

# Development Research Corporation

Executive Director / CEO

EIN 311433172

OH · NTEE S30

FY ending 2023-12-31

June 9, 2026

This analysis benchmarks the total compensation of **Jeffery C Hoagland, Executive Director / CEO** (\$44,158) against **every comparable organization** that fit the selection criteria — **68** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **49<sup>th</sup>** percentile of comparable organizations within the typical range

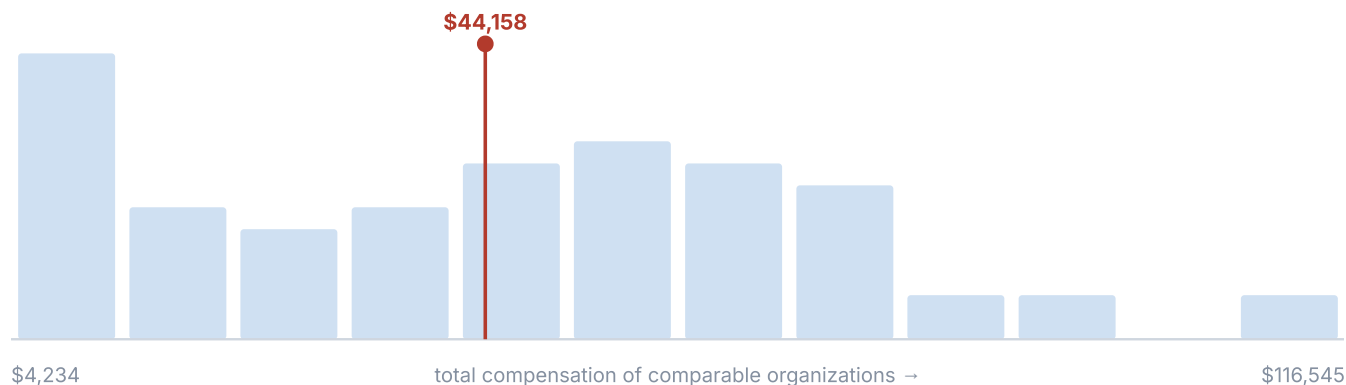
**Benchmarked executive:** Jeffery C Hoagland — reported title “PRESIDENT & CEO”, a **direct title match** to the Executive Director / CEO role.

## How comparable organizations were selected

SECTOR	Organizations sharing the subject's NTEE classification (S30).
BUDGET	Total revenue between \$94,720 and \$212,061 — 0.67x to 1.50x the subject's \$141,374 (the band tightens as size grows).
GEOGRAPHY	Same NTEE sector (S30), nationwide + budget 0.67–1.5x revenue.

**68** organizations qualified on sector, size, and geography → **68** within the band form the benchmarked peer set.

## Distribution of comparable compensation



\$10,276	\$21,205	\$46,862	\$63,981	\$76,886	\$44,158
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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 OH 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="#">Advance Shullsburg Inc</a>	WI	\$141,601	Director	\$10,633	<b>\$10,184</b>	2024
<a href="#">Mexicantown Community Development Corp</a>	MI	\$141,691	Executive Director	\$5,334	<b>\$5,049</b>	2024
<a href="#">Pickaway County Visitors Bureau</a>	OH	\$140,099	Executive Di	\$41,677	<b>\$41,677</b>	2023
<a href="#">Maslow Development Inc</a>	CA	\$139,467	Executive Director	\$93,750	<b>\$76,432</b>	2023
<a href="#">North Sioux City Economic</a>	SD	\$144,857	Executive Director	\$92,288	<b>\$96,164</b>	2023
<a href="#">Wv Coalition For Technology Based</a>	WV	\$145,078	Chair/executive Director Part Year	\$78,500	<b>\$77,946</b>	2024
<a href="#">Rolla Regional Economic Commission</a>	MO	\$145,282	Executive Dir.	\$34,500	<b>\$34,500</b>	2023
<a href="#">Sky City Initiative Inc</a>	TN	\$147,097	Executive Director	\$48,936	<b>\$48,566</b>	2023
<a href="#">The Greater Wilkes-barre Development</a>	PA	\$134,703	President/ceo	\$11,279	<b>\$10,315</b>	2024
<a href="#">Camba Economic Development Corporation</a>	NY	\$133,495	President/ceo	\$87,526	<b>\$74,674</b>	2023
<a href="#">The Foundation Of The Economic</a>	PA	\$149,605	President	\$23,734	<b>\$21,705</b>	2024
<a href="#">Opportunity Wichita Inc</a>	KS	\$132,579	President - Greater Wichita Partnership	\$28,612	<b>\$28,347</b>	2024
<a href="#">Piedmont Triad Film Commission</a>	NC	\$153,193	Executive Director	\$84,498	<b>\$80,068</b>	2024
<a href="#">Lincoln County Economic</a>	WA	\$154,537	Executive Director	\$64,043	<b>\$51,227</b>	2025

