

Blind Service Association Inc

Executive Director / CEO

EIN 362240484

IL · NTEE P860

FY ending 2023-12-31

June 13, 2026

This analysis benchmarks the total compensation of **Laura Stokes-gray, Executive Director / CEO** (\$98,366) against the **2000** closest of **3,864** comparable organizations — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **88th** percentile of comparable organizations within the typical range

Benchmarked executive: Laura Stokes-gray — 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 (P860).

BUDGET Total revenue between \$310,693 and \$695,583 — 0.67x to 1.50x the subject's \$463,722 (the band tightens as size grows).

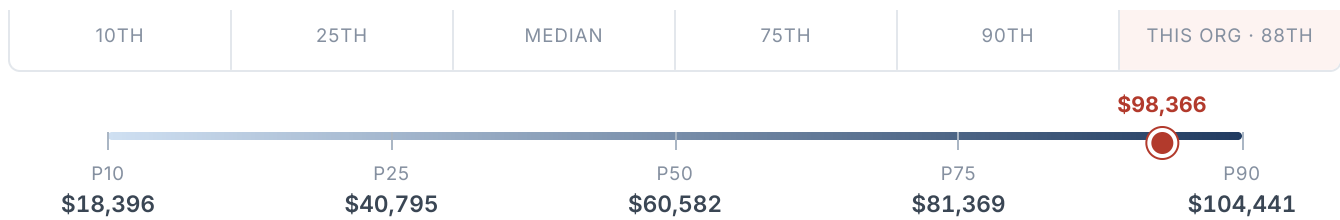
GEOGRAPHY Same NTEE major group (P), nationwide + budget 0.67–1.5x revenue.

3,864 organizations qualified on sector, size, and geography → **2,000** within the band form the benchmarked peer set (closest by budget).

Distribution of comparable compensation



| | | | | | |
|----------|----------|----------|----------|-----------|----------|
| \$18,396 | \$40,795 | \$60,582 | \$81,369 | \$104,441 | \$98,366 |
|----------|----------|----------|----------|-----------|----------|



■ 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 IL 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 |
|--|-------|-----------|---------------------|-----------------|------------------|------|
| Blackhawk Learning Connection | IL | \$463,727 | Executive Director | \$56,484 | \$56,484 | 2023 |
| American Association Of Adapted Sports | GA | \$463,772 | Executive Dir. | \$109,894 | \$109,169 | 2024 |
| Community Connections Of Moniteau County Inc | MO | \$463,670 | Support Coordinator | \$53,139 | \$55,606 | 2024 |
| Akwaaba Qc | IL | \$463,614 | President Ceo | \$130,639 | \$126,891 | 2024 |
| Cameron Road Daycare Inc | WI | \$463,965 | President | \$51,734 | \$53,381 | 2024 |
| Pettis County Community Partnership | MO | \$464,035 | Executive Di | \$75,127 | \$78,616 | 2024 |
| Milestone Community Developmen | MN | \$464,045 | Executive Dr | \$89,048 | \$86,932 | 2024 |
| Alabama Blackbelt Scholars Inc | AL | \$464,056 | Executive Director | \$42,331 | \$45,183 | 2024 |
| The Young Men's Christian | AL | \$463,386 | Executive Di | \$52,000 | \$55,503 | 2024 |
| East Cleveland Neighborhood Center | OH | \$464,074 | Exec Directo | \$65,000 | \$70,027 | 2023 |
| Heidis Promise | WA | \$464,089 | President Director | \$82,002 | \$72,535 | 2024 |
| Washtenaw Care-based Safety | MI | \$464,147 | Co-director | \$112,800 | \$115,031 | 2024 |
| Madison County Elderly Services Inc | IA | \$464,189 | Executive Director | \$66,893 | \$70,499 | 2025 |
| Pdx Diaper Bank | OR | \$464,235 | Executive Director | \$44,280 | \$40,627 | 2024 |
| Live Love Outreach | WA | \$464,251 | Director | \$31,020 | \$28,249 | 2023 |
| Childsafe Center - Cac | VA | \$463,134 | Executive Director | \$87,071 | \$83,061 | 2024 |

| ORGANIZATION | STATE | REVENUE | MATCHED TITLE | COMP (REPORTED) | COMP (ADJUSTED) | FY |
|---|-------|-----------|------------------------------------|-----------------|-----------------|------|
| Abc Pregnancy Resource Center Inc | LA | \$464,331 | Exec Director | \$25,000 | \$27,198 | 2024 |
| The Women's Institute Of Houston | TX | \$464,343 | Executive Director | \$71,833 | \$69,163 | 2025 |
| The Community Service Center Of Northern Champaign County Inc | IL | \$464,374 | Executive Director | \$62,118 | \$60,336 | 2024 |
| Rockford Day Nursery | IL | \$464,385 | Executive Director (Thru May 2023) | \$61,685 | \$61,685 | 2023 |
| Single Mothers Outreach Inc | CA | \$463,057 | Executive Director | \$94,269 | \$80,423 | 2024 |
| Good Neighbor Emergency Assistance Inc | IA | \$462,999 | Executive Director | \$41,023 | \$44,378 | 2024 |
| Compassionate Sharing Inc | OK | \$464,459 | Director | \$31,500 | \$35,281 | 2023 |
| Heartspace Kids Inc | CO | \$464,476 | President And Ceo | \$87,563 | \$82,954 | 2024 |
| New Sharon Community Child Care Center | IA | \$464,511 | Exec Director | \$51,704 | \$55,933 | 2024 |

Comp (reported) is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to IL 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 IL 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 2000 organizations. Compensation range \$255–\$546,090; filing years 2020–2025.

SIZE BASIS Matched on total revenue (\$463,722); for reference, expenses \$724,537 and assets \$12,596,378. **Revenue and expenses diverge this year — revenue may misrepresent operating size; weigh the expense-based view.**

| | |
|------------------------|---|
| ROLE MATCH | Laura Stokes-gray, reported title " <i>EXECUTIVE DIRECTOR</i> ", benchmarked as Executive Director / CEO. The title maps directly to this role. |
| RELATED-ORG PAY | 129 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material. |
| OUTLIERS | 53 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 | 88 th |
| Total compensation (D + F), as reported (no adjustments) | 85 th |
| Reportable pay only (column D), adjusted | 90 th |
| All sources (D + E + F), adjusted | 82 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 (Laura Stokes-gray) 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 13, 2026, comparing compensation against 2000 similarly situated organizations (Same NTEE major group (P), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$98,366 is reasonable (approximately the 88th 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 13, 2026.