



## CELEBRATING 20 YEARS OF SUCCESS

Akadev, AdBlock Plus, ADMB Foundation, All Things Open, Amazon Web Services, American International University West Africa, Apereo Foundation, Association Francophone des Utilisateurs de Logiciels Libres, Associazione LibrelItalia, AvidPR, BigBlueButton, Blindside Networks, Brandeis Graduate Professional Studies, Brandeis University, Breathing Games, California Association of Voting Officials, Campus Party Brazil, CENATIC, Cisco, ClearlyDefined, Code.gov, Command Prompt, Community Leadership Summit, CONSUL Foundation, CONSUL Foundation, COSCON, Craigslist Charitable Fund, Creative Commons, Cumulus Networks, Daily Fantasy Cafe, Darbar Group Of Institutes, Debian, Deciso, Dell / EMC, DemocracyLab, Digital Ocean, DINAcon, DLA Piper, Drupal Association, DrupalCon Nashville, Eastern Michigan University, Eclipse Foundation, Engineering Group, European Telecommunications Standards Institute, Facebook, Federal University of Technology – Paraná, FLOSS Desktops for Kids, Forbes Magazine, Ford Foundation, FOSDEM, FOSS Backstage, FOSSAsia, Free Software Foundation Europe, FreeBSD Foundation, Friends of OpenDocument, gandi.net, GitHub, GNOME, Google, Gratipay, Hand Wrist Institute, Handshake, Harvard Kennedy School of Business, Heptio, Hipper.com, HP, Hunter College, IBM, Indeed, Indiana University, Intel, International Telecommunication Union, Internet Services Providers' Association, Internet Systems Consortium, IRILL, Joint Research Centre of the European Commission, Joomla (Open Source Matters, Inc.), Journal of Open Source Software (JOSS), Kaiyuanshe, KDE e.v. Advisory Board, KDE eV, LibOCon, LibrePlanet, Lineups, Linux Australia, Linux Foundation, Linux Fund, Linux Fund, Linux Professional Institute, LinuxConfAU, Linuxfest Northwest, Linuxfest Texas, Look to the Right, MariaDB Foundation, Marist College, Mautic, Microsoft, Mifos, Mozfest, Mozilla Foundation, New York University, New Zealand Open Source Society, O'Reilly, Odo Community Association, OggCamp, London, Open edX, Open Information Security Foundation (OISF), Open Research Institute, Open Source and Public Policy, Open Source and Standards, Open Source Design, Open Source Electronic Health Record Alliance, Open Source Hong Kong, Open Source NYC Meetup, Open Source Software Institute, Open Source Summit North America, Open Source Sweden, OpenApereo, OpenExpoEurope, OpenForum Europe, OpenHatch, OpenMRS, OpenProject, OpenStreetMap Foundation, OpenTechSummit, OPNSense, OSCON, OSI Advocacy Circle, Outercurve Foundation, OW2, Paris Open Source Summit, Percona, Perl Foundation, Plone Foundation, Powering Potential, Puerto Rico Python Interest Group, Python Software Foundation, Red Hat, Rensselaer Center for Open Source (RCOS), Rensselaer Polytechnic Institute, Rocket.Chat, Sahana Software Foundation, SalesAgility, SaveCodeshare.eu, SCaLE13X, SeaGL, SerenataFlowers.com, SFSCon, Siena College, Snowdrift.coop, Software Freedom Conservancy, Software Heritage, Software Liberty Association of Taiwan, SOUJava, sysarmy (SysAdmin Argentinian Community), Tagia, Tel Aviv Open Source Meetup, The Document Foundation, Tiki Software Community Association, TODO Group, Twitter, TYPO3, U.S. Federal Communications Commission, UNESCO, University at Albany School of Business, University of Skövde, University of Southern California, University of Southern Queensland, USB Memory Direct, Warwick Gaming, Wikimedia Foundation, Wikiotics, WordPress, Xerte Project, XWiki

Open Source Initiative®  
2018 Annual Report

## MESSAGE FROM THE PRESIDENT

Welcome to the Open Source Initiative's 2018 annual report. In the following pages you'll learn about the organization's activities from the past year, which captures the hard work of employees, contractors, volunteers, and those passionate about open source. I hope this will give you some context on why this work happened and what makes it so important.

The Open Source Initiative was started in 1998 by a group of people interested in seeing ethics applied to the creation and distribution of software. This approach was built on a foundation of ideals – a specific philosophy on the rights and responsibilities of software users and creators. More than twenty years later, I am writing as a director of the OSI, which has grown into a robust organization with record numbers of individual and affiliate members, a dedicated all volunteer board, and the incredible support of volunteers and open source enthusiasts around the world.

2018 brought amazing successes for the OSI. We celebrated our 20th anniversary, which took us around the world where we were able to look back on thousands of victories for open source. Every line of code or translation; every piece of documentation and version controlled repository; every successful business, happy user, and committed contributor, continues to shape a movement that has changed the face of technology, business, and community. It was also a year in which Microsoft acquired GitHub, one of the largest distributors of open source licensed code, and IBM purchased open source business giant Red Hat, showing that the companies that built their success around proprietary software see the need for an open source future.

The past year also brought new questions on the validity of the Open Source Definition; the role of open source licensing, and both copyleft extension and enforcement; and individuals and organizations challenging the work of the OSI and the open source community as a whole. This included the legal battle concerning Google's use of Oracle America's APIs, and the creation of the Commons Clause, which renders any previously open license no longer OSD-compliant.

I view these as challenges we need to meet, and illustrations as to why the the OSI is as important as ever. I am certain that the open source community will rise to the occasion.

