

10 Years Of Open Source Funding

A Deep Dive Into Corporate Sponsorship Funding Trends, 2014-2023

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Hi. I'm Duane O'Brien.

I build and advise OSPOs.

I think a lot about Sustainability.

I focus primarily on Funding.

Open Source Collective Board.

NSI Visiting Technologist Fellow.

Disclaimers

I don't speak for any company, foundation, sponsor, sponsee, or entity.

I am not an Artist.

I am not a Dataist.

I am not a Scientist.

I am not an Economist.

The data presented is publicly available and verifiable.

If it's wrong, help me correct it.



Background

← ALL PROJECTS

Fostering Open Collaboration

Will cross-company visibility into shared free and open source dependencies lead to cross-company collaboration and efforts to sustain shared dependencies?

Organizations that contribute to their free and open source dependencies often do so in isolation, looking only at their own dependencies and how important they are to the organization. By executing a common dependency analysis framework, organizations can easily share dependency information with consistency, opening up

What Are We Doing

Context

Companies of all sizes engage in sponsorship of free and open source foundations, events, projects, and programs.

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Problem

There is no cross-company, cross-sponsee visibility into sponsorship trends.

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Problem

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Question

How have sponsorship dollars flowed into the ecosystem over the past ten years?

Why We Are Doing It

Visibility

We want to provide an expanded view of sponsorship trends for sponsees and funders.

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Coordination

We want sponsors and funders to coordinate effectively and direct dollars toward under-funded sponsees.

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Visibility

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Coordination

We want sponsors and funders to coordinate effectively and direct dollars toward under-funded sponsees.

Accountability

We want to enable a conversation about corporate sponsorships, corporate earnings, and the needs of the free and open source software ecosystem.

Methodology

How Are We Doing It

Identify Sponsee

Primary focus has been on non-profit organizations, but we are looking at events, programs, and projects as well.

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Analyze Archives

We collect sponsorship prospectuses and historical sponsor pages using the Wayback Machine. We use the first viable archive dated after July 1 for each year from 2014-2023.

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Include Budget Data

We collect public information from crunchbase, SEC filings, and foundation 990s.

main 1 Branch 0 Tags

Go to file Code

About

A collection of publicly available prospectuses for Free and Open Source Foundations, Events, and Projects

hacktoberfest

- Readme
Activity
Custom properties
4 stars
2 watching
2 forks

Report repository

Contributors 2

- DuaneOBrien Duane O'Brien
IngridGdesigns Ingrid G.

DuaneOBrien Merge pull request #149 from DuaneOBrien/2023E... f55c81d · 4 months ago 93 Commits

Table with 3 columns: Year (2005-2016), Description (e.g., 'add 18 years of SCaLE'), and Date (5 months ago).

6.89 MB



Platinum Sponsor

Package price: \$13,000

The Platinum Sponsorship package allows your organization to participate in high profile marketing opportunities at the Southern California Linux Expo.

Exhibits

- 30' by 10' booth with premium placement in the Exhibition Hall.
- (3) 8' draped tables will be provided for tabletop displays.
- Pop-up booths are permitted.
- 8' high draped wall for placement of banners and marketing material.
- (3) 500W electrical outlets.
- High speed internet access.
- Lead retrieval system for opt-in attendee lists.
- (12) complimentary full access conference passes.

Online Advertisement

Your organization's logo and link on online sponsors listing.



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Home

SCALE 21x

Submitted by [SCALE Team](#) on Tue, 2023-07-18 14:49

SCaLE 21x – the 21st Annual Southern California Linux Expo – will take place on **March 14-17, 2024 at the Pasadena Convention Center** in Pasadena, CA.

SCaLE is the largest community-run open-source and free software conference in North America. It is held annually in the greater Los Angeles area.

Volunteer! Interested in helping to plan and/or to volunteer for SCALE 21x? [Get in touch](#) by either filling out this [form](#) or sending us an [email](#).

Attend! [Register](#) to attend the conference. Expo is open Friday - Sunday. Talks and workshops are Thursday - Sunday.

Sponsor! Sponsorship and exhibitor opportunities are available for commercial and non-profit exhibitors. [Email us](#) for details.

Stay! Discounted rooms are available at the [Hyatt Place Pasadena](#) and [Hilton Pasadena](#)

[Read more](#)

Platinum Sponsors



GitHub

Gold Sponsors



PERFORCE





(WIP) FOCUSED - Historical Sponsorship Analysis - SCaLE



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1	SCaLE Budget 2014-2023		\$1,782,900	Actual (20x)		Actual (19x)				Actual (18x)		Actual (17x)
2		#	TOTAL	2023	\$318,500	2022	\$235,500	2021 SKIPPED		2020	\$195,000	2019
3	Microsoft Corporation	5	\$43,000	None	\$0	None	\$0			Platinum	\$12,000	Platinum
4	Facebook	7	\$41,000	Gold	\$6,000	Gold	\$6,000			Gold	\$6,000	Gold
5	Red Hat, Inc.	8	\$38,000	Gold	\$6,000	Gold	\$6,000			Gold	\$6,000	Gold
6	CNCF	5	\$36,500	Platinum	\$12,500	Gold	\$6,000			Gold	\$6,000	Gold
7	Datadog, Inc	9	\$33,000	Silver	\$3,500	Silver	\$3,500			Silver	\$3,000	Silver
8	Hewlett Packard Enterprise Develop	4	\$33,000	None	\$0	None	\$0			None	\$0	None
9	MySQL	8	\$31,000	Silver	\$3,500	Silver	\$3,500			Silver	\$3,000	Gold
10	media temple (mt)	5	\$30,500	None	\$0	None	\$0			None	\$0	None
11	IBM	3	\$28,000	None	\$0	None	\$0			None	\$0	Diamond
12	Walt Disney Company	5	\$26,000	None	\$0	None	\$0			Gold	\$6,000	Gold
13	Google LLC	5	\$23,000	Platinum	\$12,500	None	\$0			None	\$0	Special E...
14	SUSE LLC	5	\$22,500	Platinum	\$12,500	Silver	\$3,500			None	\$0	None
15	Linode	7	\$21,500	Silver	\$3,500	Silver	\$3,500			Silver	\$3,000	Silver
16	Elasticsearch, Inc.	5	\$21,000	Gold	\$6,000	None	\$0			Silver	\$3,000	Gold
17	Private Internet Access	1	\$20,000	Silver	\$3,500	None	\$0			None	\$0	None
18	Percona	6	\$19,000	Registration	\$6,000	Silver	\$3,500			Silver	\$3,000	None
19	Amazon Web Services, Inc.	2	\$18,000	Reception	\$6,000	Platinum	\$12,000			Gold	\$6,000	None
20	Chef	5	\$18,000	Special Event	\$6,000	None	\$0			None	\$0	Gold
21	Mattermost, Inc.	2	\$18,000	Speaker Track	\$6,000	Platinum	\$12,000			None	\$0	None
22	Ubuntu	1	\$18,000		\$6,000	Silver	\$3,500			None	\$0	None

- Platinum
- Gold
- Silver
- Registration
- Reception
- Special Event
- Speaker Track



Subjects

What Have We Looked At So Far

Foundations

- Apache Software Foundation (ASF)
- Linux Foundation (LF)
- NumFOCUS
- Open Source Initiative (OSI)
- Python Software Foundation (PSF)
- Software Freedom Conservancy (SFC)

What Have We Looked At So Far

Events

- All Things Open
- Open Source Summit North America
- SCaLE
- SeaGL

What Have We Looked At So Far

Projects / Initiatives

- Outreachy

Caveats





The background is a solid pink color. In the top right corner, there is a decorative graphic consisting of several overlapping geometric shapes: a dark pink square, a medium pink square, and a light pink square, all partially cut off by the edge of the frame.

Every Subject Is Weird

501(c)(3) !== 501(c)(6)

990s Lag By 2 Years



Some Extrapolation / WIP

Individual Results



Apache Software Foundation

Sponsorship Levels

2023

Platinum	\$125,000
Gold	\$50,000
Silver	\$25,000
Bronze	\$6,000

Numbers Summary

2014-2023

10 Year Est. Sponsors Revenue:

\$16,949,000

2014-2021 990s Reported Revenue:

\$14,486,732

2023 Analysis:

\$2,119,000

Top 10 Sponsors

2014-2023

Facebook
Google LLC
Microsoft Corporation
Cloudera, Inc.
Pineapple Fund
Yahoo
Amazon Web Services, Inc.
Huawei Technologies Co., Ltd
Comcast
LeaseWeb



FOCUSED - Historical Sponsorship Analysis - ASF

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A1 | ASF Budget 2014-2023

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1	ASF Budget 2014-2023		\$14,486,732	Actual		Actual		Actual	\$1,765,183	Actual	\$2,101,646	A
2		#	\$16,949,000	2023	\$2,119,000	2022	\$2,001,000	2021	\$2,005,000	2020	\$1,912,000	2
3	Facebook	10	\$1,150,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinu
4	Google LLC	10	\$1,150,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinu
5	Microsoft Corporation	9	\$1,025,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	None	\$0	Platinu
6	Cloudera, Inc.	10	\$865,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Platinum	\$125,000	Platinu
7	Pineapple Fund	6	\$750,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinu
8	Yahoo	6	\$650,000	Platinum	\$125,000	Platinum	\$125,000	None	\$0	None	\$0	None
9	Amazon Web Services, Inc.	5	\$625,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinu
10	Huawei Technologies Co., Ltd	10	\$625,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Gold	\$50,000	Gold
11	Comcast Cable Communicati	9	\$585,000	None	\$0	Silver	\$25,000	Silver	\$25,000	Platinum	\$125,000	Platinu
12	LeaseWeb	5	\$575,000	None	\$0	None	\$0	None	\$0	Platinum	\$125,000	Platinu
13	Tencent Holdings Limited	4	\$500,000	None	\$0	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinu
14	Verizon Corporate Services	4	\$500,000	None	\$0	None	\$0	Platinum	\$125,000	Platinum	\$125,000	Platinu
15	IBM	10	\$460,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold
16	Bloomberg Finance L.P.	9	\$420,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold
17	Pivotal	5	\$370,000	None	\$0	None	\$0	None	\$0	None	\$0	None
18	Anonymous	6	\$300,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold
19	Union Investment	6	\$275,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold
20	Indeed, Inc.	5	\$250,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	None	\$0	Gold
21	VMWare	2	\$250,000	Platinum	\$125,000	Platinum	\$125,000	None	\$0	None	\$0	None
22	Workday	5	\$250,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold



Annual Sponsors

Sponsorship Levels





FOCUSED - Historical Sponsorship Analysis - ASF

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1	<u>2023</u>		<u>2022</u>		<u>2021</u>		<u>2020</u>		<u>2019</u>		<u>2018</u>
2	Name	Level	Name	Level	Name	Level	Name	Level	Name	Level	Name
3	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinum	\$125,000	Platinum
4	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold	\$50,000	Gold
5	Silver	\$25,000	Silver	\$25,000	Silver	\$25,000	Silver	\$25,000	Silver	\$25,000	Silver
6	Bronze	\$6,000	Bronze	\$6,000	Bronze	\$6,000	Bronze	\$6,000	Bronze	\$6,000	Bronze
7	None	\$0	None	\$0	None	\$0	None	\$0	None	\$0	None
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What Makes This One Weird

THE APACHE® SOFTWARE FOUNDATION RECEIVES BITCOIN DONATION FROM PINEAPPLE FUND VALUED AT \$1M

Posted by [Sally](#) [January 18, 2018](#) [Press Releases](#)

Charitable donation helps underwrite the world's largest Open Source foundation, benefiting billions of users with Apache's freely-available Open Source community-driven software.

Forest Hill, MD — 18 January 2018— The Apache® Software Foundation (ASF), the all-volunteer developers, stewards, and incubators of more than 350 Open Source projects and initiatives, announced today that it has received a 88.34 Bitcoin (BTC) donation from the Pineapple Fund, valued at \$1M at the time of the donation.

