), adjusted	81 st

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 (Teresa Motsinger) 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 189 similarly situated organizations (Same NTEE sector (P99), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$96,715 is reasonable (approximately the 85th 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.