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
<a href="#">Made With Cola Love</a>	SC	\$127,580	Director	\$12,917	<b>\$12,358</b>	2024
<a href="#">North Central Enterprise Inc</a>	PA	\$156,183	Executive Director	\$9,175	<b>\$8,639</b>	2023
<a href="#">Mt Washington Valley Economic Council</a>	NH	\$126,072	Executive Director	\$69,758	<b>\$59,070</b>	2024
<a href="#">Naugatuck Economic Development</a>	CT	\$125,130	Ceo	\$57,115	<b>\$47,844</b>	2025
<a href="#">City Urban Revitalization Corporation</a>	CA	\$124,456	Executive Director	\$35,986	<b>\$27,763</b>	2025
<a href="#">Carb Center For Small Business Techctr</a>	PA	\$123,973	Executive Director	\$49,563	<b>\$46,665</b>	2023
<a href="#">Community Sustainability Enterprise Inc</a>	GA	\$161,800	Executive Director	\$72,645	<b>\$68,964</b>	2023
<a href="#">Grundy Livingston Kankakee</a>	IL	\$162,110	Executive Di	\$74,849	<b>\$67,483</b>	2024
<a href="#">Richfield Tourism Promotion Board Inc</a>	MN	\$162,171	Executive Director	\$56,500	<b>\$51,198</b>	2024
<a href="#">Chinatown Partnership Local Development</a>	NY	\$120,303	Executive Director	\$136,604	<b>\$116,545</b>	2023
<a href="#">Forward Brunswick Inc</a>	GA	\$164,154	Executive Director	\$80,500	<b>\$74,228</b>	2024

**Comp (reported)** is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to OH 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 OH 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	68 organizations. Compensation range \$4,234–\$116,545; filing years 2023–2025.
SIZE BASIS	Matched on total revenue (\$141,374); for reference, expenses \$77,673 and assets \$2,160,574. <b>Revenue and expenses diverge this year — revenue may misrepresent operating size; weigh the expense-based view.</b>
ROLE MATCH	Jeffery C Hoagland, reported title " <i>PRESIDENT &amp; CEO</i> ", benchmarked as Executive Director / CEO. The title maps directly to this role.
RELATED-ORG PAY	21 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.

Sensitivity — the subject's percentile under alternative compensation definitions:

BASIS	SUBJECT PERCENTILE
Total compensation (D + F), cost-of-living + inflation adjusted — the PeerBasis default	49 <sup>th</sup>
Total compensation (D + F), as reported (no adjustments)	46 <sup>th</sup>
Reportable pay only (column D), adjusted	0 <sup>th</sup>
All sources (D + E + F), adjusted	96 <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 (Jeffery C Hoagland) 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 68 similarly situated organizations (Same NTEE sector (S30), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$44,158 is reasonable (approximately the 49<sup>th</sup> percentile of comparable organizations) and documented the basis for this determination concurrently, on [date], by a vote of [\_\_ for / \_\_ against].

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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.