"Cryptocurrency is a fascinating way to support the ASF," said Kevin A. McGrail, ASF Vice President of Fundraising. "We look forward to using Pineapple Fund's donation to enhance our mission to provide Open Source software that is intrinsic to computing, from Web servers to smartphones to Cloud computing to the next evolutionary technology."

The Pineapple Fund is a project donating 5500 BTC (~\$86M) to various charities around the world, with the goal of making "bold and smart bets that will impact everyone in our world". <https://pineapplefund.org/>

In addition to the Pineapple Fund's charitable donation, the ASF receives financial support from corporate sponsors and individual donors. These essential funds help the ASF ensure that Apache software projects continue to be available to users around the world at absolutely no cost.

As a United States private, 501(c)(3) not-for-profit charitable organization, the ASF is funded through tax-deductible contributions from corporations, foundations, and private individuals. Their collective contributions offset day-to-day operating expenses such as bandwidth and connectivity, servers and hardware, legal and accounting services, brand management and public relations, general office expenditures, and support staff. Approximately 75% of the ASF's annual



Pineapple Fund

[Apache Software Foundation Announces Apache® Wicket™ v10](#)

[Announcing the New ASF Board of Directors](#)

[Apache Software Foundation Announces Apache CloudStack 4.19](#)

[Why Generative AI Guidance is Essential to Contributors of Open Source](#)

[Update on EU Software Regulation: Lots of improvements & good news](#)

108	ChameleonJohn Coupons	2	\$10,000
109	Stags and Hens	2	\$10,000
110	Travel Ticker Hotels	2	\$10,000
111	Dime Alley	1	\$6,000
112	Dollar Hand	1	\$6,000
113	Footprints Recruiting	1	\$6,000
114	Libriciel	1	\$6,000
115	SevenJackpots.com	1	\$6,000
116	Xplenty	1	\$6,000
117	7 Binary Options	1	\$5,000
118	Binary Option Robot Info	1	\$5,000
119	Compare Forex Brokers	1	\$5,000
120	Liip AG SA Ltd	1	\$5,000
121	Lucidworks	1	\$5,000
122	PromoCode Watch	1	\$5,000
123	Tobi	1	\$5,000
124	Websitesetup	1	\$5,000



Open Source Initiative

Sponsorship Levels

2023

Anchor	\$100,000.00
Innovator	\$70,000.00
Premier	\$30,000.00
Maintainer	\$10,000.00
Supporter	\$5,000.00
Partner	\$1,500.00
Community	\$500.00

Numbers Summary

2014-2023

10 Year Est. Sponsors Revenue:

\$3,120,000

2014-2021 990s Reported Revenue:

\$2,412,676

2023 Analysis:

\$366,000

Top 10 Sponsors

2014-2023

Google LLC
IBM
Craigslist Charitable Fund
Facebook
GitHub, Inc.
Indeed, Inc.
Cisco Systems, Inc.
Microsoft Corporation
USB Memory Direct
Red Hat, Inc.



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A1 | OSI Budget 2014-2023

	A	B	C	D	E	F	G	H	I	J	K	L
1	OSI Budget 2014-2023		\$2,412,676	Actual		Actual		Actual	\$326,481	Actual	\$343,968	Actual
2		#	\$3,120,000	2023	\$366,000	2022	\$326,500	2021	\$167,500	2020	\$605,000	2019
3	Google LLC	10	\$360,000	Premier	\$30,000	Anchor	\$100,000	Anchor	\$100,000	Premium ...	\$20,000	Premium ...
4	IBM	8	\$140,000	None	\$0	None	\$0	Maintainer	\$10,000	Premium ...	\$20,000	Premium ...
5	Craigslist Charitable Fund	6	\$120,000	None	\$0	None	\$0	None	\$0	Premium ...	\$20,000	Premium ...
6	Facebook	6	\$120,000	None	\$0	None	\$0	None	\$0	Premium ...	\$20,000	Premium ...
7	GitHub, Inc.	6	\$120,000	Premier	\$30,000	Maintainer	\$10,000	None	\$0	Premium ...	\$20,000	Premium ...
8	Indeed, Inc.	5	\$120,000	Premier	\$30,000	Premier	\$30,000	None	\$0	Premium ...	\$20,000	Premium ...
9	Cisco Systems, Inc.	4	\$100,000	Premier	\$30,000	Premier	\$30,000	None	\$0	None	\$0	Premium ...
10	Microsoft Corporation	6	\$100,000	Maintainer	\$10,000	Maintainer	\$10,000	None	\$0	Premium ...	\$20,000	Premium ...
11	USB Memory Direct	5	\$100,000	None	\$0	None	\$0	None	\$0	Premium ...	\$20,000	Premium ...
12	Red Hat, Inc.	3	\$90,000	Premier	\$30,000	Premier	\$30,000	Premier	\$30,000	None	\$0	None
13	Command Prompt, Inc	6	\$82,500	Partner	\$1,500	Partner	\$1,000	None	\$0	Premium ...	\$20,000	Premium ...
14	Rocket.chat	6	\$82,500	Partner	\$1,500	Partner	\$1,000	None	\$0	Premium ...	\$20,000	Premium ...
15	Heptio	4	\$80,000	None	\$0	None	\$0	None	\$0	Premium ...	\$20,000	Premium ...
16	DataStax, Inc.	1	\$70,000	Innovator	\$70,000	None	\$0	None	\$0	None	\$0	None
17	Hewlett Packard Enterprise	4	\$70,000	None	\$0	None	\$0	None	\$0	None	\$0	None
18	DigitalOcean	4	\$60,500	None	\$0	None	\$0	Community	\$500	Premium ...	\$20,000	Premium ...
19	Amazon Web Services, Inc	3	\$60,000	None	\$0	None	\$0	None	\$0	Premium ...	\$20,000	Premium ...
20	Bloomberg Finance L.P.	2	\$60,000	Premier	\$30,000	Premier	\$30,000	None	\$0	None	\$0	None
21	Cumulus	3	\$60,000	None	\$0	None	\$0	None	\$0	Premium ...	\$20,000	Premium ...
22	Intel Corporation	2	\$60,000	None	\$0	None	\$0	None	\$0	Premium ...	\$20,000	Premium ...



2 Annual Sponsors

Annual Sponsors (denormalized)

7 Sponsorship Levels

Fixed Sponsorship Level





What Makes This One Weird

Support

- Corporate support consists of annual donations to the OSI.
- Contributions vary by the annual corporate revenue from the total of all affiliated companies.
- Sponsorship tiers makes it affordable for smaller companies to show their support of the OSI.
- Our goal is to create a large and diverse corporate membership.

Annual Corporate Revenues Annual Donation

Greater than \$250 million...	\$20,000
Greater than \$100 million but less than or equal to \$250 million	\$15,000
Greater than \$50 million but less than or equal to \$100 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

These contributions are in United States Dollars.





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D1:E1 | fx 2023

	D	E	F	G	H	I	J	K	L	M
1	2023		2022		2021		2020		2019	
2	Name	Level	Name	Level	Name	Level				
3	Anchor	\$100,000.00	Anchor	\$100,000.00	Anchor	\$100,000.00	Premium Sponsor	\$20,000.00	Premium Sponsor	\$20,000.00
4	Innovator	\$70,000.00	Innovator	\$70,000.00	Innovator	\$50,000.00	Sponsor	\$5,000.00	Sponsor	\$5,000.00
5	Premier	\$30,000.00	Premier	\$30,000.00	Premier	\$30,000.00	None	\$0.00	None	\$0.00
6	Maintainer	\$10,000.00	Maintainer	\$10,000.00	Maintainer	\$10,000.00				
7	Supporter	\$5,000.00	Supporter	\$5,000.00	Supporter	\$5,000.00				
8	Partner	\$1,500.00	Partner	\$1,000.00	Partner	\$1,000.00				
9	Community	\$500.00	Community	\$500.00	Community	\$500.00				
10	None	\$0.00	None	\$0.00	None	\$0.00				
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Python Software Foundation

Sponsorship Levels

2023

Visionary	\$150,000
Sustainability	\$90,000
Maintaining	\$60,000
Contributing	\$30,000
Supporting	\$15,000
Partner	\$10,000
Participating	\$3,750
Associate	\$1,500

Numbers Summary

2014-2023

10 Year Est. Sponsors Revenue:

\$8,277,275

2014-2021 990s Reported Revenue:

\$21,698,956

2023 Analysis:

\$1,623,000

Top 10 Sponsors

2014-2023

Google LLC
Bloomberg Finance L.P.
Facebook
Amazon Web Services, Inc.
Microsoft Corporation
Capital One Services LLC
Fastly
Salesforce.com, Inc.
Red Hat, Inc.
Rackspace US, Inc.



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A1 PSF Budget 2014-2023

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1	PSF Budget 2014-2023		\$21,698,956	Actual		Actual		Actual	\$2,311,080	Actual	\$2,176,341
2		#	\$8,277,275	2023	\$1,623,000	2022	\$1,611,500	2021	\$1,553,250	2020	\$864,500
3	Google LLC	10	\$698,238	Visionary	\$150,000	Visionary	\$150,000	Visionary	\$150,000	Diamond	\$70,000
4	Bloomberg Finance L.P.	9	\$650,838	Visionary	\$150,000	Visionary	\$150,000	Visionary	\$150,000	Platinum	\$50,000
5	Facebook	5	\$640,000	Visionary	\$150,000	Visionary	\$150,000	Sustainabi...	\$90,000	Principal	\$150,000
6	Amazon Web Services, Inc.	6	\$450,000	Maintaining	\$60,000	Sustainabi...	\$90,000	Sustainabi...	\$90,000	Diamond	\$70,000
7	Microsoft Corporation	10	\$438,238	Sustainabi...	\$90,000	Sustainabi...	\$90,000	Visionary	\$150,000	Gold	\$30,000
8	Capital One Services LLC	5	\$430,000	Maintaining	\$60,000	Maintaining	\$60,000	Maintaining	\$60,000	Principal	\$150,000
9	Fastly	7	\$400,838	None	\$0	None	\$0	Maintaining	\$60,000	Diamond	\$70,000
10	Salesforce.com, Inc.	4	\$280,000	Maintaining	\$60,000	Maintaining	\$60,000	Sustainabi...	\$90,000	Diamond	\$70,000
11	Red Hat, Inc.	10	\$238,238	Contributing	\$30,000	Contributing	\$30,000	Contributing	\$30,000	Gold	\$30,000
12	Rackspace US, Inc.	4	\$150,838	None	\$0	None	\$0	None	\$0	None	\$0
13	Indeed, Inc.	4	\$150,000	Maintaining	\$60,000	None	\$0	None	\$0	Gold	\$30,000
14	Corning	2	\$120,000	None	\$0	Maintaining	\$60,000	Maintaining	\$60,000	None	\$0
15	Qube Research	2	\$120,000	Maintaining	\$60,000	Maintaining	\$60,000	None	\$0	None	\$0
16	Huawei Technologies Co., L	1	\$90,000	None	\$0	None	\$0	Sustainabi...	\$90,000	None	\$0
17	NVIDIA Corporation	1	\$90,000	Sustainabi...	\$90,000	None	\$0	None	\$0	None	\$0
18	Ansys	2	\$75,000	Maintaining	\$60,000	Supporting	\$15,000	None	\$0	None	\$0
19	Edgestream	8	\$68,238	None	\$0	None	\$0	Partner	\$10,000	Bronze	\$5,000
20	Anaconda, Inc	5	\$66,000	Contributing	\$30,000	Contributing	\$30,000	None	\$0	Copper	\$2,000
21	OpenEDG Python Institute	6	\$63,000	Contributing	\$30,000	Supporting	\$15,000	Supporting	\$15,000	Copper	\$2,000
22	Stack	4	\$60,000	None	\$0	None	\$0	Maintaining	\$60,000	None	\$0



