

2020 Proposed MLS Budget

2020 MLS Budget	2020 Proposed	2019 Approved	Difference
Income			
1 Data Feeds	\$11,400	\$11,200	\$200
2 Handling Fees	\$3,375	\$4,450	(\$1,075)
3 MLS Investment Income	\$8,000	\$6,565	\$1,435
4 Listing Fees	\$0	\$5,722	(\$5,722)
5 Membership Dues \$30 x 585	\$220,800	\$215,600	\$5,200
6 Reciprocal Listings	\$1,000	\$880	\$120
7 Total Income	\$244,575	\$244,417	\$158
Less: Cost of Goods Sold			
8 Assessor's Data	\$0	\$0	\$0
9 MLS Forms Expense	\$4,095	\$0	\$4,095
10 Vendor Expense	\$51,480	\$52,650	(\$1,170)
Gross Profit	\$189,000	\$191,767	(\$2,767)
Expenses			
11 Awards	\$550	\$550	\$0
12 Conference and Training	\$12,500	\$17,950	(\$5,450)
13 Credit Card Expense	\$4,356	\$2,500	\$1,856
14 Dues and Subscriptions	\$1,280	\$1,280	\$0
15 Education and Events	\$950	\$1,750	(\$800)
16 Equipment Maintenance	\$500	\$500	\$0
17 Insurance	\$450	\$650	(\$200)
18 Investment Advisory Fee	\$1,500	\$1,313	\$187
19 Meeting Expense	\$3,500	\$2,680	\$820
20 Membership Database	\$3,600	\$1,920	\$1,680
21 Office Equipment & Furniture	\$1,500	\$1,500	\$0
22 Office Supplies & Software	\$3,500	\$3,500	\$0
23 Payroll Expense	\$133,609	\$129,124	\$4,485
24 Postage and Delivery	\$400	\$750	(\$350)
25 Professional Fees	\$4,000	\$4,000	\$0
26 Property Maintenance	\$1,300	\$1,300	\$0
27 Rent	\$11,990	\$11,990	\$0
28 Taxes	\$781	\$565	\$216
29 Telephone & Fiber	\$2,900	\$1,700	\$1,200
30 Website Hosting	\$1,000	\$1,000	\$0
31 Total Expenses	\$190,166	\$186,522	\$3,644
32 Amount Presented for Approval	(\$1,166)	\$5,245	(\$6,411)

Items of Note:

The investment fees and income are based on estimates of this year's performance, as invested and managed by the Keator Group.

We renegotiated a significant annual cost reduction with FlexMLS and we passed along those savings by eliminating the listing fees.

We will continue to bill a flat fee of \$30 per member, per month.

Membership has conservatively been estimated to remain level at 585, as in the previous year budget. We are currently at 623 users of the MLS, down 12 from last year.

We now pay for a Ziplogix connect package to integrate the MLS data with the contracts, helping you reduce duplicate entry of common fields. Also new contracts.

Credit card fees are increasing based on the new agent monthly billing system.

The Board was fine with a slight projected loss knowing that it would account for less than 4 members' annual fees and our estimate is very conservative given our membership today.