It is thanks to your support, interest, and work that the OSI is able to continue our efforts to support software freedom by maintaining the canonical list of open source licenses, providing a home for new projects and community initiatives, and bringing attention to the necessity of open source in the future of computing.

The values that drive the OSI have had a demonstrable impact on the world, bringing new approaches to the ethical considerations facing everyone creating and interacting with computing technology and beyond. We see adoption of open source ideals not just in software, but in art, design, publishing, and science. Looking back on 20 years of open source ideology, we see twenty fruitful years of collaboration, contribution, and community that have spawned a philosophy of openness across fields of endeavor. Here's to 20 more years of open source!



Molly de Blanc,  
OSI President

## THANK YOU TO THE 2018 OSI BOARD OF DIRECTORS

VM Brasseur   Richard Fontana   Chris Lamb   Faidon Liambotis   Patrick Masson   Simon Phipps   Allison Randal   Josh Simmons   Carol Smith   Italo Vignoli



## WELCOME TO THE OSI's INCOMING 2019 BOARD DIRECTORS

The OSI Board elections are held annually in March. The eleven person Board is composed of Directors elected by OSI Individual Members (5) and Affiliate Members (5). The General Manager of the OSI also serves on the Board as a Director (ex officio). The 2019 elections saw 17 candidates running for four Individual Member seats, and 10 candidates running for two Affiliate seats.

Pam Chestek   Hong-Phuc Dang   Christine Hall   Elana Hashman



# THANK YOU FOR YOUR SUPPORT

**The Open Source Initiative is a non-profit corporation with global scope, formed to educate about and advocate for the benefits of open source and to build bridges among different constituencies in the open source community.**



Founded in 1998, the Open Source Initiative protects and promotes open source software, development, and communities; champions software freedom in society through education, collaboration, and infrastructure; stewards the Open Source Definition and; prevents abuse of the ideals and ethos inherent to the open source movement.

Open source is a development method for software that harnesses the power of distributed peer review and transparency of process. The promise of open source is higher quality, greater reliability, more flexibility, lower cost, and an end to predatory vendor lock-in.

One of our most important activities is as a standards body, maintaining the Open Source Definition for the good of the community. The Open Source Initiative Approved License trademark and program creates a nexus of trust around which developers, users, corporations, and governments can organize open source cooperation.

## COMMUNITY AND SCOPE

### Developers & End-Users

Independent developers working on open source projects

Developers working on open source software within corporations

Developers who work creating open source, both as part of their employment and on their own time

End-users seeking information on open source software & licenses

Members of the press

### Government Agencies, Education & Non-profits

Procurement and acquisition officers investigating and assessing feasibility of open source software

Department managers seeking best practices in development and community

IP portfolio managers seeking to release code under an open source license, or take in contributions

Business analysts seeking peers, use cases and case studies

### Corporations & Business

Companies with licensing questions and issues of stewardship

Project / Product managers in need of best practices, resources, information & knowledge sharing

Legal staff and contract managers using and maintaining open source software

HR and other administrative departments involved in transitioning to open source models

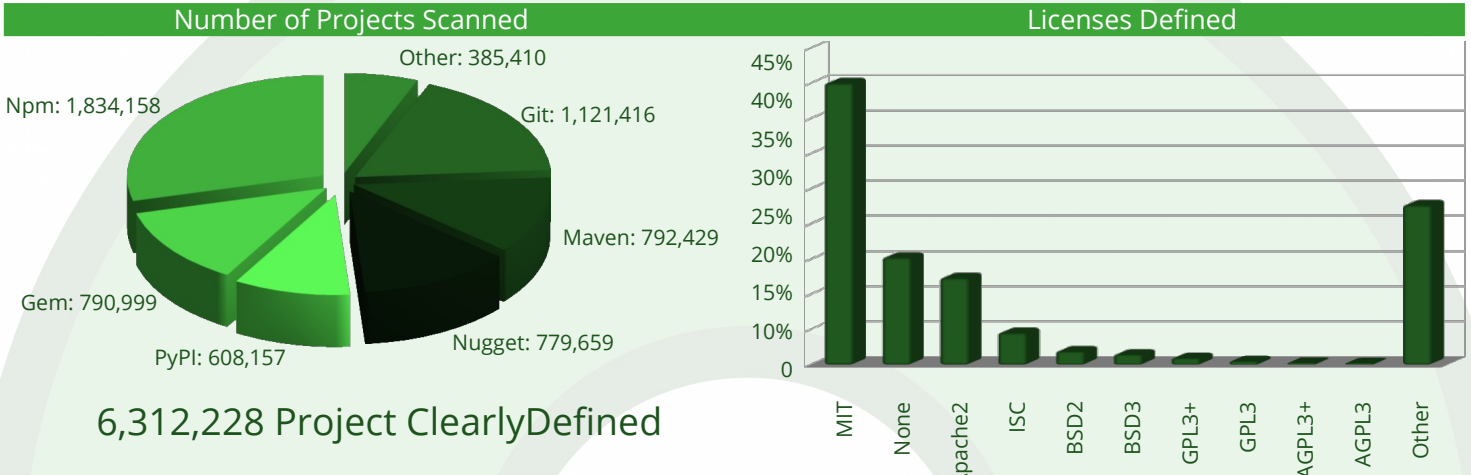
The Open Source Initiative is internationally recognized as the primary source for expertise on matters related to open source software, development, & standards

# QUICK FACTS: Working Groups & Incubator Projects

## Working Groups / Incubator Projects

### ClearlyDefined

OSI's Incubator Project, ClearlyDefined, helps Open Source Software thrive by being, well, clearly defined. Lack of clarity around licenses and security vulnerabilities reduces engagement—that means fewer users, fewer contributors, and a smaller community. ClearlyDefined harvests and curates key data about projects (source location, the license, and security issues) presented as "Definitions".