4 Annual Sponsors

Sponsorship Levels

Size-Based Sponsorship Levels





What Makes This One Weird

Blog



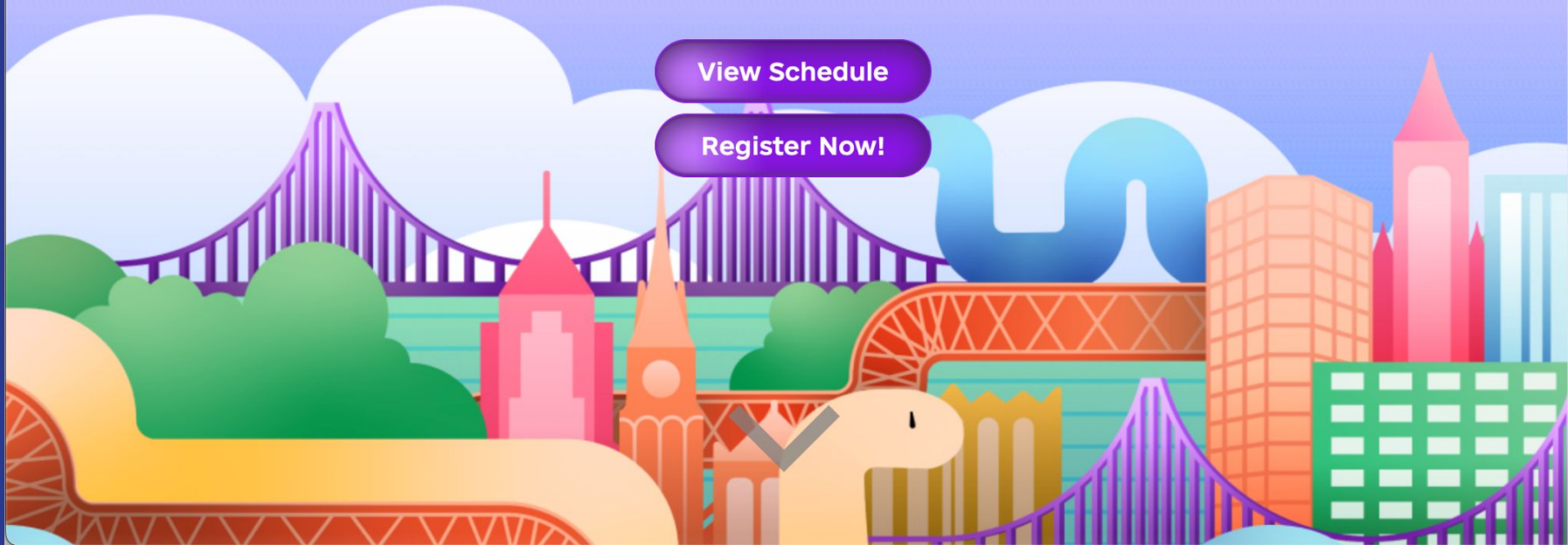
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PyCon US 24

By the community, for the community

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CDN (Powered by Fastly)



The PSF has a CDN donated by Fastly which is available to any service hosted on our infrastructure. This CDN is running a geo distributed varnish cluster which respects various headers for handling caching. HTTPS is available from fastly for any `*.python.org` domain including the EV Certificate.

The setup of our infrastructure means that the only configuration which needs to change to move a service between fronted by the CDN or not is what address the service CNAME points to. Everything else is identically configured.

Setup a Service with Fastly

Services served through Fastly are still hosted through the loadbalancers and should be configured as normal there. Note that if you're using nginx you can include the `fastly_params` file inside the server block to set up some common settings for fastly backends (`include fastly_params;`). In order to configure these services in Fastly you should do:

1. Create a new Service at Fastly.
2. Configure the backends in Fastly to match all of the loadbalancers (currently `lb0.nyc1.psf.io` and `lb1.nyc1.psf.io`) on port `20004`. These should also have TLS setup with the hostname `lb.psf.io`, and the PSF_CA certificate (see below). The SSL Client Certificate and Key should be blank.
3. Configure a Header under the "Content" tab to set a `Fastly-Token` header set to the static value from `pillar/prod/secrets/fastly.sls`.



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1	2023		2022		2021		2020		2019		
2	Name	Level	Name	Level	Name	Level	Name	Level	Name	Level	Name
3	Visionary	\$150,000	Visionary	\$150,000	Visionary	\$150,000	Principal	\$150,000	Principal	\$100,000	Principal
4	Sustainability	\$90,000	Sustainability	\$90,000	Sustainability	\$90,000	Diamond	\$70,000	Diamond	\$70,000	Diamond
5	Maintaining	\$60,000	Maintaining	\$60,000	Maintaining	\$60,000	Platinum	\$50,000	Platinum	\$50,000	Platinum
6	Contributing	\$30,000	Contributing	\$30,000	Contributing	\$30,000	Gold	\$30,000	Gold	\$30,000	Gold
7	Supporting	\$15,000	Supporting	\$15,000	Supporting	\$15,000	Silver	\$15,000	Silver	\$15,000	Silver
8	Partner	\$10,000	Partner	\$10,000	Partner	\$10,000	Bronze	\$5,000	Bronze	\$5,000	Bronze
9	Participating	\$3,750	Participating	\$3,750	Participating	\$3,750	Copper	\$2,000	Copper	\$2,000	Copper
10	Associate	\$1,500	Associate	\$1,500	Associate	\$1,500	Iron	\$500	Iron	\$500	Iron
11	None	\$0	None	\$0	None	\$0	None	\$0	Infrastructure	\$500	Infrastructure
12									None	\$0	None
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19											
20											
21											
22											



4 Annual Sponsors

Sponsorship Levels

Size-Based Sponsorship Levels



Linux Foundation

Sponsorship Levels

2023

Platinum	\$500,000
Gold	\$100,000
Silver (XL)	\$20,000
Silver (L)	\$15,000
Silver (M)	\$10,000
Silver (S)	\$5,000

Numbers Summary

2014-2023

10 Year Est. Sponsors Revenue:

\$XXX,XXX,XXX

2014-2021 990s Reported Revenue:

\$680,916,812

2023 Analysis:

\$23,875,000

Top 10 Sponsors

2014-2023

Fujitsu Limited
Intel Corporation
Oracle America Inc.
Qualcomm, Inc.
NEC Corporation
SAMSUNG
Hitachi, Ltd.
Huawei Technologies Co., Ltd
IBM
Microsoft Corporation



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A1 | LF Budget 2014-2023

	A	B	C	D	E	F	G	H	I	J
1	LF Budget 2014-2023		\$680,916,812	Actual		Actual		Actual	\$139,974,266	Actual
2		#	\$92,275,000	2023	\$23,875,000	2022	\$7,400,000	2021	\$9,000,000	2020
3	Fujitsu Limited	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
4	Intel Corporation	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
5	Oracle America Inc.	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
6	Qualcomm, Inc.	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
7	NEC Corporation	9	\$4,500,000	Platinum	\$500,000	None	\$0	Platinum	\$500,000	Platinum
8	SAMSUNG	9	\$4,500,000	Platinum	\$500,000	None	\$0	Platinum	\$500,000	Platinum
9	Hitachi, Ltd.	10	\$3,800,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
10	Huawei Technologies Co., Ltd	9	\$3,700,000	Platinum	\$500,000	None	\$0	Platinum	\$500,000	Platinum
11	IBM	7	\$3,500,000	None	\$0	None	\$0	None	\$0	Platinum
12	Microsoft Corporation	7	\$3,500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
13	VMware, Inc.	7	\$3,100,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
14	Tencent Holdings Limited	6	\$3,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
15	AT&T Services, Inc.	7	\$2,612,500	Silver (Av...	\$12,500	Gold	\$100,000	Platinum	\$500,000	Platinum
16	Cisco Systems, Inc.	8	\$2,400,000	Gold	\$100,000	Gold	\$100,000	None	\$0	None
17	Google LLC	9	\$2,100,000	Gold	\$100,000	Gold	\$100,000	Gold	\$100,000	Platinum
18	Meta Platforms, Inc.	9	\$2,100,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Gold
19	Hewlett Packard Enterprise Develop	4	\$1,512,500	Silver (Av...	\$12,500	None	\$0	None	\$0	None
20	Ericsson	3	\$1,500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	None
21	Red Hat, Inc.	3	\$1,500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	None
22	Citrix Systems Inc	10	\$1,000,000	Gold	\$100,000	Gold	\$100,000	Gold	\$100,000	Gold



2 Annual Sponsors

Scratch

Sponsorship Levels

Fixed Sponsorship Levels

Size-Based Sponso





What Makes This One Weird

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A1 | LF Budget 2014-2023

	A	B	C	D	E	F	G	H	I	J
1	LF Budget 2014-2023		\$680,916,812	Actual		Actual		Actual	\$139,974,266	Actual
2		#	\$92,275,000	2023	\$23,875,000	2022	\$7,400,000	2021	\$9,000,000	2020
3	Fujitsu Limited	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
4	Intel Corporation	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
5	Oracle America Inc.	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
6	Qualcomm, Inc.	10	\$5,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
7	NEC Corporation	9	\$4,500,000	Platinum	\$500,000	None	\$0	Platinum	\$500,000	Platinum
8	SAMSUNG	9	\$4,500,000	Platinum	\$500,000	None	\$0	Platinum	\$500,000	Platinum
9	Hitachi, Ltd.	10	\$3,800,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
10	Huawei Technologies Co., Ltd	9	\$3,700,000	Platinum	\$500,000	None	\$0	Platinum	\$500,000	Platinum
11	IBM	7	\$3,500,000	None	\$0	None	\$0	None	\$0	Platinum
12	Microsoft Corporation	7	\$3,500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
13	VMware, Inc.	7	\$3,100,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
14	Tencent Holdings Limited	6	\$3,000,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
15	AT&T Services, Inc.	7	\$2,612,500	Silver (Av...	\$12,500	Gold	\$100,000	Platinum	\$500,000	Platinum
16	Cisco Systems, Inc.	8	\$2,400,000	Gold	\$100,000	Gold	\$100,000	None	\$0	None
17	Google LLC	9	\$2,100,000	Gold	\$100,000	Gold	\$100,000	Gold	\$100,000	Platinum
18	Meta Platforms, Inc.	9	\$2,100,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Gold
19	Hewlett Packard Enterprise Develop	4	\$1,512,500	Silver (Av...	\$12,500	None	\$0	None	\$0	None
20	Ericsson	3	\$1,500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	None
21	Red Hat, Inc.	3	\$1,500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	None
22	Citrix Systems Inc	10	\$1,000,000	Gold	\$100,000	Gold	\$100,000	Gold	\$100,000	Gold



2 Annual Sponsors

Scratch

Sponsorship Levels

Fixed Sponsorship Levels

Size-Based Sponso



Featured Projects



Choose Technology Sector





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1	2023		2022		2021		2020		2019		
2	Name	Level	Name	Level	Name	Level	Name	Level	Name	Level	Name
3	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum	\$500,000	Platinum
4	Gold	\$100,000	Gold	\$100,000	Gold	\$100,000	Gold	\$100,000	Gold	\$100,000	Gold
5	Silver (XL)	\$20,000	Silver (XL)	\$20,000	Silver (XL)	\$20,000	Silver (XL)	\$20,000	Silver (XL)	\$20,000	Silver (XL)
6	Silver (L)	\$15,000	Silver (L)	\$15,000	Silver (L)	\$15,000	Silver (L)	\$15,000	Silver (L)	\$15,000	Silver (L)
7	Silver (M)	\$10,000	Silver (M)	\$10,000	Silver (M)	\$10,000	Silver (M)	\$10,000	Silver (M)	\$10,000	Silver (M)
8	Silver (S)	\$5,000	Silver (S)	\$5,000	Silver (S)	\$5,000	Silver (S)	\$5,000	Silver (S)	\$5,000	Silver (S)
9	None	\$0	None	\$0	None	\$0	None	\$0	None	\$0	None
10	Silver (Average)	\$12,500	Silver (Average)	\$12,500	Silver (Average)	\$12,500	Silver (Average)	\$12,500	Silver (Average)	\$12,500	Silver (Average)
11											
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22											

