

Beverly Main Streets Inc

Executive Director / CEO

EIN 562306350

MA · NTEE S20

FY ending 2025-06-30

June 9, 2026

This analysis benchmarks the total compensation of **Erin Truex, Executive Director / CEO** (\$93,549) against **every comparable organization** that fit the selection criteria — **309** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **76th** percentile of comparable organizations within the typical range

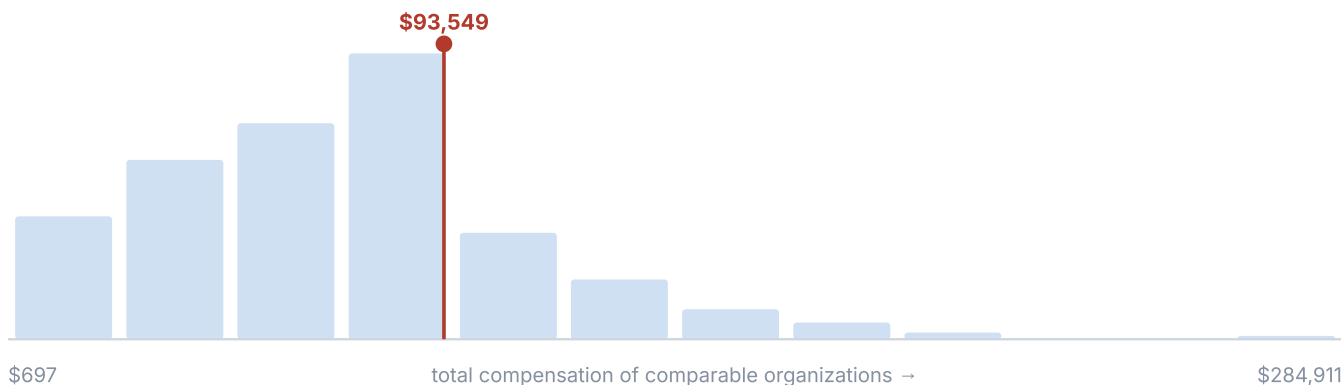
Benchmarked executive: Erin Truex — reported title “EXECUTIVE DI”, a **direct title match** to the Executive Director / CEO role.

How comparable organizations were selected

SECTOR	Organizations sharing the subject's NTEE classification (S20).
BUDGET	Total revenue between \$213,625 and \$478,266 — 0.67x to 1.50x the subject's \$318,844 (the band tightens as size grows).
GEOGRAPHY	Same NTEE sector (S20), nationwide + budget 0.67–1.5x revenue.

309 organizations qualified on sector, size, and geography → **309** within the band form the benchmarked peer set.

Distribution of comparable compensation



\$20,343	\$41,404	\$71,414	\$92,224	\$123,777	\$93,549
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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 MA 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
Millburn Short Hills Business Organization Inc	NJ	\$318,755	Executive Director	\$110,318	\$112,509	2024
The Urban Oasis Inc	MD	\$318,154	Executive Director	\$71,318	\$74,198	2025
Volunteer Center Of East Central	WI	\$317,651	Executive Di	\$74,823	\$89,260	2024
Freeway Park Neighborhood Group	WA	\$321,133	Executive Director	\$87,707	\$89,696	2024
Central Adirondack Partnership For	NY	\$316,243	Executive Di	\$59,980	\$61,910	2024
Southwest Collective	IL	\$316,035	Exec Director	\$59,427	\$66,735	2024
The Orinda Association	CA	\$321,844	Secretary	\$17,125	\$16,891	2024
Bayside Village Business Improvement	NY	\$322,011	Executive Dir.	\$38,178	\$39,407	2024
Friends Of Georgetown	DC	\$322,036	Executive Director	\$77,787	\$77,971	2024
Dubois County Area Development Corp	IN	\$322,485	President-co	\$116,244	\$144,162	2023
Uptown Parnership Incorporated	CA	\$323,144	Executive Director	\$95,434	\$96,911	2023
Believe In Bristol Inc	TN	\$324,220	Ex Dir	\$60,000	\$70,184	2025
Gric Urban Members Association Inc	AZ	\$312,925	Chair	\$4,800	\$5,273	2024
Springfield Avenue Partnership	NJ	\$312,687	Executive Director	\$105,462	\$107,556	2024
Capital Area Health Alliance	MI	\$325,169	Executive Di	\$107,540	\$126,790	2024

ORGANIZATION	STATE	REVENUE	MATCHED TITLE	COMP (REPORTED)	COMP (ADJUSTED)	FY
Fulton Economic Development Corp	IN	\$325,896	Executive Director	\$82,355	\$99,204	2024
World Servants Inc	PA	\$326,260	Executive Di	\$90,000	\$102,519	2024
Tappahannock Main Street	VA	\$327,098	Executive Director	\$66,900	\$75,963	2023
Al Community Development Corporation	TX	\$310,318	Secretary	\$40,922	\$46,759	2024
Blues To Green Inc	MA	\$327,638	Executive Di	\$59,208	\$60,775	2024
Northend Rise Inc	FL	\$327,715	Executive Director (Former)	\$152,690	\$168,686	2023
West End Revitalization Association	NC	\$327,896	Co-founder Director	\$37,450	\$45,506	2023
The Pest Management Foundation Inc	VA	\$328,040	Ceo Npma	\$37,002	\$42,015	2023
Livermore Downtown Inc	CA	\$308,752	Executive Director	\$105,232	\$103,795	2024
Main Street Medina Inc	OH	\$329,790	Executive Director	\$68,377	\$82,725	2024

Comp (reported) is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to MA cost of living and 2025 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 MA 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 309 organizations. Compensation range \$697–\$284,911; filing years 2021–2025.

SIZE BASIS Matched on total revenue (\$318,844); for reference, expenses \$283,839 and assets \$85,803.

ROLE MATCH	Erin Truex, reported title " <i>EXECUTIVE DI</i> ", benchmarked as Executive Director / CEO. The title maps directly to this role.
RELATED-ORG PAY	17 peers report related-organization compensation (column E), which the D + F benchmark does not fully capture; review where material.
OUTLIERS	7 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	76 th
Total compensation (D + F), as reported (no adjustments)	83 rd
Reportable pay only (column D), adjusted	74 th
All sources (D + E + F), adjusted	72 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 (Erin Truex) 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 309 similarly situated organizations (Same NTEE sector (S20), nationwide + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$93,549 is reasonable (approximately the 76th 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.