6,312,228 Project ClearlyDefined

### FLOSS Desktops for Kids

OSI Incubator Project providing resources to help schools, teachers, and kids learn about computer hardware, networks, and software by re-building surplus and discarded computers. Kids break-down and repair hardware components, install open source software including GNU/Linux, Libre Office, GIMP, etc. Once completed, the kids can take their computers home, "for keeps".

**388**

Children provided FLOSS computers through 2018



**11**

Active programs worldwide in 2018\*



**31%**

Percent increase in graduation rates of participants\*\*



\* All FLOSS Desktops for Kids resources are publicly available without registration, the actual number of adopting schools/programs may be greater.  
 \*\* Data from, "Urban Scholars Program for the Albany School District - Outcomes from 2013-2017", Dr.s M. McColgan & R. Colesante, Siena College

### Open Source and Standards

OSI's Open Source and Standards Working Group works with Standards Setting Organizations to ensure alignment with best practices in open source licensing, development and distribution, and produce reference resources to address gaps in understanding, support current practices, and increase the recognition of OSI approved licensing and the OSI License Review Process.

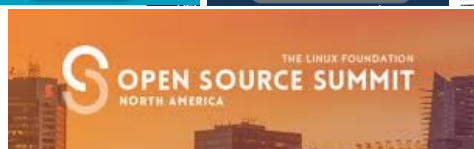
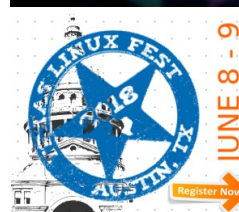
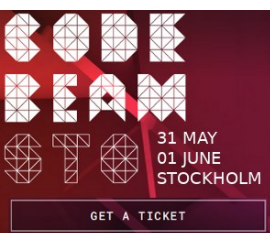
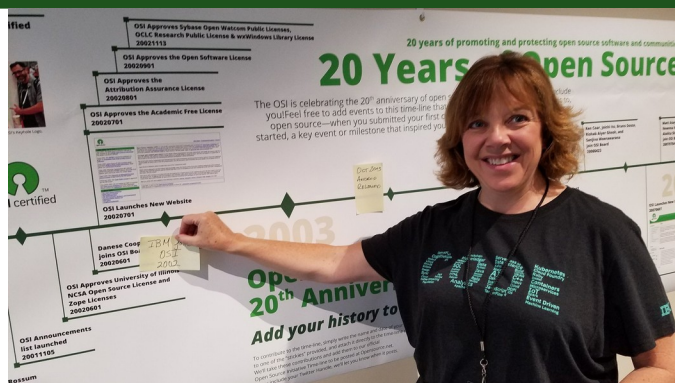
#### Sample Activities:

Joined ETSI, participated in open source committee meeting; EU JRC Open Source Report Steering Group member; Panel at the FSFE's Legal and Licensing Workshop; Contacted ATIS concerning use of "open source" label.



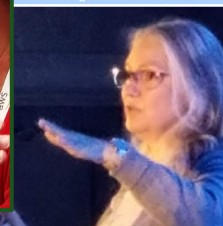
# COMMUNITY ENGAGEMENT: 20<sup>th</sup> Anniversary of Open Source

2018 marked the 20<sup>th</sup> anniversary of the Open Source Initiative and Open Source Software, providing a once in a lifetime opportunity to reach out across the globe to celebrate our shared successes, reflect on where we are today, and plan for the next twenty years. The OSI was fortunate to participate with open source advocates, developers, and communities in events around the world...



- | ACT- W, Austin, TX, USA | All Things Open, Raleigh, NC, USA | American International University West Africa, Serrekunda, The Gambia | Bicocca University Meetup, Milan, Italy | Campus Party, São Paulo, Brazil | Code Beam, Stockholm, Sweden | Community Leadership Summit, Portland, OR, USA | CopyleftConf, Brussels, Belgium | COSCON, Shenzhen, Guangdong, China | DinaCon, Bern, Switzerland | DrupalCon, Nashville, TN, USA | EclipseCon, Paris, France | FOSDEM, Brussels, Belgium | FOSS Backstage, Berlin, Germany | FOSSAsia, Singapore | Freenode Live, Bristol, UK | Japan OSS Promotion Forum, Tokyo, Japan | LIBOCON, Tirana, Albania | LibrePlanet, Boston, MA, USA | LinuxConfAu, Sydney, NSW, Australia | LinuxFest Northwest, Bellingham, WA, USA | Mindtrek, Tampere, Finland | MozFest, London, UK | New York Open Source Meetup, New York, NY, USA | OGGCamp, Sheffield, UK | Open Apero, Montreal, QC, Canada | Open Source Summit EU, Edinburgh, UK | Open Source Summit NA, Vancouver, BC, Canada | OpenExpo, Madrid, Spain | OpenWest Conference, Salt Lake City, UT, USA | OSCAL, Tirana, Albania | OSCON, Portland, OR, USA | OSI Meetup, San Francisco, CA, USA | OW2con, Paris, France | Paris Open Source Summit, Paris, France | ScaLE 16X, Pasadena, CA, USA | SeaGL, Seattle, WA, USA | SFSCON, South Tyrol, Italy | Software Association Liberty, Taiwan | Sustain Summit, London, UK | Tel Aviv Meetup, Tel Aviv-Yafo, Israel |