A	B	C	D
<u>2023</u>			
Min	Max	Name	Level
5000	250000000	Silver (XL)	\$20,000
500	4999	Silver (L)	\$15,000
100	499	Silver (M)	\$10,000
1	99	Silver (S)	\$5,000
0	0	None	\$0

Open Source Summit NA

Sponsorship Levels

2023

Diamond	\$70,000
Platinum	\$45,000
Gold	\$30,000
Silver	\$15,000
Bronze	\$8,000

Numbers Summary

2014-2023

10 Year Est. Sponsors Revenue:
\$8,210,000

2023 Analysis:
\$972,000

Top 10 Sponsors

2014-2023

IBM
Red Hat, Inc.
Google LLC
Intel Corporation
SUSE LLC
Microsoft Corporation
Amazon Web Services, Inc.
CNCF
VMWare
Huawei Technologies Co., Ltd



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A1 | OSSNA Budget 2014-2023

	A	B	C	D	E	F	G	H	I	J	K
1	OSSNA Budget 2014-2023		TOTAL	Actual		Actual		Actual		Actual	
2		#	\$8,210,000	2023	\$972,000	2022	\$1,377,000	2021	\$1,073,000	2020	\$531,000
3	IBM	10	\$523,000	Bronze	\$8,000	Diamond	\$70,000	Diamond	\$65,000	Diamond	\$65,000
4	Red Hat, Inc.	10	\$432,000	Platinum	\$45,000	Platinum	\$45,000	Diamond	\$65,000	Platinum	\$45,000
5	Google LLC	10	\$419,000	Diamond	\$70,000	Diamond	\$70,000	Diamond	\$65,000	Platinum	\$45,000
6	Intel Corporation	9	\$397,000	Gold	\$30,000	Platinum	\$45,000	Gold	\$30,000	None	\$0
7	SUSE LLC	10	\$372,000	Gold	\$30,000	Gold	\$30,000	Platinum	\$45,000	Platinum	\$45,000
8	Microsoft Corporation	6	\$275,000	None	\$0	None	\$0	Diamond	\$65,000	None	\$0
9	Amazon Web Services, Inc.	6	\$255,000	Diamond	\$70,000	Diamond	\$70,000	Gold	\$30,000	Gold	\$30,000
10	CNCF	7	\$255,000	Gold	\$30,000	Platinum	\$45,000	Gold	\$30,000	Platinum	\$45,000
11	VMWare	7	\$165,000	Silver	\$15,000	Silver	\$15,000	Silver	\$15,000	Gold	\$30,000
12	Huawei Technologies Co., Ltd	3	\$130,000	None	\$0	None	\$0	Platinum	\$45,000	None	\$0
13	Cisco Systems, Inc.	4	\$123,000	None	\$0	None	\$0	None	\$0	None	\$0
14	Oracle America Inc.	5	\$116,000	None	\$0	None	\$0	Platinum	\$45,000	None	\$0
15	Hewlett Packard Enterprise Develop	3	\$107,000	None	\$0	None	\$0	None	\$0	None	\$0
16	Datadog, Inc	7	\$99,000	Silver	\$15,000	None	\$0	Bronze	\$8,000	Bronze	\$8,000
17	Facebook	3	\$90,000	Gold	\$30,000	Platinum	\$45,000	None	\$0	None	\$0
18	Sonatype, Inc.	3	\$83,000	None	\$0	Gold	\$30,000	Platinum	\$45,000	None	\$0
19	Qualcomm, Inc.	4	\$79,000	None	\$0	None	\$0	Gold	\$30,000	Silver	\$15,000
20	SanDisk	3	\$77,000	None	\$0	None	\$0	None	\$0	None	\$0
21	Arm Limited	5	\$75,000	None	\$0	Silver	\$15,000	Silver	\$15,000	Silver	\$15,000
22	Dell Technologies	4	\$75,000	None	\$0	Gold	\$30,000	None	\$0	None	\$0



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	2023		2022		2021		2020		2019		20
	Name	Level	Name	Level	Name	Level	Name	Level	Name	Level	Name
3	Diamond	\$70,000	Diamond	\$70,000	Diamond	\$65,000	Diamond	\$65,000	Diamond	\$65,000	Diamond
4	Platinum	\$45,000	Platinum	\$45,000	Platinum	\$45,000	Platinum	\$45,000	Platinum	\$45,000	Platinum
5	Gold	\$30,000	Gold	\$30,000	Gold	\$30,000	Gold	\$30,000	Gold	\$30,000	Gold
6	Silver	\$15,000	Silver	\$15,000	Silver	\$15,000	Silver	\$15,000	Silver	\$15,000	Silver
7	Bronze	\$8,000	Bronze	\$8,000	Bronze	\$8,000	Bronze	\$8,000	Bronze	\$8,000	Bronze
8	None	\$0	None	\$0	None	\$0	None	\$0	None	\$0	None
9											
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SCaLE

Sponsorship Levels

2023

Platinum	\$12,500
Gold	\$6,000
Silver	\$3,500
Registration	\$5,000
Reception	\$4,000
Special Event	\$2,000
Speaker Track	\$2,000
Media	\$2,000

Numbers Summary

2014-2023

10 Year Est. Sponsors Revenue:

\$1,782,900

2023 Analysis:

\$318,500

Top 10 Sponsors

2014-2023

Microsoft Corporation
Facebook
Red Hat, Inc.
CNCF
Datadog, Inc
Hewlett Packard Enterprise
Development LP
MySQL
media temple (mt)
IBM
Walt Disney Company



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A1 | fx SCaLE Budget 2014-2023

	A	B	C	D	E	F	G	H	I	J	K	L
1	SCaLE Budget 2014-2023		\$1,782,900	Actual (20x)		Actual (19x)				Actual (18x)		Actual (17x)
2		#	TOTAL	2023	\$318,500	2022	\$235,500	2021 SKIPPED		2020	\$195,000	2019
3	Microsoft Corporation	5	\$43,000	None	\$0	None	\$0			Platinum	\$12,000	Platinum
4	Facebook	7	\$41,000	Gold	\$6,000	Gold	\$6,000			Gold	\$6,000	Gold
5	Red Hat, Inc.	8	\$38,000	Gold	\$6,000	Gold	\$6,000			Gold	\$6,000	Gold
6	CNCF	5	\$36,500	Platinum	\$12,500	Gold	\$6,000			Gold	\$6,000	Gold
7	Datadog, Inc	9	\$33,000	Silver	\$3,500	Silver	\$3,500			Silver	\$3,000	Silver
8	Hewlett Packard Enterprise Develop	4	\$33,000	None	\$0	None	\$0			None	\$0	None
9	MySQL	8	\$31,000	Silver	\$3,500	Silver	\$3,500			Silver	\$3,000	Gold
10	media temple (mt)	5	\$30,500	None	\$0	None	\$0			None	\$0	None
11	IBM	3	\$28,000	None	\$0	None	\$0			None	\$0	Diamond
12	Walt Disney Company	5	\$26,000	None	\$0	None	\$0			Gold	\$6,000	Gold
13	Google LLC	5	\$23,000	Platinum	\$12,500	None	\$0			None	\$0	Special E...
14	SUSE LLC	5	\$22,500	Gold	\$6,000	Silver	\$3,500			None	\$0	None
15	Linode	7	\$21,500	None	\$0	Silver	\$3,500			Silver	\$3,000	Silver
16	Elasticsearch, Inc.	5	\$21,000	Gold	\$6,000	None	\$0			Silver	\$3,000	Gold
17	Private Internet Access	1	\$20,000	None	\$0	None	\$0			None	\$0	None
18	Percona	6	\$19,000	Silver	\$3,500	Silver	\$3,500			Silver	\$3,000	None
19	Amazon Web Services, Inc.	2	\$18,000	None	\$0	Platinum	\$12,000			Gold	\$6,000	None
20	Chef	5	\$18,000	None	\$0	None	\$0			None	\$0	Gold
21	Mattermost, Inc.	2	\$18,000	Gold	\$6,000	Platinum	\$12,000			None	\$0	None
22	Liberty	4	\$18,000	Silver	\$3,500	Silver	\$3,500			None	\$0	None





What Makes This One Weird



add 18 years of ScaLE #133

Edit

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Merged

DuaneOBrien merged 1 commit into main from addScaLE on Oct 23, 2023

Conversation 0

Commits 1

Checks 0

Files changed 22

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DuaneOBrien commented on Oct 23, 2023 · edited

Member

- Fixes [#48](#)
- Fixes [#49](#)
- Fixes [#50](#)
- Fixes [#51](#)
- Fixes [#52](#)
- Fixes [#53](#)
- Fixes [#54](#)
- Fixes [#56](#)
- Fixes [#57](#)



Reviewers



No reviews

Assignees



No one—assign yourself

Labels



None yet

Projects



None yet

Milestone



No milestone

add 18 years of ScaLE

1d70c7b

DuaneOBrien merged commit 778502 into main on Oct 23, 2023



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	A	B	C	D	E	F	G	H	I	J	K	L
1	2023		2022		2021 SKIPPED		2020		2019		2018	
2	Name	Level	Name	Level			Name	Level	Name	Level	Name	Level
3	Platinum	\$12,500	Platinum	\$12,000			Platinum	\$12,000	Diamond	\$20,000	Diamond	\$20,000
4	Gold	\$6,000	Gold	\$6,000			Gold	\$6,000	Platinum	\$12,000	Platinum	\$12,000
5	Silver	\$3,500	Silver	\$3,500			Silver	\$3,000	Gold	\$6,000	Gold	\$6,000
6	Registration	\$5,000	Registration	\$5,000			Network	\$5,000	Silver	\$3,000	Silver	\$3,000
7	Reception	\$4,000	Reception	\$3,500			Reception	\$3,500	Reception	\$3,500	Registration	\$5,000
8	Special Event	\$2,000	Special Event	\$2,000			Speaker Track	\$1,500	Special Event	\$2,000	Reception	\$3,500
9	Speaker Track	\$2,000	Speaker Track	\$1,000			Media	\$1,500	Media	\$1,500	Special Event	\$2,000
10	Media	\$2,000	Raffle	\$1,000			None	\$0	None	\$0	Speaker Track	\$1,500
11	None	\$0	Media	\$500							Media	\$1,500
12			None	\$0							None	\$
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SCALE 21x

Submitted by [SCALE Team](#) on Tue, 2023-07-18 14:49

SCaLE 21x – the 21st Annual Southern California Linux Expo – will take place on **March 14-17, 2024 at the Pasadena Convention Center** in Pasadena, CA.

SCaLE is the largest community-run open-source and free software conference in North America. It is held annually in the greater Los Angeles area.

Volunteer! Interested in helping to plan and/or to volunteer for SCALE 21x? [Get in touch](#) by either filling out this [form](#) or sending us an [email](#).

Attend! [Register](#) to attend the conference. Expo is open Friday - Sunday. Talks and workshops are Thursday - Sunday.

Sponsor! Sponsorship and exhibitor opportunities are available for commercial and non-profit exhibitors. [Email us](#) for details.

