

Natchez Inc

Executive Director / CEO

EIN 271683576
 MS · NTEE S41
 FY ending 2023-09-30
 June 9, 2026

This analysis benchmarks the total compensation of **Chandler Russ, Executive Director / CEO** (\$183,000) against **every comparable organization** that fit the selection criteria — **543** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **94th** percentile of comparable organizations above the 90th percentile — board review recommended

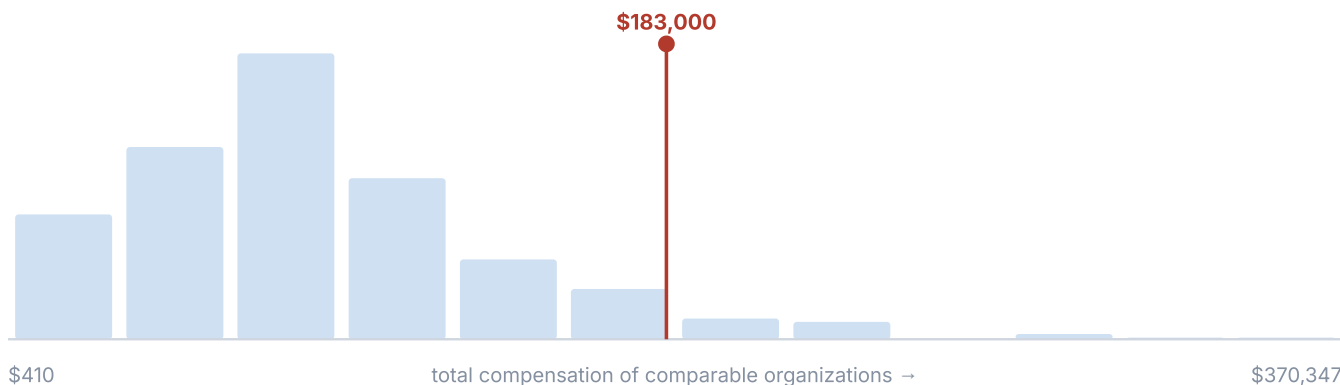
Benchmarked executive: Chandler Russ — reported title “Executive Director”, a **direct title match** to the Executive Director / CEO role.

How comparable organizations were selected

| | |
|-----------|---|
| SECTOR | Organizations sharing the subject's NTEE classification (S41). |
| BUDGET | Total revenue between \$271,315 and \$607,423 — 0.67x to 1.50x the subject's \$404,949 (the band tightens as size grows). |
| GEOGRAPHY | Same NTEE sector (S41), nationwide + budget 0.67–1.5x revenue. |

543 organizations qualified on sector, size, and geography → **543** within the band form the benchmarked peer set.

Distribution of comparable compensation



| | | | | | |
|----------|----------|----------|-----------|-----------|------------------|
| \$23,973 | \$49,734 | \$75,341 | \$110,248 | \$157,706 | \$183,000 |
|----------|----------|----------|-----------|-----------|------------------|



■ 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 MS 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 |
|--|-------|-----------|-------------------------|-----------------|------------------|------|
| New Mexico Information Technology And | NM | \$404,728 | Executive Director | \$114,948 | \$107,821 | 2024 |
| Mechanical Contractors Assn Of | IA | \$404,675 | Executive Director | \$13,989 | \$13,753 | 2023 |
| Staffing Services Association Of Il | IL | \$404,500 | Executive Director | \$50,500 | \$44,577 | 2023 |
| International Association Of Animal | PA | \$405,782 | Executive Director | \$102,923 | \$89,512 | 2024 |
| Madison County Chamber Of Commerce | IA | \$403,434 | Executive Dir. | \$65,388 | \$62,439 | 2024 |
| Utility Contractors Association Of | OR | \$403,221 | Executive Director | \$89,400 | \$72,404 | 2024 |
| Grand Forks Downtown Development Associa | ND | \$406,744 | President/ceo | \$80,567 | \$79,385 | 2023 |
| Cary-grove Area Chamber Of Commerce | IL | \$406,788 | President/ceo/secretary | \$99,250 | \$85,096 | 2024 |
| Boise Farmers Market Inc | ID | \$402,996 | Executive Director | \$81,650 | \$75,749 | 2024 |
| San Diego Military Advisory Council | CA | \$402,363 | President & Ceo | \$100,000 | \$77,531 | 2023 |
| Michigan Mortgage Lenders Association | MI | \$407,536 | Chief Executive Officer | \$96,943 | \$87,265 | 2024 |
| Tarpon Springs Merchants Association Inc | FL | \$407,835 | President | \$8,450 | \$6,923 | 2024 |
| Fp2 Inc | IL | \$401,909 | Executive Director | \$80,000 | \$68,591 | 2024 |

| ORGANIZATION | STATE | REVENUE | MATCHED TITLE | COMP (REPORTED) | COMP (ADJUSTED) | FY |
|---|-------|-----------|------------------------------|-----------------|------------------|------|
| Hartselle Area Chamber Of Commerce | AL | \$401,838 | President & Ceo | \$42,772 | \$41,489 | 2023 |
| Anderson Valley Winegrowers Association Inc | CA | \$408,095 | Executive Director | \$98,601 | \$74,253 | 2024 |
| Conference On Asian Pacific American Leadership | DC | \$401,759 | Managing Director | \$86,744 | \$68,346 | 2023 |
| Heart Of The Valley Chamber Of Commerce | WI | \$408,215 | Executive Dir. | \$96,290 | \$85,441 | 2025 |
| Utah Plumbing & Heating Contractors | UT | \$408,455 | Executive Director | \$79,080 | \$70,585 | 2024 |
| Blue Valley Farm Show Inc | PA | \$409,333 | President | \$2,119 | \$1,843 | 2024 |
| Venango County Fair Inc | PA | \$409,736 | Treasurer | \$12,180 | \$10,593 | 2024 |
| Oregon Chiropractic Association | OR | \$399,982 | Executive Di | \$63,029 | \$52,554 | 2023 |
| Stark Trumbull Area Realtors Inc | OH | \$399,578 | Executivefinancial Adminstra | \$63,970 | \$60,834 | 2023 |
| Healthcare Laundry Accreditation Council | SD | \$410,762 | Executive Director | \$144,260 | \$138,849 | 2024 |
| Forest Grovecornelius Chamber Of | OR | \$399,014 | Executive Di | \$75,000 | \$59,176 | 2025 |
| Vineland Downtown Improvement District Management Corporation | NJ | \$411,178 | Executive Director | \$83,239 | \$64,814 | 2024 |

Comp (reported) is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to MS 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 MS 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 | 543 organizations. Compensation range \$410–\$370,347; filing years 2023–2025. |
| SIZE BASIS | Matched on total revenue (\$404,949); for reference, expenses \$528,306 and assets \$435,494. |
| ROLE MATCH | Chandler Russ, reported title " <i>Executive Director</i> ", benchmarked as Executive Director / CEO. The title maps directly to this role. |
| RELATED-ORG PAY | 28 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material. |
| OUTLIERS | 19 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 | 94 th |
| Total compensation (D + F), as reported (no adjustments) | 91 st |
| Reportable pay only (column D), adjusted | 96 th |
| All sources (D + E + F), adjusted | 93 rd |

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 (Chandler Russ) 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 543 similarly situated organizations (Same NTEE sector (S41), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$183,000 is reasonable (approximately the 94th 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.