# COMMUNITY ENGAGEMENT: 20<sup>th</sup> Anniversary of Open Source



Current and former OSI Directors were involved in over 100 activities across 40 events worldwide:

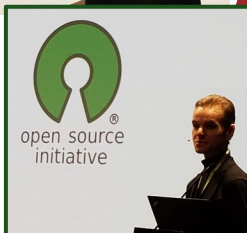
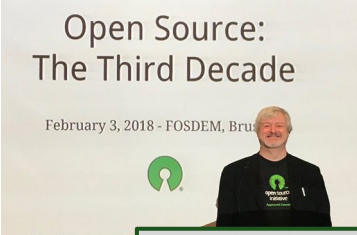
## Keynotes

**Opening and Closing Ceremonies**

**Talks, Panels, and Interviews**

**Booths and Interactive Timelines**

**Coffee Breaks and Cocktail Parties**



# COMMUNITY ENGAGEMENT: *"To Promote and Protect"*

*Throughout 2018 the Open Source Initiative made news—and was news—as we worked across open source software communities, among businesses, in education, and with governments.*

*With over 3,400 media contacts, our work to protect and promote open source software appeared in dozens of stories, in over thirty magazines.*



associations  
**HOW**

**BUSINESS INSIDER**

**CMS WIRE**

coindesk

computing

DataCenter Knowledge™

DEV CLASS

edscoop

EHR INTELLIGENCE

eWEEK

Finextra

Forbes

FORTUNE

GIZMODO

HACKADAY

I PROGRAMMER

## *In 2018 the Open Source Initiative...*

...published the "Affirmation of the Open Source Definition," with the support of over 40 foundations and corporations, affirming a commitment to the Open Source Definition, and acknowledging, "its importance to the development of the software on which we rely to operate our businesses and organizations," including a "pledge to guard and maintain the Open Source Definition and recognize the Open Source Initiative as the steward of the Open Source Definition."

...partnered with organizations working on the intersection of democracy and civil society, including, Access Info Europe (Spain), Fundacja ePanstwo (Poland), Netwerk Democratie (The Netherlands), Mehr Demokratie (Germany), Digidem Lab (Sweden), Danes je nov dan (Slovenia), Democratic Society (Belgium/Italy/UK), COSS Finland (Finland), Democratie Ouverte (France), NewDemocracy Foundation (Australia), and Deliberative Democracy Consortium (USA), to found the CONSUL DEMOCRACY Foundation, devoted to the development of citizen participation tools for open, transparent and democratic governments.

...joined the European Telecommunications Standards Institute, to further our work in and with the Open Source and Standards Working Group.

...served as a Steering Committee member for the Joint Research Centre of the European Commission's, "Interaction between Open Source Software and FRAND Licensing in Standardization."

...testified for the Internet Services Providers' Association during the United Kingdom's House of Commons', "Parliament & Internet Conference."

...promoted UNESCO and Inria's partnership with Softwareheritage.org, a worldwide initiative to create a universal library of computer source code.

...with OpenForum Europe, joined the SaveCodeshare.eu campaign, calling attention to the implications of Article 13 of the European Union's Copyright Directive threatening Free and Open Source Software.

...working with the Free Software Foundation Europe, joined the "Public Money Public Code" campaign to set Free and Open Source Software as the standard for publicly financed software in the European Union.

...joined the KDE Advisory Board.

...published, "International Authority & Recognition," a reference source citing the recognition and adoption of the Open Source Definition, and the OSI's status as a trusted authority within national and local governments, public policy, and other official documentation.



OSI's Simon Phipps speaking at the Joint ITU-NGMN Alliance workshop on Open Source and 5G, Seattle, WA, USA.

# COMMUNITY ENGAGEMENT: "To Promote and Protect"

Throughout 2018 the Open Source Initiative made news—and was news—as we worked across open source software communities, among businesses, in education, and with governments.

With over 3,400 media contacts, our work to protect and promote open source software appeared in dozens of stories, in over thirty magazines.

InformationWeek

iWeb

Jaxenter

LINUXINSIDER

LINUX JOURNAL

LWN.net News from the source

MarketWatch

MOTHERBOARD TECH BY VICE

Redmond MAGAZINE

SD Times SOFTWARE DEVELOPMENT

SPIEGEL

statescoop

TechCrunch

TechTarget

TechRepublic

The Register

ZDNet

## In 2018 the Open Source Initiative...

...consulted with, and advised, Los Angeles County (California, USA) and San Francisco County (California, USA) on open source licensing related to open source elections systems," including: California Association of Voting Officials, California Clean Money Campaign, Los Angeles County Registrar-Recorder / County Clerk, San Francisco City and County Department of Technology, San Francisco Elections Commission, and the San Francisco Local Agency Formation Commission.

...worked with over a dozen companies and organizations to address issues related to the misuse of the label "Open Source Software," and improper use of the OSI Keyhole Logo and other OSI trademarks, that could confuse users, interfere with development, and mislead collaborators as to the licensing status of the software, and the organization's development model.

...responded to 199 general inquiries from the public, another 120 questions specific to open source software licenses and licensing, and 24 requests for information on the use of OSI trademarks.

...working with Fortune Magazine, launched a four part series, "Open Source: Powering the Future," including topics on, "The Open Source Revolution is Here," "Open Source for Security and Scalability," "Open Source Democratizes Data to Drive AI Development" and, "Open Source Powers Innovation to Create Business Advantage."

...launched "ClearlyDefined," an OSI Incubator Project focused on clarifying data about open source components—the license, source location, and attribution parties—to help everyone know what their obligations are and feel more confident in meeting them, and ultimately using and contributing to open source software.