Stay! Discounted rooms are available at the [Hyatt Place Pasadena](#) and [Hilton Pasadena](#)

[Read more](#)

Platinum Sponsors



Gold Sponsors



PERFORCE



Speaker Track Sponsors



Travel Sponsors



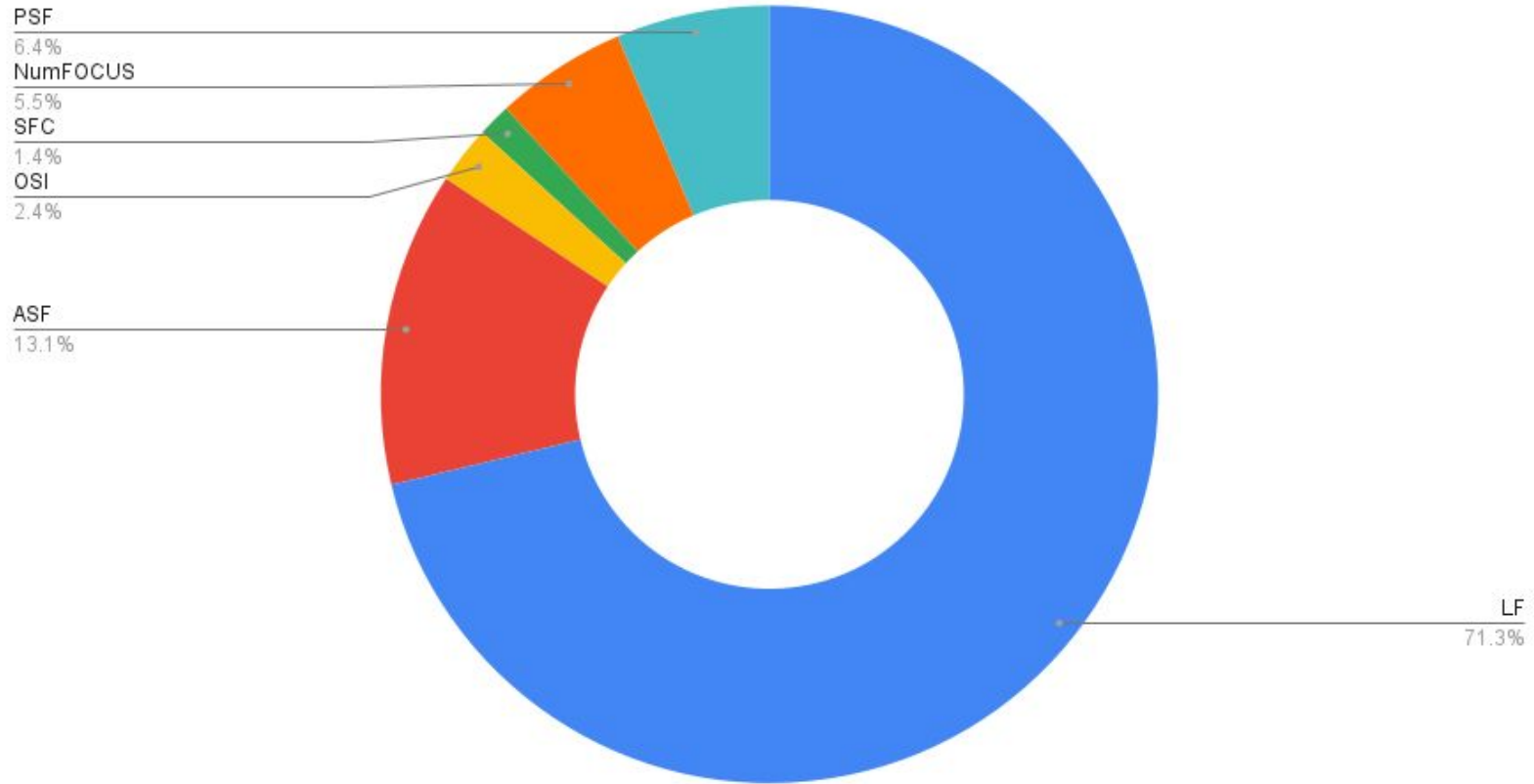
Media Sponsors



Aggregate Results

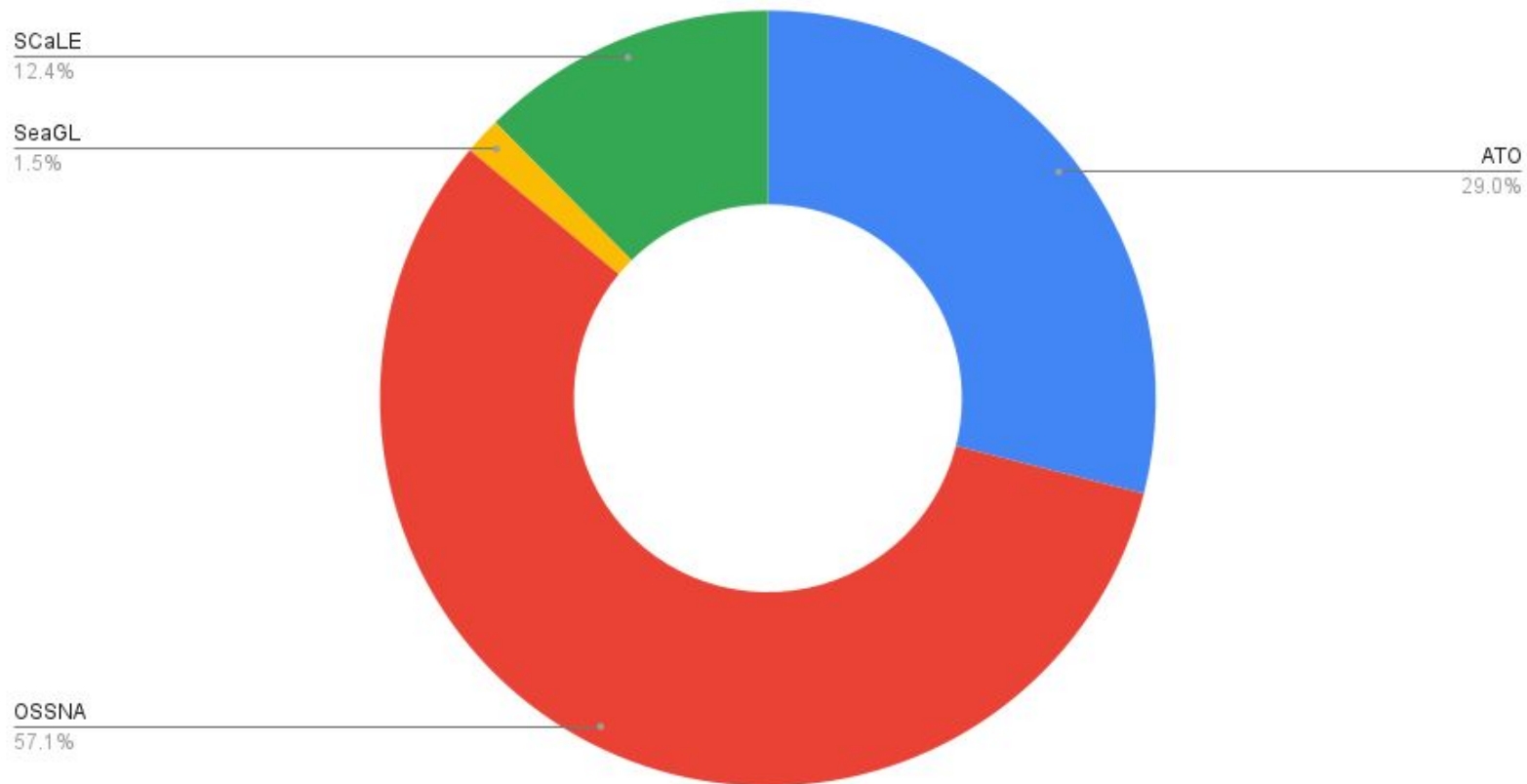
Where Sponsors Spent Their Dollars : Foundations

