



Multiple Listing Service, Inc. Proposed 2021 MLS Budget

	2021 Proposed	2020 Budget	Chg from Prev Yr
Income			
Data Feeds	\$16,000	\$11,400	\$4,600
Handling Fees	\$5,000	\$3,375	\$1,625
Investment Income	\$3,437	\$8,000	-\$4,563
Membership Dues Revenue	\$228,000	\$220,800	\$7,200
Reciprocal Listings	\$1,000	\$1,000	\$0
Total Income	\$253,437	\$244,575	\$8,862
Less: Cost of Goods Sold			
Assessors Data	\$1,000	\$0	\$1,000
Forms Expense	\$4,000	\$4,095	-\$95
MLS Software Vendor	\$55,080	\$51,480	\$3,600
Gross Profit	\$193,357	\$189,000	\$4,357
Expenses			
Awards	\$550	\$550	\$0
Conference & Training	\$12,300	\$12,500	-\$200
Credit Card Expense	\$4,500	\$4,356	\$144
Dues & Subscriptions	\$1,280	\$1,280	\$0
Education	\$950	\$950	\$0
Equipment Maintenance	\$500	\$500	\$0
Insurance	\$1,000	\$450	\$550
Investment Advisory Fee	\$1,500	\$1,500	\$0
Meeting Expense	\$3,500	\$3,500	\$0
Membership Database	\$3,819	\$3,600	\$219
Office Equip & Furniture	\$1,500	\$1,500	\$0
Office Supplies and Software	\$3,000	\$3,500	-\$500
Payroll Expense	\$136,467	\$133,609	\$2,858
Postage Expense	\$400	\$400	\$0
Professional Fees	\$4,000	\$4,000	\$0
Property Maintenance	\$1,300	\$1,300	\$0
Rent	\$11,990	\$11,990	\$0
Taxes	\$1,000	\$781	\$219
Telephone & Fiber	\$2,900	\$2,900	\$0
Website	\$1,000	\$1,000	\$0
Total Expense	\$193,456	\$190,166	\$3,290
Net Income	-\$99	-\$1,166	\$1,067

Notes of Interest:

The Finance Committee is recommending a \$1 per member per month dues increase for MLS services to \$31/member/month. Over the course of the last few years additional services, such as: zipLogix, Homesnap & Black Knight tax data have been added without additional costs to the members.

The 2021 budget is based on 600 MLS Participants and users. This number is up from the 2020 budgeted number of 585 but down from our current membership of 632.

Investment income is based on projections as provided by our investment manager, Keator Group.

Expenses in 2021 reflect little to no change from corresponding expenses in 2020. We feel strongly that we should assume business as previous to remain fiduciarily responsible to the membership.

Payroll expense (shared with BCBR) includes a cost adjustment for insurance but no pay increase for staff in 2021.