

National Town Builders Association

Executive Director / CEO

EIN 522195660
 VA · NTEE S4
 FY ending 2023-12-31
 June 9, 2026

This analysis benchmarks the total compensation of **Mary Vinson, Executive Director / CEO** (\$46,000) against **every comparable organization** that fit the selection criteria — **1431** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **35th** percentile of comparable organizations within the typical range

Benchmarked executive: Mary Vinson — 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 (S4).
BUDGET	Total revenue between \$156,794 and \$351,031 — 0.67x to 1.50x the subject's \$234,021 (the band tightens as size grows).
GEOGRAPHY	Same NTEE major group (S), nationwide + budget 0.67–1.5x revenue.

1,431 organizations qualified on sector, size, and geography → **1,431** within the band form the benchmarked peer set.

Distribution of comparable compensation



\$12,689	\$33,111	\$61,629	\$85,848	\$118,599	\$46,000
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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 VA 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
Ephraim Business Council Ltd	WI	\$234,281	Administrato	\$56,000	\$58,833	2024
Black Economic Collective	OR	\$233,756	Executive Director	\$58,378	\$56,148	2023
Superior Chamber Of Commerce	CO	\$234,379	Exec Director	\$61,250	\$59,082	2024
Association Of Aai Professionals	WA	\$234,468	President & Ceo	\$34,728	\$31,278	2024
St Mary's County Community	MD	\$234,480	Executive Director	\$50,000	\$47,025	2024
Las Vegas New Mexico Community Foun	NM	\$234,504	Executive Di	\$11,777	\$13,119	2023
Connectree	CA	\$233,490	President	\$83,700	\$72,707	2024
Downtown Development Corporation	IL	\$233,430	President	\$24,993	\$24,718	2024
Sheridan Service Center	MT	\$233,421	Director	\$54,080	\$57,131	2025
Main Street Delaware Inc	OH	\$233,337	Executive Director	\$73,750	\$78,579	2024
Partnerships For Lawrence Inc	IN	\$234,721	Executive Director	\$75,000	\$81,914	2023
Sector67 Inc	WI	\$233,249	President	\$36,000	\$38,939	2023
Mississippi Energy Institute	MS	\$235,000	President, Secretary, & Tr	\$84,000	\$94,114	2024
Pittsburgh Region Clean Citiesinc	PA	\$235,011	Executive Di	\$53,014	\$53,183	2024
The Center For Social Creativity	CO	\$232,758	Executive Director	\$51,458	\$49,637	2024
Main Street Altus Inc	OK	\$232,739	Program Director	\$45,041	\$48,606	2025

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
Hemet San Jacinto Valley Chamber Of	CA	\$235,344	Executive Dir.	\$68,577	\$59,570	2024
Lakeshore Avenue Business Improvement	CA	\$235,378	Co-director	\$14,356	\$12,470	2024
Plaza Terrace Mutual Housing	CT	\$235,418	Executive Director	\$31,395	\$30,487	2023
Jonah Inc	IN	\$235,492	President	\$20,154	\$21,381	2024
Desoto Chamber Of Commerce	TX	\$232,518	Presidentceo	\$60,000	\$62,160	2023
Ccidc Inc	CA	\$232,400	Executive Dir.	\$84,000	\$72,967	2024
Owatonna Business Incubator Inc	MN	\$235,748	Executive Di	\$33,333	\$34,112	2023
Maine Grocers & Food Producers	ME	\$232,273	Executive Di	\$101,142	\$101,882	2024
Tahoe Sierra Board Of Realtors	CA	\$232,210	Executive Vice President	\$176,415	\$153,245	2024

Comp (reported) is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to VA 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 VA 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	1431 organizations. Compensation range \$1–\$675,707; filing years 2021–2025.
SIZE BASIS	Matched on total revenue (\$234,021); for reference, expenses \$169,717 and assets \$159,518.
ROLE MATCH	Mary Vinson, reported title "EXECUTIVE DIRECTOR", benchmarked as Executive Director / CEO. The title maps directly to this role.

RELATED-ORG PAY 187 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.

OUTLIERS 40 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	35 th
Total compensation (D + F), as reported (no adjustments)	35 th
Reportable pay only (column D), adjusted	39 th
All sources (D + E + F), adjusted	27 th

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 (Mary Vinson) 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 1431 similarly situated organizations (Same NTEE major group (S), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$46,000 is reasonable (approximately the 35th 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.