2014-2023: \$118,129,000

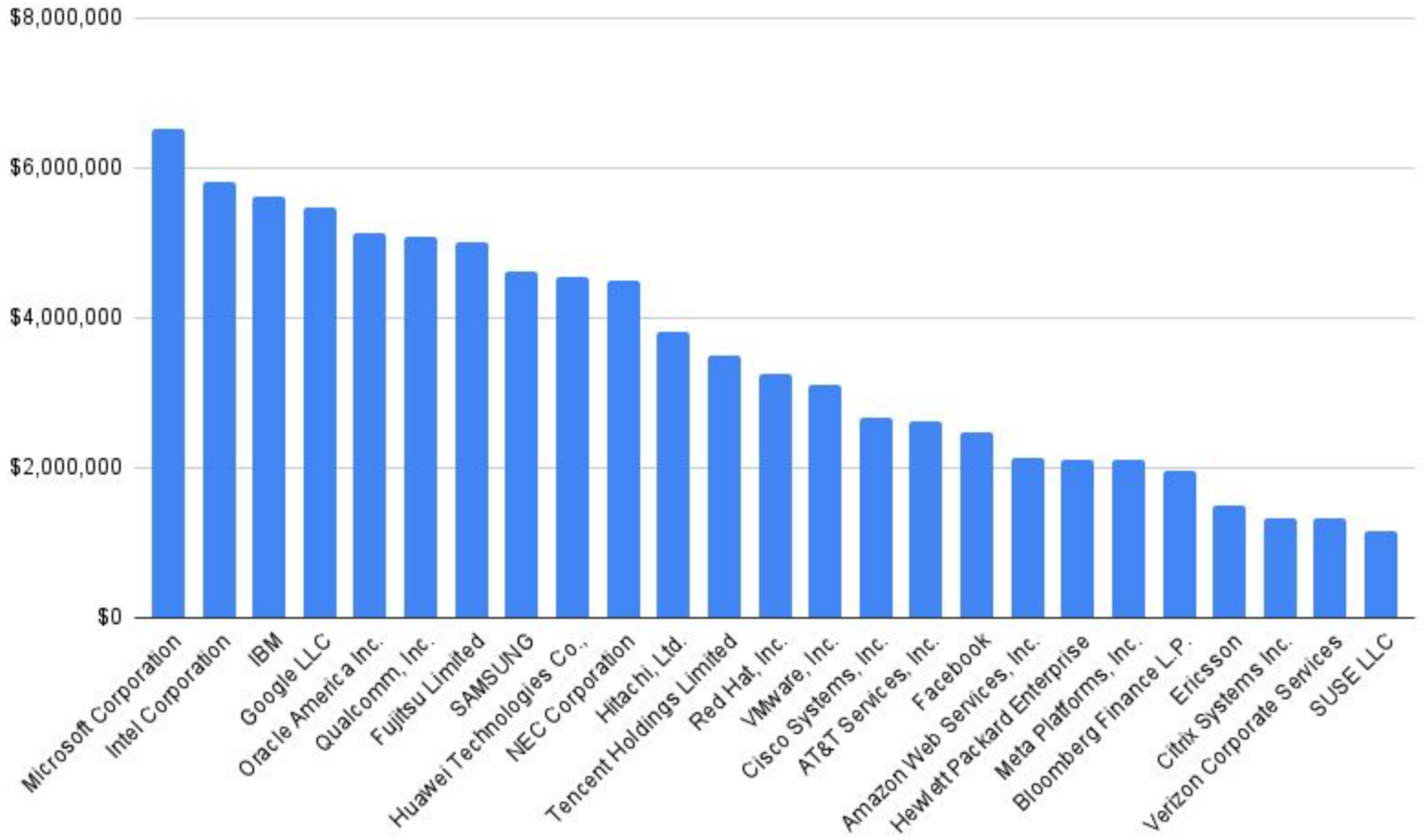


Where Sponsors Spent Their Dollars : Events

2014-2023: \$14,377,900

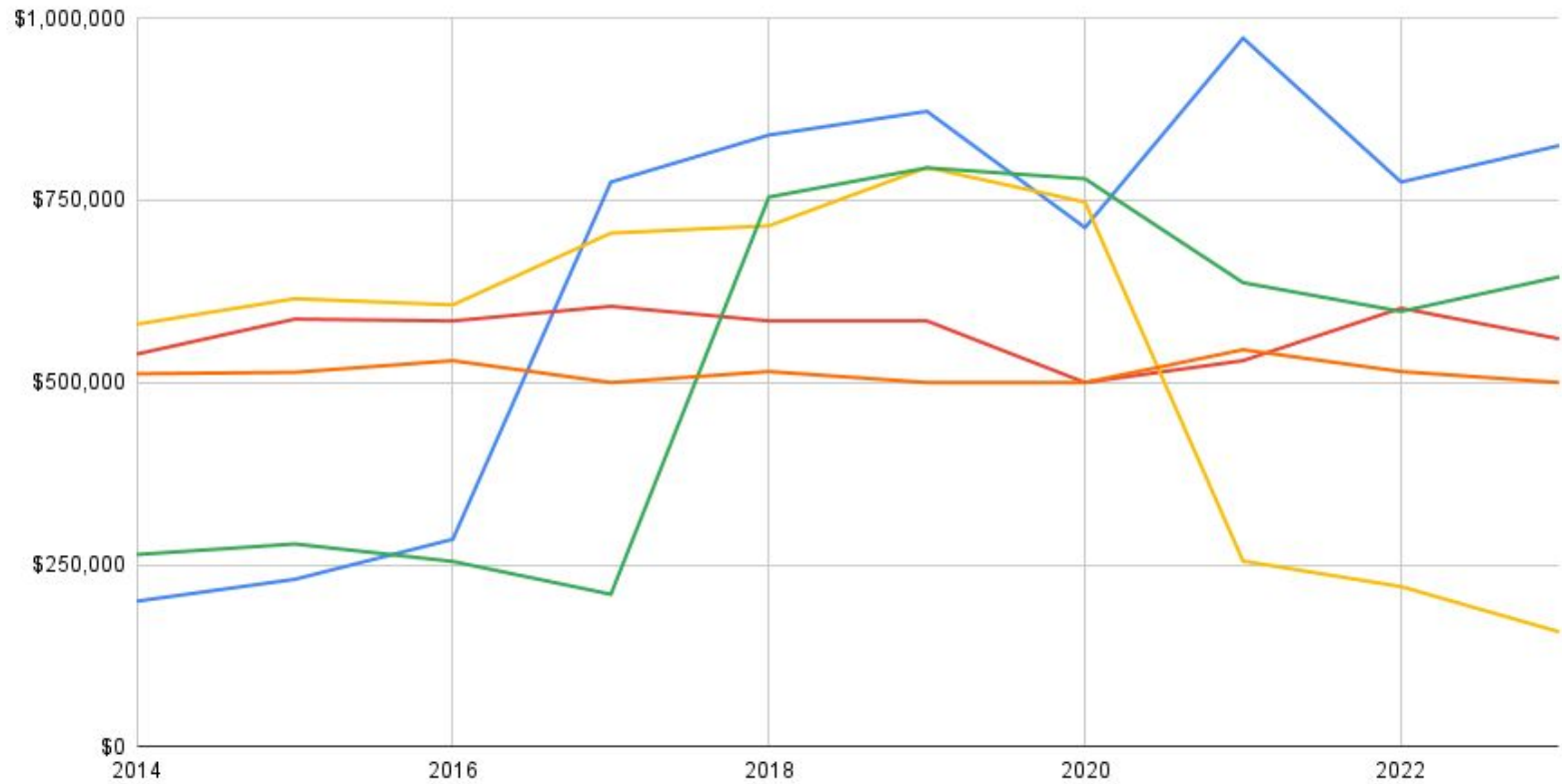


Top Sponsors



Sponsorship Trends 2014-2023

Microsoft Intel IBM Google Oracle



A	B	C	D	E	F	G	H
TOP SPONSORS	\$86,163,725		TOP LF SPONSORS	\$68,225,000		TOP NON-LF SPONSORS	\$16,382,588
Microsoft Corporation	\$6,510,738		Fujitsu Limited	\$5,000,000		Google LLC	\$2,553,238
Intel Corporation	\$5,819,838		Intel Corporation	\$5,000,000		Facebook	\$2,310,000
IBM	\$5,616,500		Oracle America Inc.	\$5,000,000		Bloomberg Finance L.P.	\$1,730,838
Google LLC	\$5,476,738		Qualcomm, Inc.	\$5,000,000		Amazon Web Services, Inc.	\$1,535,000
Oracle America Inc.	\$5,133,500		NEC Corporation	\$4,500,000		IBM	\$1,330,000
Qualcomm, Inc.	\$5,081,500		SAMSUNG	\$4,500,000		Cloudera, Inc.	\$865,000
Fujitsu Limited	\$5,015,000		Hitachi, Ltd.	\$3,800,000		Huawei Technologies Co., Ltd	\$715,000
SAMSUNG	\$4,626,500		Huawei Technologies Co., Ltd	\$3,700,000		Capital One Services LLC	\$660,000
Huawei Technologies Co., Ltd	\$4,545,000		IBM	\$3,500,000		Comcast Cable Communicati	\$645,000
NEC Corporation	\$4,500,000		Microsoft Corporation	\$3,500,000		Indeed, Inc.	\$630,000
Hitachi, Ltd.	\$3,800,000		VMware, Inc.	\$3,100,000		Fastly	\$400,838
Tencent Holdings Limited	\$3,500,000		Tencent Holdings Limited	\$3,000,000		Hewlett Packard Enterprise De	\$380,838
Red Hat, Inc.	\$3,241,738		AT&T Services, Inc.	\$2,612,500		Anonymous	\$300,000
VMware, Inc.	\$3,100,000		Cisco Systems, Inc.	\$2,400,000		Anaconda, Inc	\$291,000
Cisco Systems, Inc.	\$2,657,000		Google LLC	\$2,100,000		Continuum Analytics	\$282,838
AT&T Services, Inc.	\$2,612,500		Meta Platforms, Inc.	\$2,100,000		Citrix Systems Inc.	\$260,000
Facebook	\$2,478,500		Hewlett Packard Enterprise De	\$1,512,500		BAODU INT'L	\$225,000
Amazon Web Services, Inc.	\$2,120,500		Ericsson	\$1,500,000		Bodo.ai	\$210,000
Hewlett Packard Enterprise De	\$2,103,338		Red Hat, Inc.	\$1,500,000		Hortonworks	\$210,000
Meta Platforms, Inc.	\$2,100,000		Citrix Systems Inc.	\$1,000,000		Confluent	\$190,000
Bloomberg Finance L.P.	\$1,964,338		Panasonic Holdings Corporati	\$1,000,000		Arm Limited	\$180,000
Ericsson	\$1,500,000		Renesas Electronics Corporat	\$1,000,000		Alibaba Cloud (Singapore) Pri	\$165,000
Citrix Systems Inc.	\$1,331,500		TOYOTA MOTOR CORPORA	\$1,000,000		Cerner	\$158,000
Verizon Corporate Services	\$1,329,000		Toshiba Corporation	\$900,000		Budget Direct	\$155,000
SUSE LLC	\$1,152,000		Verizon Corporate Services	\$800,000		Aetna	\$150,000
						IMC	\$150,000

Funder Interviews

Methodology

- Researcher: Julia Ferraioli
- Recorded video sessions of ~45 minutes
- Semi-structured interview format
 - 6 prepared lines of inquiry
 - All questions open-ended
 - Organic questioning encouraged
- Participant selection
 - Employed at for-profit corporations
 - Company size ≥ 200
 - Self-identified as currently or previously involved in open source funding decisions
- $n = 6$

Early Insights

- Financial support encompasses direct grants/funding, employment of maintainers/contributors, and resources (i.e. credits for products)
- Motivations include
 - Risk reduction (100%)
 - Benefits to corporate brand (83%)
 - Influence on direction of technology (66%)
 - Recruitment (50%)
- Decision inputs include
 - Dependency on project (83%)
 - Employee nomination (83%)
 - Alignment with business goals (66%)

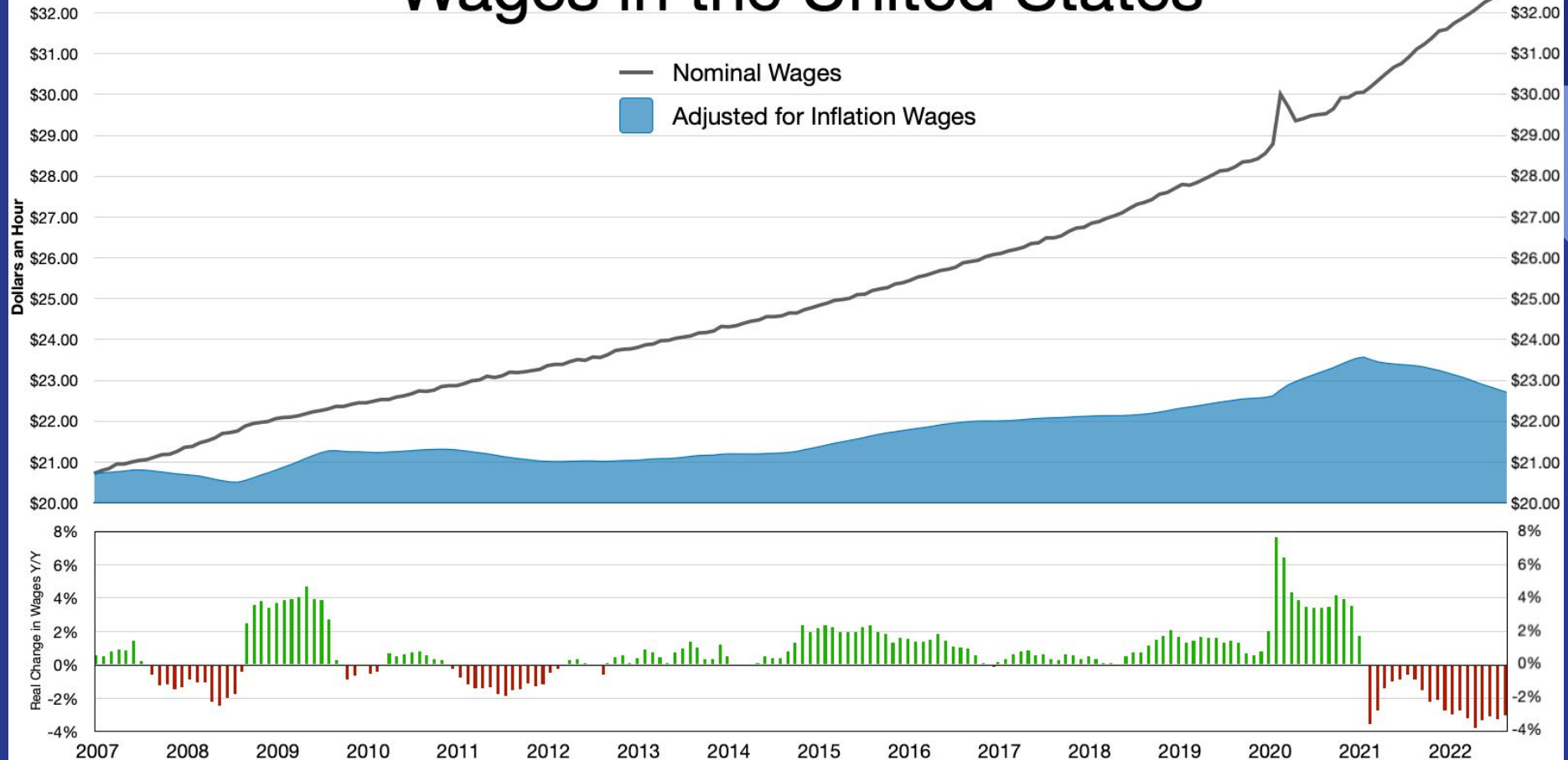
Next Steps

- Additional Interviews
- White Paper
- Submit A Formal Research Proposal To IRB
- Craft And Release A Survey