# COMMUNITY ENGAGEMENT: "To Promote and Protect"

## Handshake's \$200K Pledge Extends Reach of Open Source Initiative



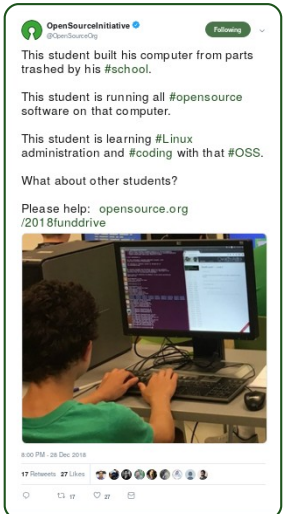
The Open Source Initiative® (OSI) is thrilled to announce the largest single donation in organizational history, a \$200,000 contribution from Handshake, Inc. to support the annual maintenance that builds in security, openness, and reliability from the start. Handshake's work—as a community-oriented organization, and the open technology solutions it will provide to a wide array of public interest concerns, where critical infrastructure is owned by the open source developers who build and sustain it.

## Happy Anniversary—The Next 20 Years of Open Source Begins



Open Source Software—yes, we did coin the term (think *Clash of Titans*) and started the movement—its software that can be freely used, changed, and shared in modified or unmodified form by anyone.

**The OSI's website enjoys 200,000 unique visitors and 450,000 page views per month, with the OSI blog drawing over 189,000 views in 2018.**



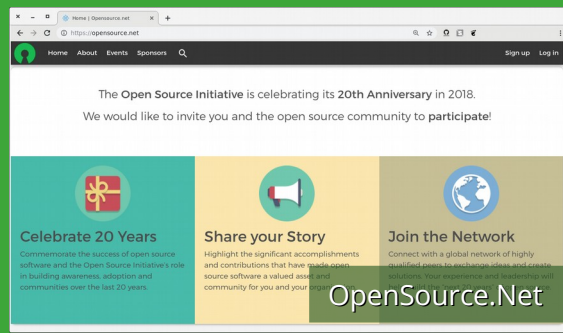
**@opensourceorg, the OSI's Twitter account, currently has over 35,000 followers, resulting in over 7.1M impressions, 8,000 link clicks, 6,000 retweets, and 10,000 likes.**

## In 2018 the Open Source Initiative...

...launched OpenSource.Net, a platform for the open source software community to share successes, find/provide mentorship, foster collaboration, and showcase authentic practices.

...initiated quarterly Affiliate Member calls to collaborate around shared interests in support of open source software and the communities that create it.

...completed our annual fundraiser, with 2018 proceeds supporting the OSI's FLOSS Desktops for Kids Incubator Project. Including a generous donation of \$1,000 from GNOME, the event raised over \$5,000 to help provide under-served school children access to GNU/Linux computers and open source software applications.



FLOSS Desktops at Siena College

...presented on various topics related to open source software, development, and business models to institutions of higher education, including: Brandeis University, Hunter College, Milano Bicocca University, New York University, Rensselaer Polytechnic Institute, Siena College, and The State University of New York at Albany, School of Business.

...supported academic research on the development and use of open source software, including:

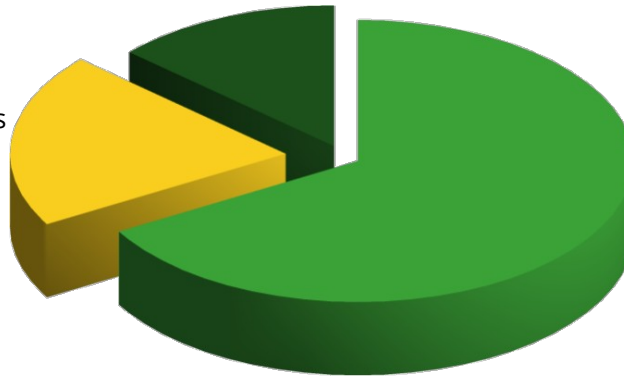
- "Knowledge Sharing in Ambiguous Circumstances," College of Business, Eastern Michigan University.
- SUDO: SUSTainable Digitalisation through strategic involvement with Open source projects implementing IT standards in different domains," Software Systems Research Group, University of Skövde
- "The COConstructive COst MOdel II," Center for Systems and Software Engineering, The University of Southern California.
- "Understanding the Usage, Impact, and Adoption of Non-OSI Approved Licenses," Department of Computer Science, Federal University of Technology – Paraná and University of Pará.
- "Characteristics driving high user engagement with open source code," Harvard Kennedy School of Business.

# COMMUNITY ENGAGEMENT: Individual & Affiliate Membership



## Individuals

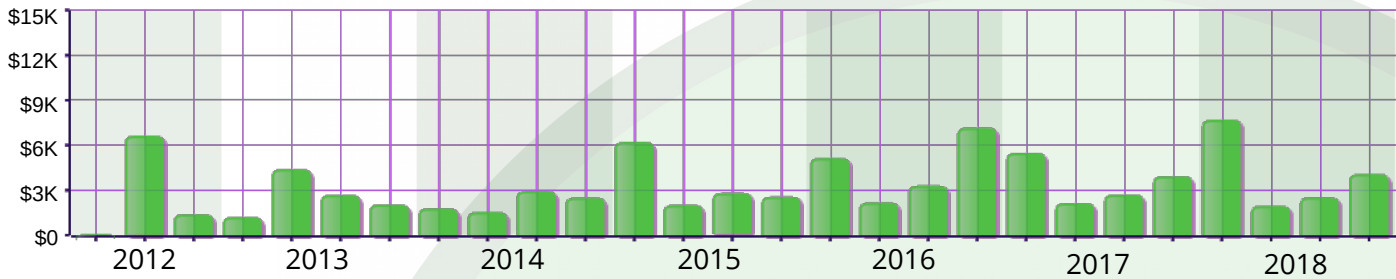
- Current Members
- Contributors
- Collaborators



