

# Hilltown Land Trust Inc

Executive Director / CEO

EIN 222831145  
 MA · NTEE C340  
 FY ending 2024-03-31  
 June 9, 2026

This analysis benchmarks the total compensation of **Sara Loomis, Executive Director / CEO** (\$1,979) against **every comparable organization** that fit the selection criteria — **65** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

**Compensation sits at approximately the 2<sup>nd</sup> percentile of comparable organizations**

below the typical range for comparable organizations

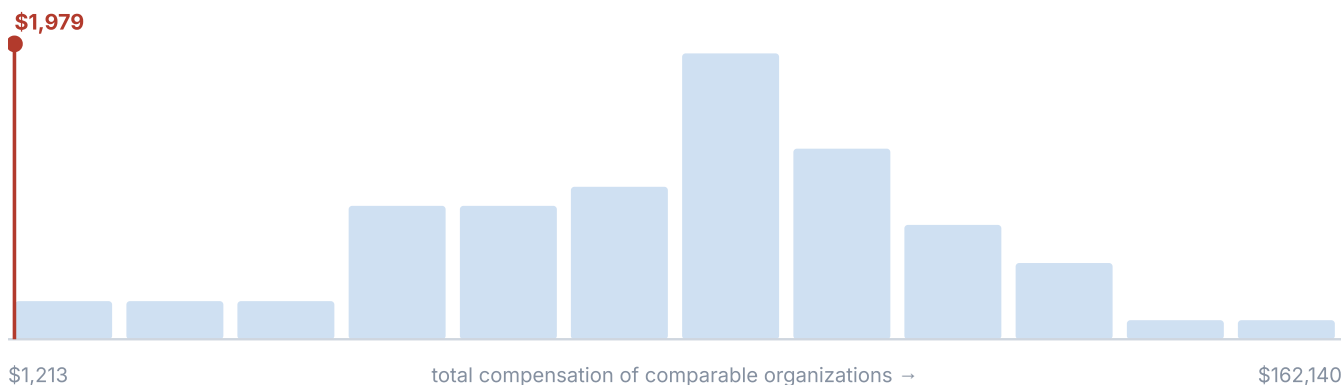
**Benchmarked executive:** Sara Loomis — reported title "EXECUTIVE DIRECTOR", a **direct title match** to the Executive Director / CEO role.

## How comparable organizations were selected

|           |   |
|-----------|---|
| SECTOR    | Organizations sharing the subject's NTEE classification (C340).   |
| BUDGET    | Total revenue between \$274,685 and \$614,967 — 0.67x to 1.50x the subject's \$409,978 (the band tightens as size grows). |
| GEOGRAPHY | Same NTEE sector (C34), nationwide + budget 0.67–1.5x revenue.  |

**65** organizations qualified on sector, size, and geography → **65** within the band form the benchmarked peer set.

## Distribution of comparable compensation



|          |          |          |          |           |                |
|----------|----------|----------|----------|-----------|----------------|
| \$44,178 | \$61,671 | \$89,063 | \$99,770 | \$117,994 | <b>\$1,979</b> |
|----------|----------|----------|----------|-----------|----------------|