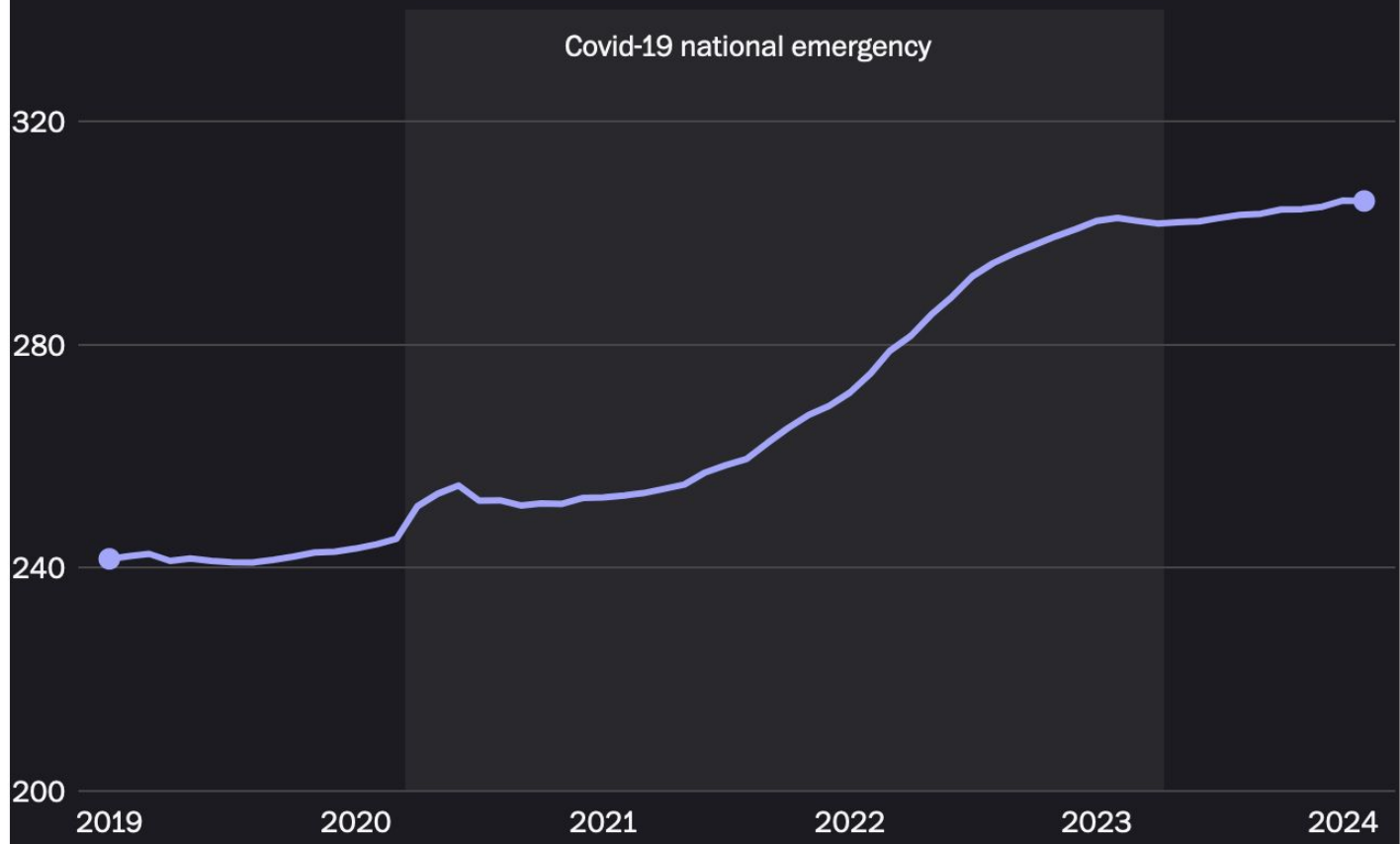


Charts That Go Up & To The Right

Wages in the United States

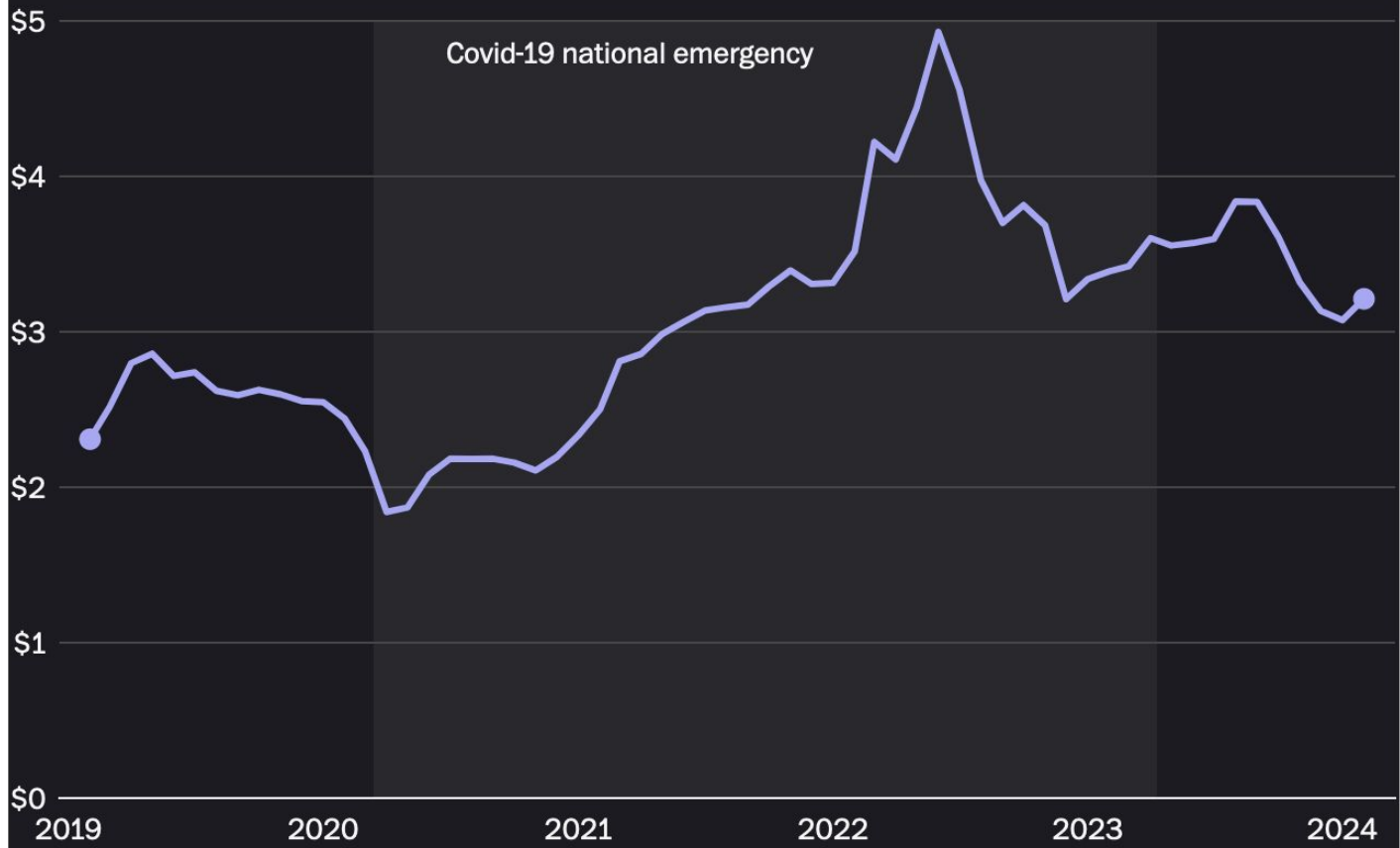


Consumer price index for food at home



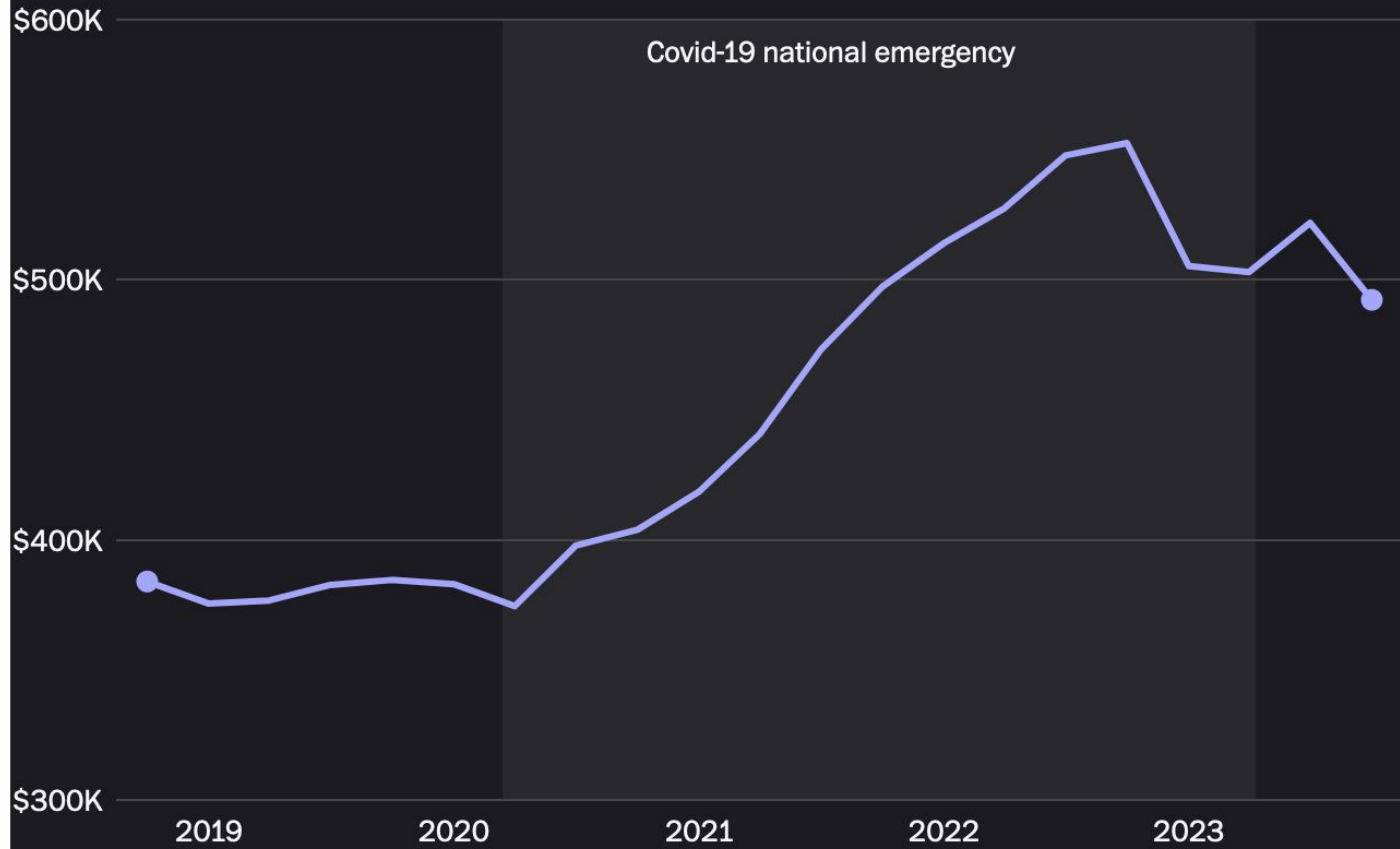
Source: Bureau of Labor Statistics via FRED