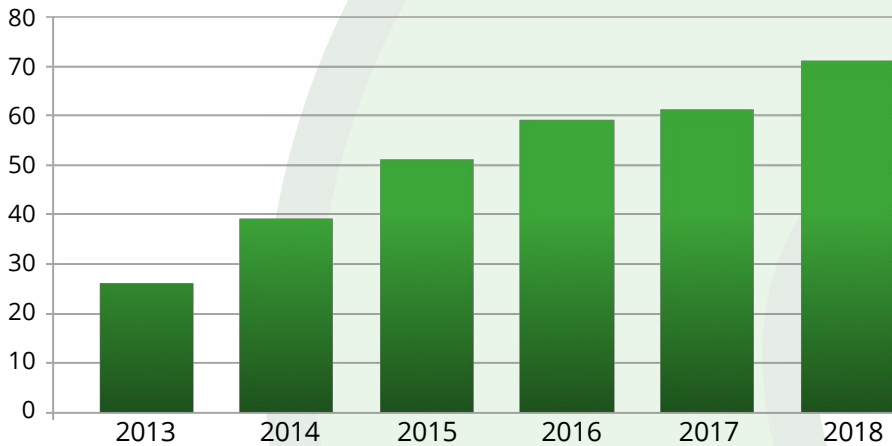
The OSI community is comprised of “current members” (473), those with an active student, complementary or paid membership; “contributors” (709), those who have made a financial donation; and “collaborators” (2,363), those who have provided the OSI with in-kind assistance.



## Quarterly Individual Contributions: 2013 – 2019 (2018: \$13,840)



## Affiliates



Launched in 2012, the OSI Affiliate Program allows non-profit, not-for-profit organizations, and community/user groups to become OSI members. Affiliate membership is an ideal way for open source advocates and the communities that enable them to support the mission of the OSI, and contribute to the continued awareness and adoption of open source software. OSI Affiliate Membership currently stands at 71.



# COMMUNITY ENGAGEMENT: Affiliate Membership



| ADBM Foundation | Apereo Foundation | American International University West Africa (AIUWA), The Gambia, College of Management and Information Technology | Association Francophone des Utilisateurs de Logiciels Libres | Associazione LibrelItalia | BigBlueButton | Brandeis University | Breathing Games | CENATIC | California Association of Voting Officials | Creative Commons | Darbar Group Of Institutes | Debian | DemocracyLab | The Document Foundation | Drupal Association | Eclipse Foundation | FreeBSD Foundation | Friends of OpenDocument | inBloom | Indiana University | Internet Systems Consortium | Joomla (Open Source Matters, Inc.) | Journal of Open Source Software (JOSS) | Kaiyuanshe | KDE eV | Linux Australia | Linuxfest Northwest | Linux Foundation | Linux Fund | Linux Professional Institute | MariaDB Foundation | Marist College | Mautic | Mifos | Mozilla Foundation | New Zealand Open Source Society | Odo Community Association | Open edX | Open Information Security Foundation (OISF) | Open Research Institute | Open Source Design | Open Source Electronic Health Record Alliance | Open Source Hong Kong | Open Source Software Institute | Open Source Sweden | OpenHatch | OpenMRS | OpenProject | OpenStreetMap Foundation | Outercurve Foundation | OW2 | Perl Foundation | Plone Foundation | Powering Potential | Puerto Rico Python Interest Group | Python Software Foundation | Rensselaer Center for Open Source (RCOS) | Sahana Software Foundation | Snowdrift.coop | Software Freedom Conservancy | Software Liberty Association of Taiwan | SOUJava | sysarmy (SysAdmin Argentinian Community) | Tiki Software Community Association | TODO Group | TYPO3 | University of Southern Queensland | Wikimedia Foundation | Wikiotics | WordPress | Xerte Project |

# GOVERNANCE & OPERATIONS

**Board Elections:** The 2018 Board election included twelve candidates for two Individual Member seats, and five candidates for two Affiliate Member seats. VM Brasseur and Josh Simmons were elected to fill the Individual Member seats, while Chris Lamb (nominated by Debian) and Faidon Liambotis (nominated by Wikimedia Foundation), filled the open Affiliate Member seats. We would also like to thank exiting Board Directors Deb Bryant, Mike Milinkovich, and Paul Tagliomonte for their service on the Board, and continued support of open source software.

**Standing Committee:** The OSI added a new officer to the Board, Vice President, and created a Standing Committee composed of the President, Vice President, Treasurer/CFO, Secretary and General Manager. The Standing Committee will act on behalf of the Board on time-sensitive issues, and provide the General Manager with input on topics not requiring board votes.

**Advocacy Circle:** The OSI Advocate Circle is open to all of those who stood as a candidate in an OSI Board election. If you are interested in joining the Advocate Circle please contact the OSI directly via the OSI's contact form. Advocate Circle members work with the OSI Board of Directors to support the strategic direction and goals of the OSI and grow the OSI general membership and constituencies in the open source community, as well as participate when available at open source meetings/conferences in support of the OSI.

**Infrastructure:** The OSI continued its transition from internally managed, in-kind/volunteer support, to contracted services. This included migrations of Drupal (OSI website), CiviCRM (constituent relationship management), and Mailman (OSI mailing lists, e.g. License-Discuss and License-Review). The OSI also completed work on our Member Portal, providing the OSI community access to their membership information, donations, member benefits, and also provides opportunities to discover and join various OSI supported communities.



