

American Car Rental Association

Executive Director / CEO

EIN 203027881
 MD · NTEE S41
 FY ending 2023-12-31
 June 10, 2026

This analysis benchmarks the total compensation of **Sharon Faulkner, Executive Director / CEO** (\$112,500) against **every comparable organization** that fit the selection criteria — **559** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **75th** percentile of comparable organizations within the typical range

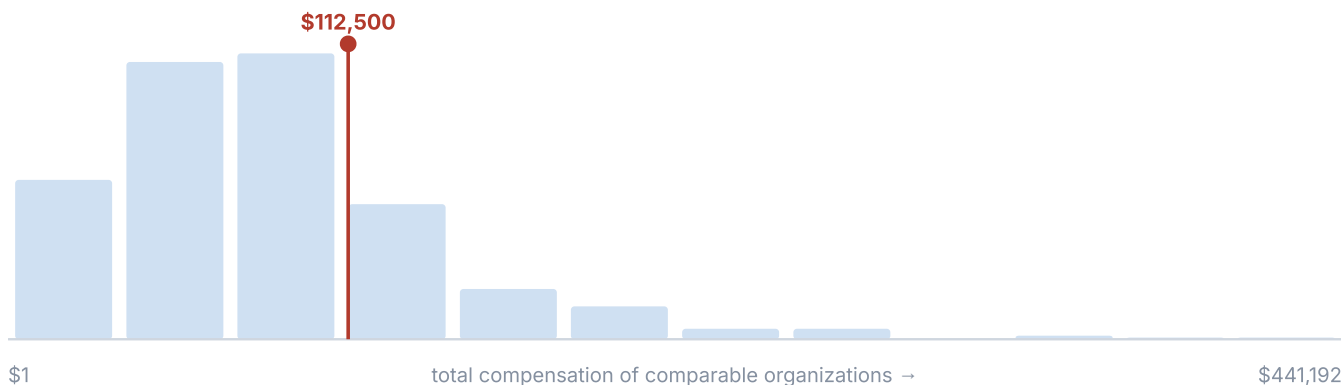
Benchmarked executive: Sharon Faulkner — reported title “Executive Director”, a **direct title match** to the Executive Director / CEO role.

How comparable organizations were selected

SECTOR	Organizations sharing the subject's NTEE classification (S41).
BUDGET	Total revenue between \$212,748 and \$476,302 — 0.67x to 1.50x the subject's \$317,535 (the band tightens as size grows).
GEOGRAPHY	Same NTEE sector (S41), nationwide + budget 0.67–1.5x revenue.

559 organizations qualified on sector, size, and geography → **559** within the band form the benchmarked peer set.

Distribution of comparable compensation



\$18,633	\$50,257	\$77,808	\$111,147	\$154,701	\$112,500
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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 MD 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
Bullitt County Chamber Of Commerce	KY	\$317,661	Ceo	\$80,030	\$91,968	2023
Gathering Of Hlth Care Simulation Tech Specialists	NV	\$317,356	Executive Director	\$65,131	\$67,827	2024
Wayne Area Economic Development Inc	NE	\$317,784	Executive Di	\$65,967	\$75,891	2023
Citizens Trade Campaign	DC	\$317,891	Executive Director	\$91,270	\$85,669	2023
Greater Prince George's Business Roundtable Inc	MD	\$316,953	Pres, Ceo	\$75,010	\$72,858	2024
The Chamber Of Commerce Of The Two	WV	\$316,708	President & Ceo	\$98,532	\$110,839	2024
Kingdom Chamber Of Commerce Inc	NJ	\$318,476	President	\$26,592	\$24,667	2024
Burnsville Convention And Visitors	MN	\$318,925	Executive Di	\$93,500	\$95,987	2024
Texas Association Of Community Schools	TX	\$319,020	Executive Director	\$157,650	\$159,616	2025
Louisiana Rural Electric	LA	\$316,012	President	\$2,700	\$3,009	2025
Taan Worldwide Inc	VA	\$319,194	President	\$140,583	\$145,190	2023
Tennessee Licensed Professional Counselors Association	TN	\$319,635	Executive Director	\$12,000	\$13,105	2024
Buffalo Niagara Manufacturing Alliance	NY	\$320,173	Executive Director	\$105,000	\$101,487	2023
Arizona Farm And Ranch Group	AZ	\$320,324	Ceo	\$45,750	\$45,712	2024

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
Aia Charlotte A Section Of The Nc	NC	\$320,443	Executive Director	\$113,131	\$125,033	2023
Ri Small Business Coalition	RI	\$314,505	Managing Director	\$59,500	\$59,275	2024
Independence Business Alliance	PA	\$321,169	Chief Executive Officer	\$99,492	\$106,125	2023
North Carolina Dermatology Association	NC	\$321,213	Executive Director	\$17,375	\$18,653	2024
Entomological Society Of America	MD	\$321,510	Executive Director	\$55,376	\$55,376	2023
West Virginia Housing Institute Inc	WV	\$321,686	Executive Director	\$92,319	\$106,917	2023
Fire Sprinkler Contractors Assoc Of Tex	TX	\$321,705	Executive Director	\$42,004	\$44,943	2023
Finishing Contractors Association Of	CA	\$321,943	President	\$2,000	\$1,748	2025
Hermantown Chamber Of Commerce Inc	MN	\$312,918	President/ce	\$76,000	\$78,021	2024
Tma Bluetech	CA	\$312,904	Executive Director	\$116,000	\$104,067	2024
Rhode Island Trucking Association	RI	\$312,746	President/ce	\$116,603	\$119,593	2023

Comp (reported) is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to MD 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 MD 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	559 organizations. Compensation range \$1–\$441,192; filing years 2021–2025.
SIZE BASIS	Matched on total revenue (\$317,535); for reference, expenses \$376,435 and assets \$49,842.
ROLE MATCH	Sharon Faulkner, reported title " <i>Executive Director</i> ", benchmarked as Executive Director / CEO. The title maps directly to this role.
RELATED-ORG PAY	27 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.
OUTLIERS	24 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	75 th
Total compensation (D + F), as reported (no adjustments)	77 th
Reportable pay only (column D), adjusted	77 th
All sources (D + E + F), adjusted	72 nd

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 (Sharon Faulkner) 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 10, 2026, comparing compensation against 559 similarly situated organizations (Same NTEE sector (S41), nationwide + budget 0.67–1.5× revenue).

3. The authorized body determined that total compensation of \$112,500 is reasonable (approximately the 75th 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 10, 2026.