CELEBRATING 20 YEARS OF SUCCESS

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 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!
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**

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<tr>
<th>Developers &amp; End-Users</th>
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<td>Developers working on open source software within corporations</td>
<td>Department managers seeking best practices in development and community</td>
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<td>Developers who work creating open source, both as part of their employment and on their own time</td>
<td>IP portfolio managers seeking to release code under an open source license, or take in contributions</td>
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<td>End-users seeking information on open source software &amp; licenses</td>
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<td>HR and other administrative departments involved in transitioning to open source models</td>
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<td>Members of the press</td>
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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”.

![Pie chart showing the distribution of projects by repository and the number of licenses defined.]

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.
2018 marked the 20th 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...
COMMUNITY ENGAGEMENT: 20th 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
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.

COMMUNITY ENGAGEMENT: “To Promote and Protect”

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.
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.

In 2018 the Open Source Initiative...

...consulted with, and advised, Los Angeles Country (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.


...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”

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.

...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:

- SUDO: SUstainable Digitalisation through strategic involvement with Open source projects implementing IT standards in different domains,” Software Systems Research Group, University of Skövde.
- “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.

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.
COMMUNITY ENGAGEMENT: Individual & Affiliate Membership

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.


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
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.

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 caring 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 20th Anniversary celebration, funding for ClearlyDefined, and most significantly, a one time donation of $200,000 from Handshake.

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

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

- Deciso
- Engineering Group
- Hipper.com
- Linux Foundation
- Linux Fund
- Mozilla Foundation
- SerenataFlowers.com
- Twitter
- Warwick Gaming

**Sponsors**

- Blindside Networks
- DLA Piper
- gandi.net
- Github
- Hewlett-Packard
- MeshedInsights.Com
- Microsoft
- O'Reilly
- TIAGA
- XWiki

**Supporters**

- Blindside Networks
- DLA Piper
- gandi.net
- Github
- Hewlett-Packard
- MeshedInsights.Com
- Microsoft
- O'Reilly
- TIAGA
- XWiki
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.

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<tr>
<th>Annual Corporate Revenue / Business Unit Budget</th>
<th>Annual Dues</th>
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<tr>
<td>Greater than $10 billion...</td>
<td>$100,000</td>
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<td>Greater than $1 billion, but less than or equal to $10 billion</td>
<td>$50,000</td>
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<td>Greater than $250 million, but less than or equal to $1 billion</td>
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<td>Greater than $100 million, but less than or equal to $250 million</td>
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<td>Greater than $10 million, but less than or equal to $50 million</td>
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<td>Greater than $5 million, but less than or equal to $10 million</td>
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<td>Greater than $1 million, but less than or equal to $5 million</td>
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<td>Less than $1 million</td>
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For more information:  Patrick Masson (masson@opensource.org), 855 El Camino Real, Ste 13A, #270 Palo Alto, CA 94301 USA  |  (415) 857-5398

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In 1998 the term "open source software" was coined 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

Amazon Web Services
American International University West Africa, The Gambia
Aperoo Foundation
Association Francophone des Utilisateurs de Logiciels Libres
Associazione Libreltalia
BigBlueButton, Inc.
California Association of Voting Officials
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DemocracyLab
Drupal Association
Eclipse Foundation
Fedora Project
Journal of Open Source Software
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Mozilla Foundation
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Open Source Matters, Inc. (Joomla)
Open Source Hong Kong
Open Source Sweden
OpenProject GmbH
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OW2 Consortium
Plone Foundation
Powering Potential
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Python Software Foundation
Rensselaer Center for Open Source
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Tiki Wiki CMS Groupware
TYPO3 Association
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Cut out... sign... scan... and, email to president@opensource.org

Your organization here: