

Friends Of The Nature Center In Rancocas State Park Inc

Executive Director / CEO

EIN 462470627
 NJ · NTEE C30
 FY ending 2024-09-30
June 9, 2026

This analysis benchmarks the total compensation of **Susan Buffalino, Executive Director / CEO** (\$22,056) against **every comparable organization** that fit the selection criteria — **51** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **22nd** percentile of comparable organizations below the typical range for comparable organizations

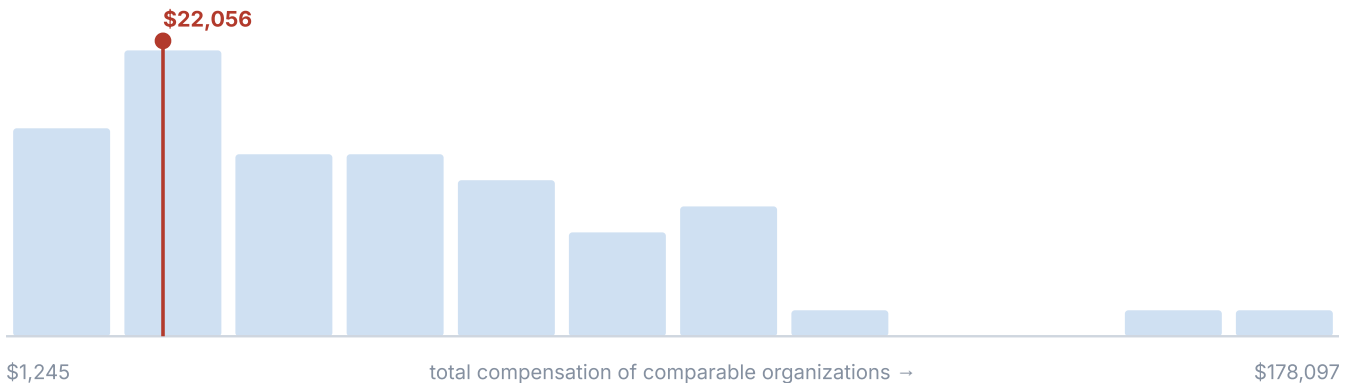
Benchmarked executive: Susan Buffalino — reported title "EXECUTIVE DIRECTOR", a **direct title match** to the Executive Director / CEO role.

How comparable organizations were selected

SECTOR	Organizations sharing the subject's NTEE classification (C30).
BUDGET	Total revenue between \$96,568 and \$216,198 — 0.67x to 1.50x the subject's \$144,132 (the band tightens as size grows).
GEOGRAPHY	Same NTEE sector (C30), nationwide + budget 0.67–1.5x revenue.

51 organizations qualified on sector, size, and geography → **51** within the band form the benchmarked peer set.

Distribution of comparable compensation



\$7,018 10TH	\$24,204 25TH	\$45,105 MEDIAN	\$69,253 75TH	\$92,632 90TH	\$22,056 THIS ORG · 22ND
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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 NJ 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
Shamokin Creek Restoration Alliance	PA	\$145,624	Executive Di	\$19,200	\$21,445	2024
Play For All Foundation Inc	IL	\$146,122	President	\$24,656	\$27,149	2024
Keep Florida Beautiful Inc	FL	\$141,524	Executive Di	\$74,235	\$80,416	2023
Center For Environmental Law & Policy	WA	\$147,671	Executive Director	\$89,680	\$89,928	2024
Assateague Coastal Trust Inc	MD	\$148,058	Executive Director	\$59,615	\$62,424	2024
Rosedale Conservancy Inc	DC	\$148,888	Treasurer	\$5,072	\$4,985	2024
Pelican Lakes Conservation Club	MN	\$149,353	Gamb Mgr/dir	\$35,375	\$38,140	2025
Hartley Mason Reservation Co Jeffrey W Mcconnell	ME	\$136,817	Trustee	\$5,000	\$5,608	2024
Human Impacts Institute Inc	NY	\$133,757	Executive Director	\$52,577	\$54,784	2023
Cross Vermont Trail Association Inc	VT	\$155,037	Executive Director	\$23,000	\$26,694	2023
Conservation Technology Accelerator Inc	CA	\$156,240	President	\$13,499	\$13,055	2024
Coastal Resources Group Inc	FL	\$157,240	Past Pres/treas/director	\$70,728	\$76,616	2023
Integrated Vegetation Management Partners Inc	DE	\$158,016	President	\$133,800	\$151,069	2023
The Urban Wildlands Group Inc	CA	\$159,953	President	\$45,300	\$45,105	2023

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
Prairie Pines Partners	NE	\$126,575	Ppp Manager	\$21,732	\$26,179	2024
Lake Fork Valley Conservancy	CO	\$121,928	Executive Director	\$44,000	\$48,651	2023
Missouri Parks Association	MO	\$170,375	Executive Di	\$51,200	\$62,531	2023
Sebasticook Regional Land Trust	ME	\$115,436	Executive Director	\$41,680	\$48,126	2023
Reshoring Initiative	FL	\$173,066	President	\$28,932	\$31,341	2023
Agassiz Audubon Society Inc	MN	\$114,610	Director	\$1,125	\$1,245	2024
Thrive Conservation	CA	\$114,419	Director And Secretary	\$26,001	\$25,147	2024
Tahoma Audubon Society	WA	\$174,454	Executive Director	\$58,031	\$59,910	2023
Poudre River Trail Corridor Inc	CO	\$113,738	Executive Director	\$86,064	\$92,430	2024
Citizens For Balanced Use	MT	\$113,663	Executive Director	\$30,000	\$36,220	2024
Kern River Conservancy	CA	\$113,172	President	\$51,440	\$49,750	2024

Comp (reported) is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to NJ 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 NJ 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 51 organizations. Compensation range \$1,245–\$178,097; filing years 2023–2025.

SIZE BASIS Matched on total revenue (\$144,132); for reference, expenses \$152,433 and assets \$127,453.

ROLE MATCH	Susan Buffalino, reported title "EXECUTIVE DIRECTOR", benchmarked as Executive Director / CEO. The title maps directly to this role.
RELATED-ORG PAY	1 peer 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	22 nd
Total compensation (D + F), as reported (no adjustments)	25 th
Reportable pay only (column D), adjusted	25 th
All sources (D + E + F), adjusted	22 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 (Susan Buffalino) 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 51 similarly situated organizations (Same NTEE sector (C30), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$22,056 is reasonable (approximately the 22nd 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.