

# Betamore Inc

Executive Director / CEO

EIN 522156026  
 MD · NTEE S30  
 FY ending 2023-06-30  
**June 9, 2026**

This analysis benchmarks the total compensation of **Kimmy Andrulonis, Executive Director / CEO** (\$77,500) against **every comparable organization** that fit the selection criteria — **116** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **66<sup>th</sup>** percentile of comparable organizations within the typical range

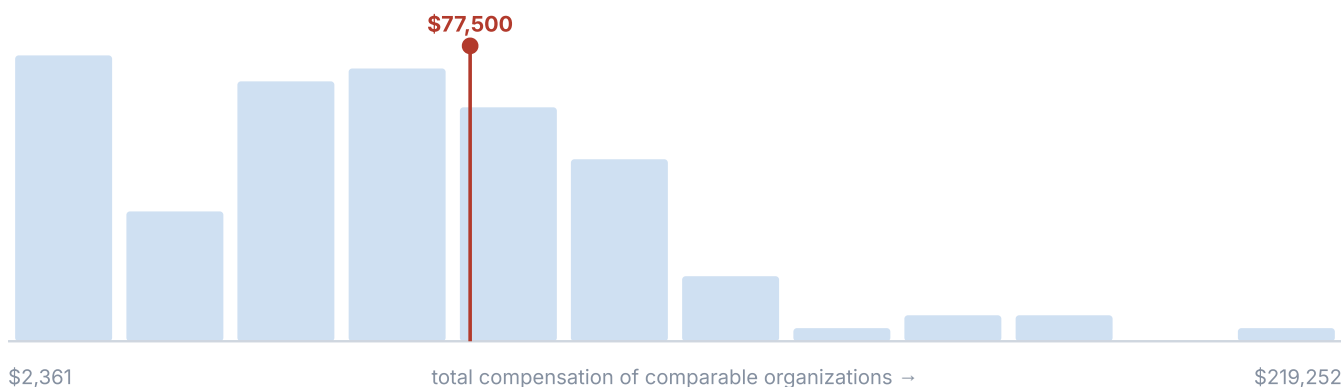
**Benchmarked executive:** Kimmy Andrulonis — reported title “Executive Dir.”, a **direct title match** to the Executive Director / CEO role.

## How comparable organizations were selected

SECTOR	Organizations sharing the subject's NTEE classification (S30).
BUDGET	Total revenue between \$145,407 and \$325,539 — 0.67x to 1.50x the subject's \$217,026 (the band tightens as size grows).
GEOGRAPHY	Same NTEE sector (S30), nationwide + budget 0.67–1.5x revenue.

**116** organizations qualified on sector, size, and geography → **116** within the band form the benchmarked peer set.

## Distribution of comparable compensation



\$12,295	\$35,461	\$66,929	\$86,122	\$109,998	<b>\$77,500</b>
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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 MD 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="#">Bay Area Women Coalition Inc</a>	AL	\$217,019	Executive Di	\$54,000	<b>\$60,610</b>	2024
<a href="#">Inner City Green Team Economic And Enviromental Development</a>	NY	\$217,956	Charlton	\$100,000	<b>\$93,881</b>	2024
<a href="#">Elevate Edgerton Inc</a>	KS	\$220,011	President/tr	\$137,815	<b>\$154,684</b>	2024
<a href="#">We Lead</a>	IA	\$220,331	Executive Director	\$78,125	<b>\$88,873</b>	2024
<a href="#">Columbus Compact Corporation</a>	OH	\$213,718	President &	\$80,900	<b>\$89,022</b>	2024
<a href="#">Boonslick Community Development</a>	MO	\$213,628	Ex Officio M	\$87,706	<b>\$99,362</b>	2023
<a href="#">Downtown Janesville Inc</a>	WI	\$221,656	Managing Direct	\$74,519	<b>\$80,855</b>	2024
<a href="#">Norfolk Innovation Corridor</a>	VA	\$221,725	Executive Di	\$20,000	<b>\$20,063</b>	2024
<a href="#">Lincoln County Economic Dev Foundation</a>	KS	\$223,067	Director	\$61,163	<b>\$70,677</b>	2023
<a href="#">Elwood Community Development Corporation</a>	IN	\$210,909	Executive Director	\$7,097	<b>\$7,775</b>	2024
<a href="#">Economic Development Partnership Of Wrig</a>	MN	\$223,376	Executive Director	\$69,060	<b>\$70,897</b>	2024
<a href="#">Gateway South Innovation District</a>	MO	\$209,054	President	\$63,747	<b>\$72,219</b>	2023
<a href="#">Northwest Wisconsin Economic</a>	WI	\$208,540	Fiscal Manager	\$44,333	<b>\$48,103</b>	2024
<a href="#">Old Town Commercial Association</a>	MI	\$208,424	Executive Director	\$66,308	<b>\$71,106</b>	2024
<a href="#">Common Wealth Inc</a>	OH	\$208,039	Executive Director	\$34,698	<b>\$38,182</b>	2024

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
<a href="#">Business &amp; Education Network Inc</a>	KY	\$227,365	Executive Director	\$13,485	<b>\$15,052</b>	2024
<a href="#">Stanly County Convention And Vistiors Bureau Inc</a>	NC	\$206,625	Director	\$50,977	<b>\$53,313</b>	2025
<a href="#">Montana West Economic Development</a>	MT	\$205,356	President/ceo	\$11,287	<b>\$12,640</b>	2024
<a href="#">Johnson County Economic Development Corp</a>	MO	\$229,565	Executive Director	\$86,357	<b>\$97,834</b>	2023
<a href="#">Crazy Love Africa</a>	CO	\$203,713	Executive Director	\$11,000	<b>\$11,282</b>	2023
<a href="#">Sector67 Inc</a>	WI	\$233,249	President	\$36,000	<b>\$40,215</b>	2023
<a href="#">Perris Community Economic Development Co</a>	CA	\$200,227	Chief Executive Director	\$27,674	<b>\$25,560</b>	2023
<a href="#">Healthy Neighborhood Enterprises</a>	VA	\$200,019	Executive Director	\$65,337	<b>\$67,478</b>	2023
<a href="#">St Mary's County Community</a>	MD	\$234,480	Executive Director	\$50,000	<b>\$48,566</b>	2024
<a href="#">Emancipation Economic Development Council</a>	TX	\$198,287	Executive Director	\$93,674	<b>\$97,352</b>	2024

**Comp (reported)** is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to MD 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 MD 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 **116** organizations. Compensation range \$2,361–\$219,252; filing years 2023–2025.

SIZE BASIS	Matched on total revenue (\$217,026); for reference, expenses \$334,221 and assets \$133,848. <b>Revenue and expenses diverge this year — revenue may misrepresent operating size; weigh the expense-based view.</b>
ROLE MATCH	Kimmy Andrulonis, reported title " <i>Executive Dir.</i> ", benchmarked as Executive Director / CEO. The title maps directly to this role.
RELATED-ORG PAY	20 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.
OUTLIERS	3 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	66 <sup>th</sup>
Total compensation (D + F), as reported (no adjustments)	68 <sup>th</sup>
Reportable pay only (column D), adjusted	69 <sup>th</sup>
All sources (D + E + F), adjusted	55 <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 (Kimmy Andrulonis) 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 116 similarly situated organizations (Same NTEE sector (S30), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$77,500 is reasonable (approximately the 66<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.