## ■ 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 MA 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="#">Archangel Ancient Tree Archive</a>             | MI    | \$403,111 | Executive Di       | \$85,000        | <b>\$97,633</b>  | 2024 |
| <a href="#">Cacapon And Lost Rivers Land Tr Inc</a>        | WV    | \$419,733 | Executive Director | \$83,100        | <b>\$100,127</b> | 2024 |
| <a href="#">Agricultural-natural Resources Trust</a>       | CA    | \$421,733 | Executive Dir.     | \$90,405        | <b>\$89,438</b>  | 2023 |
| <a href="#">Boulder Climbing Community</a>                 | CO    | \$421,952 | Executive Dir.     | \$93,500        | <b>\$99,770</b>  | 2024 |
| <a href="#">Taos Land Trust</a>                            | NM    | \$422,542 | Executive Di       | \$77,377        | <b>\$95,349</b>  | 2023 |
| <a href="#">Ohio Land Bank Association</a>                 | OH    | \$396,642 | Executive Di       | \$86,884        | <b>\$105,430</b> | 2023 |
| <a href="#">Vinalhaven Land Trust Inc</a>                  | ME    | \$394,562 | Executive Di       | \$77,874        | <b>\$89,339</b>  | 2023 |
| <a href="#">St Croix International Waterway Commission</a> | ME    | \$427,550 | Executive Director | \$50,526        | <b>\$57,964</b>  | 2023 |
| <a href="#">Open Space Cncl For The St Louis Region</a>    | MO    | \$391,754 | Executive Dir.     | \$43,260        | <b>\$50,988</b>  | 2024 |
| <a href="#">Mother Lode Land Trust</a>                     | CA    | \$430,183 | Executive Dir.     | \$60,000        | <b>\$57,655</b>  | 2024 |
| <a href="#">Idaho Organization Of Resource Coun</a>        | ID    | \$387,683 | Exec Director      | \$66,838        | <b>\$81,460</b>  | 2023 |
| <a href="#">Southeast Alaska Land Trust</a>                | AK    | \$435,491 | Executive Di       | \$90,180        | <b>\$98,778</b>  | 2023 |
| <a href="#">Manada Conservancy</a>                         | PA    | \$438,318 | Executive Di       | \$78,938        | <b>\$90,189</b>  | 2023 |
| <a href="#">The Opacum Land Trust Inc</a>                  | MA    | \$380,146 | Executive Di       | \$67,164        | <b>\$69,148</b>  | 2023 |
| <a href="#">Kennebunk Land Trust</a>                       | ME    | \$375,736 | Executive Director | \$82,161        | <b>\$91,553</b>  | 2024 |
| <a href="#">Kinnickinnic River Land Trust Inc</a>          | WI    | \$445,399 | Executive Director | \$42,500        | <b>\$49,393</b>  | 2024 |
| <a href="#">California Climate Action Now</a>              | CA    | \$373,060 | Can Directr        | \$135,000       | <b>\$129,725</b> | 2024 |

| ORGANIZATION  | STATE | REVENUE   | MATCHED TITLE      | COMP (REPORTED) | COMP (ADJUSTED)  | FY   |
|---|-------|-----------|--------------------|-----------------|------------------|------|
| <a href="#">Land Savers United</a>  | VA    | \$448,093 | Executive Director | \$122,211       | <b>\$127,929</b> | 2025 |
| <a href="#">Stamford Land Conservation Trust Inc</a>                          | CT    | \$452,719 | Director           | \$1,130         | <b>\$1,213</b>   | 2023 |
| <a href="#">New River Land Trust</a>  | VA    | \$453,108 | Executive Di       | \$84,038        | <b>\$90,297</b>  | 2024 |
| <a href="#">International Rocky Mountain Stage Stop</a>                       | WY    | \$363,097 | Race Director      | \$35,333        | <b>\$43,348</b>  | 2023 |
| <a href="#">La Plata Open Space Conservancy</a>                               | CO    | \$458,132 | Executive Director | \$104,589       | <b>\$114,899</b> | 2023 |
| <a href="#">Southeastern Cave Conservancy Inc</a>                             | TN    | \$459,153 | Executive Director | \$63,560        | <b>\$74,348</b>  | 2024 |
| <a href="#">The Public Trust Environmental Legal Institute Of Florida Inc</a> | FL    | \$359,868 | Executive Director | \$111,950       | <b>\$117,034</b> | 2024 |
| <a href="#">Congaree Land Trust</a>   | SC    | \$464,575 | Executive Di       | \$83,355        | <b>\$99,629</b>  | 2023 |

**Comp (reported)** is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to MA 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 MA 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 | 65 organizations. Compensation range \$1,213–\$162,140; filing years 2023–2025.  |
| SIZE BASIS | Matched on total revenue (\$409,978); for reference, expenses \$278,718 and assets \$2,631,602.                                  |
| ROLE MATCH | Sara Loomis, reported title "EXECUTIVE DIRECTOR", benchmarked as Executive Director / CEO. The title maps directly to this role. |

|                 |  |
|-----------------|--|
| RELATED-ORG PAY | 2 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.  |
| OUTLIERS        | 2 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 | 2 <sup>nd</sup>    |
| Total compensation (D + F), as reported (no adjustments)                                | 2 <sup>nd</sup>    |
| Reportable pay only (column D), adjusted  | 0 <sup>th</sup>    |
| All sources (D + E + F), adjusted   | 29 <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 (Sara Loomis) 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 65 similarly situated organizations (Same NTEE sector (C34), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$1,979 is reasonable (approximately the 2<sup>nd</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.