OSI Board of Directors, Spring 2018 Board Meeting  
The 2018 Board meet in San Francisco, CA for one of two annual face to face meetings: (top row) Faidon Liambotis, Chris Lamb, Simon Phipps, Allison Randal, Molly de Blanc, Patrick Masson, (bottom row) Josh Simmons, VM Brasseur, Carol Smith, Italo Vignoli, Richard Fontana.

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**Open Source Initiative**  
Guaranteeing the "our" in source.

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### User Profile

View Edit Webform Results Track CiviCRM

View your donation history, membership status, and subscription management on the [contact dashboard](#) page.

Contact Information

**First Name**  
Patrick

**Last Name**  
Masson

**Job Title**  
General Manager

**Street Address**  
Open Source Initiative

**City**  
Loudonville

**Country**  
United States

The OSI has a new Member Portal.  
If you haven't signed up yet, do so today by visiting, <https://opensource.org/user/>



Critical to the success of the Open Source Software over the past twenty years, has been the role of the OSI as steward of the Open Source Definition, guaranteeing software freedom. One way this is achieved is by protecting the OSI brand and marks, assuring the community that any software carrying the OSI logo, is indeed distributed with an approved, OSD compliant, license. In 2018 the OSI secured continued trademark protection in Australia, Benelux, China, Hong Kong, India, Korea, Taiwan, The United States of America, and several other jurisdictions.

# GOVERNANCE & OPERATIONS

## New OSI Staff

Since its inception, the OSI has relied on the heroic efforts of Board Directors and volunteers to manage day-to-day operations. While a General Manager was hired in 2013, the organization still relied on the good will—and available time—of many unsung heroes within the OSI community. In 2018 the OSI extended its commitment to ensure long-term stability and continuity through dedicated and contracted services.



Lukas Atkinson began working with the OSI in 2018, supporting the License Review Process by providing monthly summaries, and reporting on issues under discussion on the License-Discuss and License-Review mailing lists. Lukas is currently studying Computer Science in Frankfurt, Germany with interests including privacy and data protection, open source culture, and licensing.

Phyllis Dobbs joined the OSI as part-time Controller in January, 2018, a position she also holds with the Python Software Foundation. Previously, Phyllis was CFO of Shimer College and Controller for McGraw-Hill Higher Education. Beyond her accounting work Phyllis is a Trustee with the Cook Memorial Public Library, volunteers annually with the IRS/AARP tax program, and is a clarinetist with her hometown band, in Libertyville, Illinois.



Jessica Iavarone joined the OSI as Operations Assistant, supporting day-to-day activities, as well as various communications efforts including, social media, mailing lists, blog posts, and press releases. Jessica graduated in 2017 from the University at Albany with a BA in Communications and Marketing. Jessica is also the Social Media Coordinator for the Northeast Kidney Foundation.

Nick Vidal lives in Porto Alegre, Brazil and is active in a variety of open source projects and communities including, Drupal, the Open Invention Network, and Startup Libre. As Development Director, Nick's focus is to identify and implement fund-raising strategies in line with the OSI mission and open source ethos, to raise vital funds for the continued success and growth of the OSI.



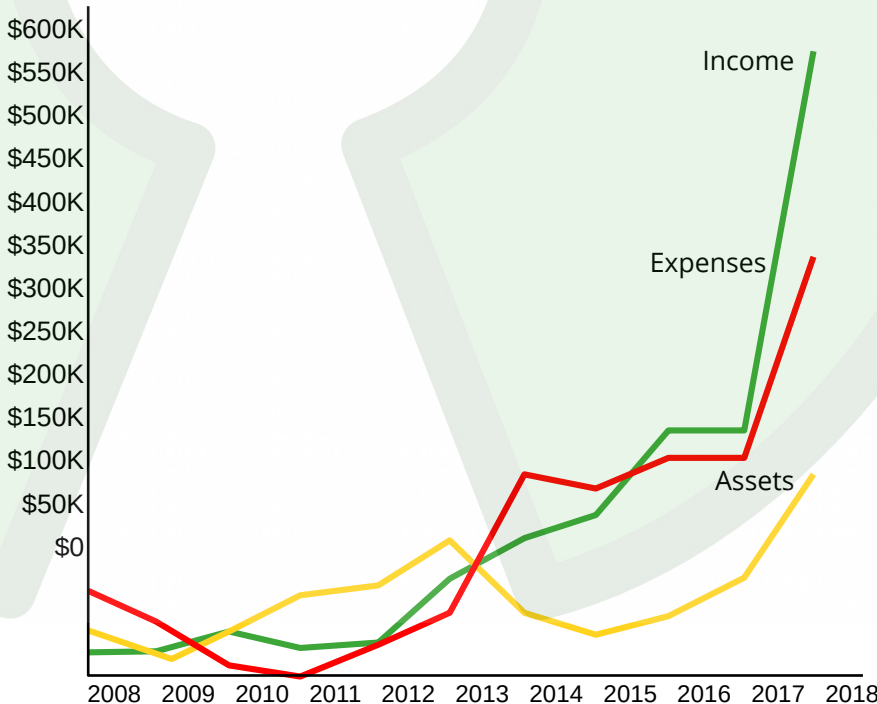
## Migration to Managed Services

In line with our efforts to formalize dedicated roles to support OSI operations, throughout 2018 the organization worked to migrate away from in-kind and one-off support services and infrastructure to contracted support for critical business tools including, email, mailing lists, constituent relationship management, to name a few.

