

# Petaluma Staff Nurse Partnership

Executive Director / CEO

EIN 811547425

CA · NTEE J40

FY ending 2023-12-31

June 9, 2026

This analysis benchmarks the total compensation of **James Goerlich, Executive Director / CEO** (\$46,620) against **every comparable organization** that fit the selection criteria — **15** in total — drawn systematically from IRS Form 990 filings, not a hand-picked subset.

Compensation sits at approximately the **100<sup>th</sup>** percentile of comparable organizations above the 90th percentile — board review recommended

**Benchmarked executive:** James Goerlich — reported title "PRESIDENT", a **direct title match** to the Executive Director / CEO role.

## How comparable organizations were selected

**SECTOR** Organizations sharing the subject's NTEE classification (J40).

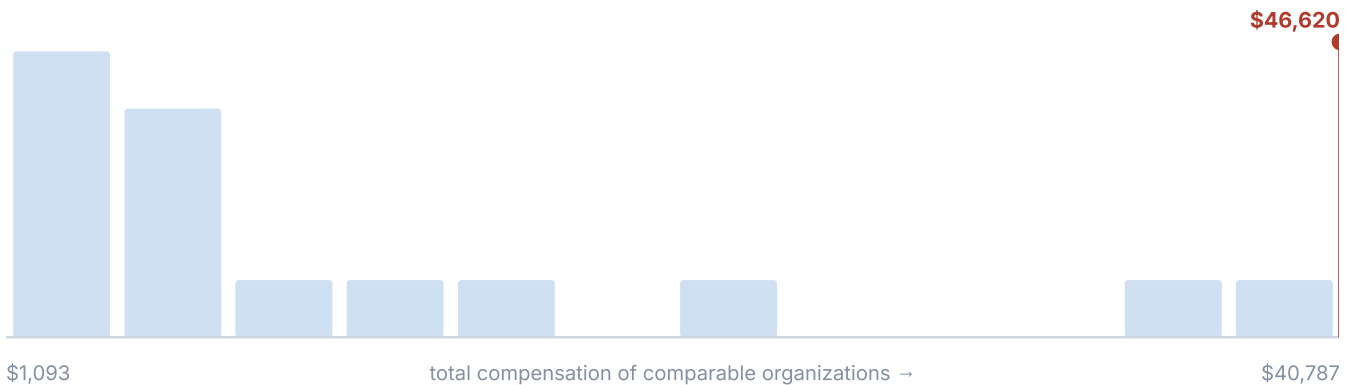
**BUDGET** Total revenue between \$136,923 and \$306,546 — 0.67x to 1.50x the subject's \$204,364 (the band tightens as size grows).

**GEOGRAPHY** Same NTEE sector (J40) + CA + budget 0.67–1.5x revenue.

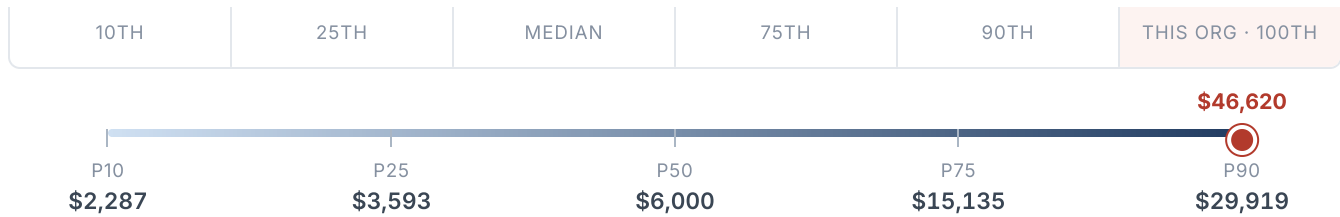
**15** organizations qualified on sector, size, and geography

→ **15** within the band form the benchmarked peer set.

## Distribution of comparable compensation



\$2,287	\$3,593	\$6,000	\$15,135	\$29,919	\$46,620
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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 CA 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="#">Federation Of Public Service Employees</a>	CA	\$209,980	Secretary-treas	\$17,400	<b>\$17,400</b>	2023
<a href="#">Rescue Union Federation Of Teachers</a>	CA	\$195,711	President	\$4,000	<b>\$3,785</b>	2025
<a href="#">Hacienda La Puente Teachers Assoc</a>	CA	\$217,068	President	\$2,300	<b>\$2,234</b>	2024
<a href="#">Carpinteria Association United School</a>	CA	\$223,099	President	\$43,103	<b>\$40,787</b>	2025
<a href="#">San Joaquin County Probation Officers</a>	CA	\$227,028	President	\$1,125	<b>\$1,093</b>	2024
<a href="#">Milpitas Police Officers Association</a>	CA	\$235,488	President	\$10,900	<b>\$10,314</b>	2025
<a href="#">Afge Tsa Local 1230</a>	CA	\$167,733	President	\$5,006	<b>\$4,862</b>	2024
<a href="#">Sacramento County Administrative</a>	CA	\$166,621	President	\$13,600	<b>\$12,869</b>	2025
<a href="#">International Association Of Sheet Metal Air Rail &amp; Transportation 0023td</a>	CA	\$243,029	President	\$5,696	<b>\$5,533</b>	2024
<a href="#">Intl Brotherhood Of Boilermaker Mppb</a>	CA	\$243,849	President	\$7,598	<b>\$7,380</b>	2024
<a href="#">Seiu Local 721 Training Trust Fund</a>	CA	\$163,512	Trustee Chair	\$35,478	<b>\$34,460</b>	2024
<a href="#">San Mateo County Probation And Detention</a>	CA	\$148,806	President	\$3,500	<b>\$3,400</b>	2024
<a href="#">Santa Monica Municipal</a>	CA	\$143,403	President	\$6,000	<b>\$6,000</b>	2023
<a href="#">Miracosta College Faculty Assembly</a>	CA	\$140,749	Vice President	\$2,500	<b>\$2,366</b>	2025
<a href="#">Afge Nbpc 2554</a>	CA	\$301,527	President	\$23,791	<b>\$23,108</b>	2024

**Comp (reported)** is the figure on each organization's Form 990 (columns D + F); **Comp (adjusted)** normalizes it to CA cost of living and 2023 dollars. Click any organization to verify the figure on ProPublica.

## ■ Methodology

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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 CA 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

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PEER COUNT	15 organizations. Compensation range \$1,093–\$40,787; filing years 2023–2025.
SIZE BASIS	Matched on total revenue (\$204,364); for reference, expenses \$183,608 and assets \$83,285.
ROLE MATCH	James Goerlich, reported title " <i>PRESIDENT</i> ", 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	100 <sup>th</sup>
Total compensation (D + F), as reported (no adjustments)	100 <sup>th</sup>
Reportable pay only (column D), adjusted	100 <sup>th</sup>
All sources (D + E + F), adjusted	93 <sup>rd</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

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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 (James Goerlich) 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 15 similarly situated organizations (Same NTEE sector (J40) + CA + budget 0.67–1.5× revenue).
3. The authorized body determined that total compensation of \$46,620 is reasonable (approximately the 100<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.