## Flow of Funds: Profit & Loss 2008 - 2018

*The OSI's fund-raising efforts were boosted in 2018 with several new organizations contributing to our 20<sup>th</sup> Anniversary celebration, funding for ClearlyDefined, and most significantly, a one time donation of \$200,000 from Handshake.*

**Total revenue equaled \$578,945. With \$381,414 in expenses, the organization was left with a healthy, end-of-year balance of \$197,597**



## Join Us Online

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 spreadshirt.com/

*The OSI community is active across a variety of platforms and communities, won't you join us?*



*The OSI would like to thank all of our generous sponsors and supporters who have graciously donated their technology, time, and resources to keep our infrastructure running throughout 2016.*

The OSI would like to thank our generous 2018 Sponsors and Supporters for their support of our mission and our work to promote and protect Open Source Software.



## Premium Sponsors



## Sponsors

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# SPONSORSHIP OPPORTUNITIES

## The Open Source Initiative (OSI)

California 501(c)3 non-profit raising awareness and adoption of Open Source Software through advocacy, education and building bridges between communities.

Pragmatic community-driven organization at the intersection of development, business, and open source.

Steward of the Open Source Definition, globally recognized body for approving Open Source Software licenses.

## Sponsorship Goals

Highlight corporate use of, and participation in, Open Source Software as vital to overall success.

Provide open and transparent mechanism for corporations to show support for Open Source Software, its development, approved licenses and licensing process, and the general activities of the OSI.

Increase diversity of stakeholders and viewpoints within the OSI & among the Open Source Software community.

Raise funds for day-to-day operations and the delivery of the OSI mission.

## Use of Funds

Continue OSI's core activities of education, advocacy, and community building in order to promote and protect Open Source Software, and of course, steward the internationally recognized License Review Process to certify Open Source Software licenses. Mature as a sustainable organization ensuring operational constancy and program continuity. Maintain a (small) professional staff.

## Support

Corporate support consists of annual donations. Contribution amounts are determined by annual revenue, or the annual budget of the sponsoring business unit making the contribution on behalf of the corporation.

Proportional sponsorship tiers (see below), based on corporate revenue, ensures OSI Premium Sponsorship is affordable for any size company, allowing each to show their support of open source and the OSI's mission.

Corporations donating at the suggested amount (based on annual revenue/budget) are recognized as "Premium Sponsors". Corporations donating less than the suggested amount are recognized as "Sponsors".

The OSI seeks diverse corporate sponsorship, recognizing equally all contributors, despite corporate size/revenue.

## Recognition

The OSI recognizes the donations and support of our Corporate Sponsors through acknowledgments in all OSI events (conferences meet-ups, etc.), communications (mailing lists, newsletters, social media, etc.) and publications (brochures, reports, social media, websites, etc.). The OSI also offers opportunities to engage with the OSI membership and community through dedicated promotional activities. Please ask for more information is available.

Annual Corporate Revenue / Business Unit Budget	Annual Dues
Greater than \$10 billion...	\$100,000
Greater than \$1 billion, but less than or equal to \$10 billion	\$50,000
Greater than \$250 million, but less than or equal to \$1 billion	\$20,000
Greater than \$100 million, but less than or equal to \$250 million	\$10,000
Greater than \$10 million, but less than or equal to \$50 million	\$7,500
Greater than \$5 million, but less than or equal to \$10 million	\$5,000
Greater than \$1 million, but less than or equal to \$5 million	\$2,500
Less than \$1 million	\$1,000

For more information: Patrick Masson ([masson@opensource.org](mailto:masson@opensource.org)),

855 El Camino Real, Ste 13A, #270 Palo Alto, CA 94301 USA | (415) 857-5398

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# Affirmation of the Open Source Definition

In 1799 the kilogram was defined as the mass of a litre of water. In 1889, metal cylinders of the precise identical mass were created as reference objects.

In the hundreds of years since, the physical nature of the metal caused those cylinders no longer to reflect the identical mass as defined. In order to ensure the integrity of a vital unit of measurement, the kilogram was redefined as the same mass but simply expressed in terms of fundamental and invariable physical constants.

Without this single, standard definition of this or other fundamental units, commerce as we know it would not be possible. There is no trust in a world where anyone can invent their own definition for units, items, and concepts on which others rely, and without trust there is no community, no collaboration, and no cultural or technological development.

In exactly the same way, the term "open source software" was coined in 1998 as software that provides a set of precise freedoms and benefits, including but not limited to the freedoms to run, study, redistribute, and improve the software on which you rely. These benefits are codified in the Open Source Definition (OSD), which is based on the Debian Free Software Guidelines. The Open Source Initiative, its members, affiliates, and sponsors, promote and protect this fundamental definition through software license review and approval.

Without this single, standard definition of "open source," software development as we know it would not be possible. There is no trust in a world where anyone can invent their own definition for open source, and without trust there is no community, no collaboration, and no innovation.

Recently there have been efforts to undermine the integrity of open source by claiming there is no need for a single, authoritative definition. These efforts are motivated by the interests of a few rather than the benefit of all, and are at odds with the principles that have so demonstratively served us well in the past decades. If allowed to continue, these efforts will erode the trust of both users and contributors, and hinder the innovation that is enabled by open source software, just as surely as having multiple definitions of a kilogram would erode and undermine commerce.

We, the undersigned, affirm our commitment to the Open Source Definition. We acknowledge its importance to the development of the software on which we rely to operate our businesses and organizations. We pledge to guard and maintain the Open Source Definition and we recognize the Open Source Initiative as the steward of the Open Source Definition.

Open Source Initiative, Board of Directors

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Cut out... sign... scan... and, email to [president@opensource.org](mailto:president@opensource.org)