Dollars per gallon



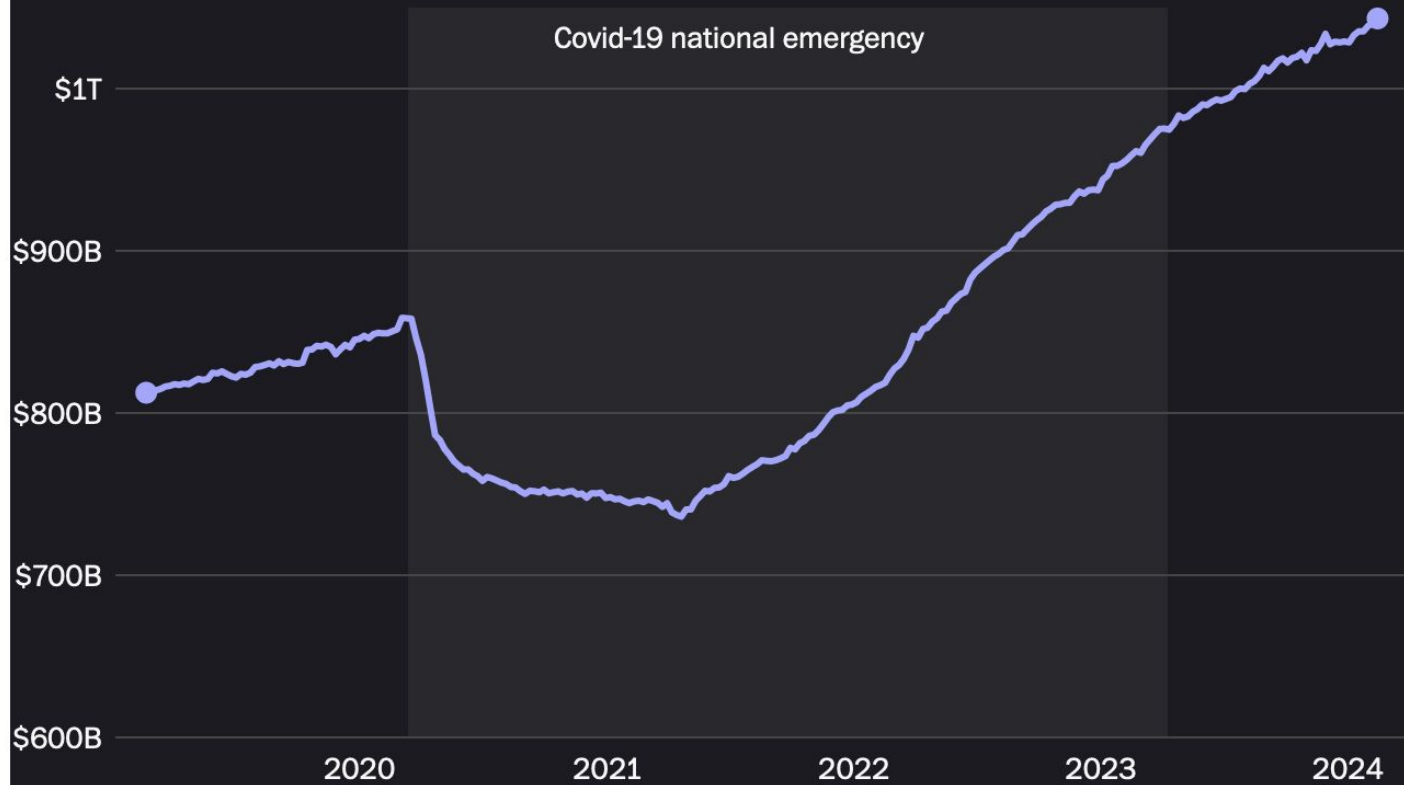
Source: U.S. Energy Information Administration

Average sales price of homes sold in the U.S.



Source: U.S. Census Bureau, HUD via FRED

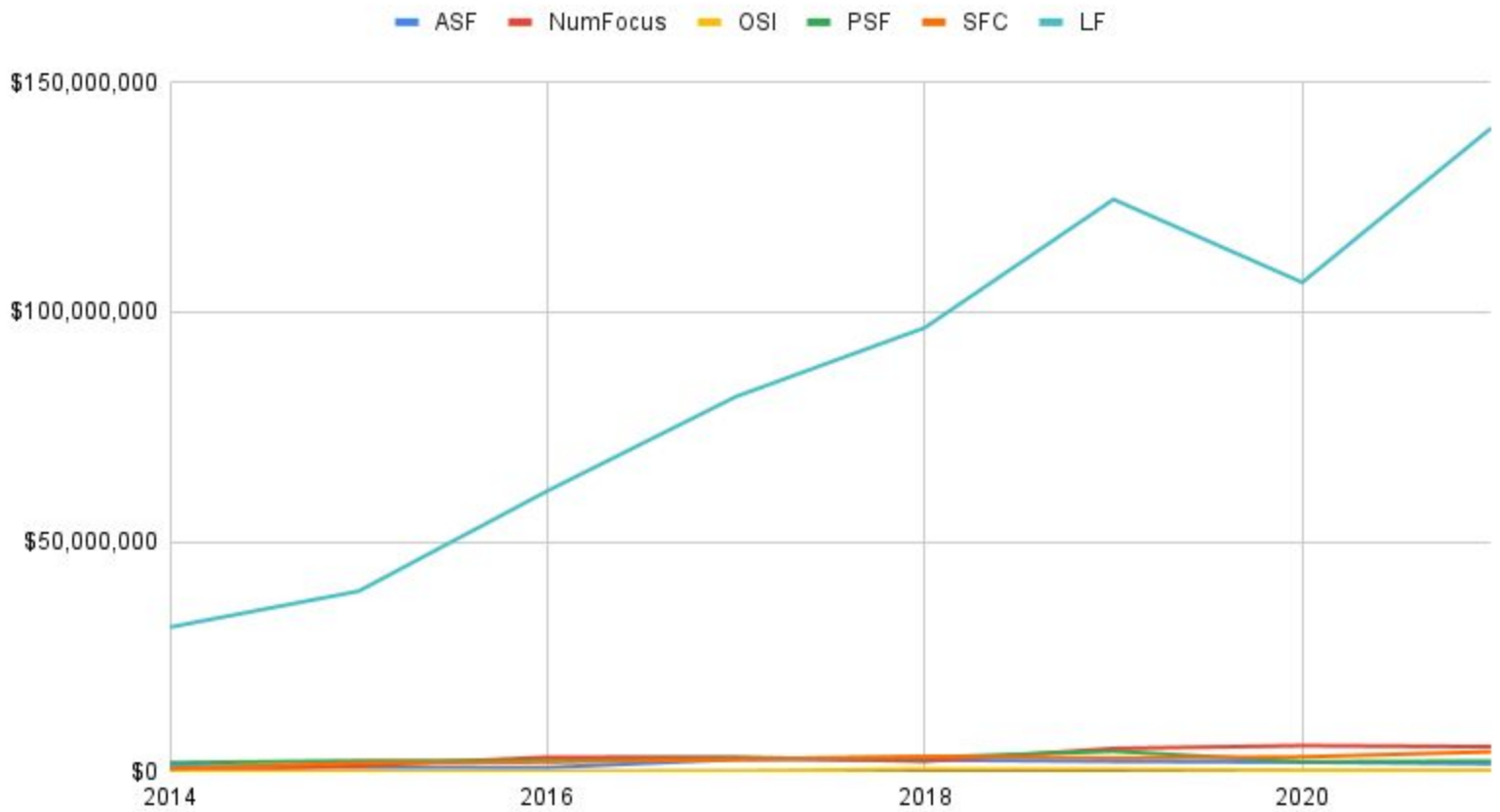
Credit cards and other consumer loans



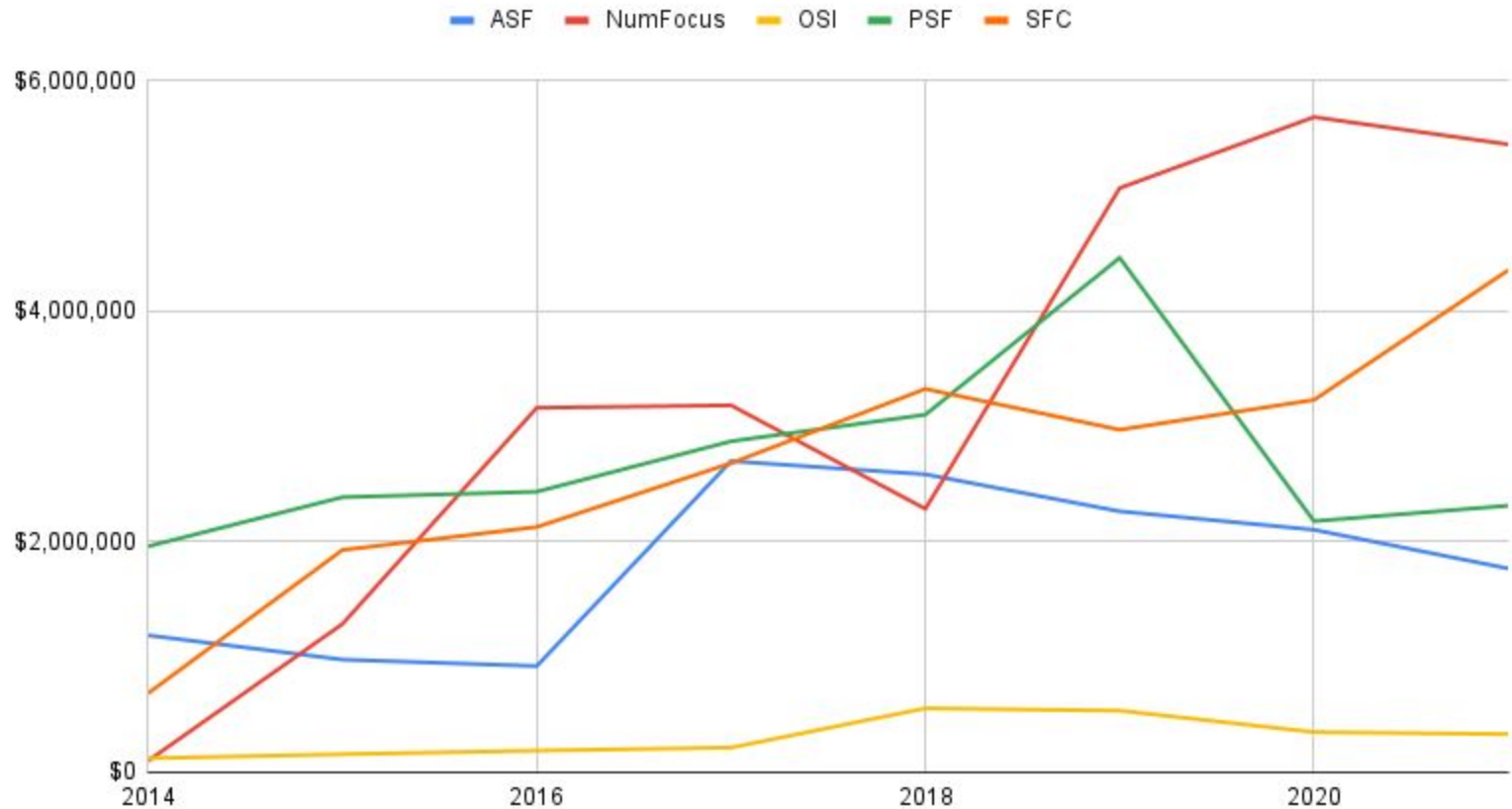
Seasonally adjusted

Source: [Federal Reserve Board of Governors](#) via FRED

Total Revenue, 990 Filings 2014-2023 (with LF)



Total Revenue, 990 Filings 2014-2023 (without LF)





Actionable Recommendations

Sponsors

Look At The Whole Picture

Coordinate With Other Sponsors,
Internal And External

Factor Rising Costs Into
Sponsorships

Spread Your Sponsorships Our On
The Table

Sponsees

Resist Reactive Changes

Communicate With The Community
About Your Rising Costs

Simplify Your Sponsorship Options
When Possible

Be Careful Who You Use For
Comparison



What Comes Next



What?

FOSS Funders is a group of companies working together to make it weird *not* to fund Free and Open Source Software (FOSS). Not all projects want or need money. We are here to financially support those that do.

Welcome And Introduction

[Foundations Directory](#)

[Roadmap / Help Wanted](#)

[Data Philosophy](#)

[Sponsorship Models](#)

[Foundation Taxes Model](#)

[Foundation Budgets Model](#)

[Foundations Resources](#)

[Research Topics](#)

[Non-Foundation FOSS Entities](#)

[Selected Commercial Entities](#)

[Software Projects Hosted At Foundations](#)

[Colophon and Credits](#)

[OpenAPI Documentation](#)

[Code Of Conduct](#)

Powered by [many great people and open source projects!](#)

Welcome to the FOSS Foundations Metadata directory! We are eager to collaborate with academic researchers and open source practitioners alike on curating rich metadata about the many excellent non-profit Foundations that either host or help open source projects succeed.

- Discover the [directory of foundation metadata](#), plus:
 - [Sponsorship program models](#)
 - [Tax data on US nonprofit foundations](#)
 - [Project entities that aren't legal organizations](#)
- Read the [roadmap to see where we're headed](#) and [OpenAPI plans](#).
- See the [starting philosophy around data design](#).
- Find useful [resources to learn about FOSS Foundations](#).
- Learn how to [contribute to this site](#).
- Be nice and respect our [Code of Conduct](#).
- We can help you [Choose A Foundation](#) for your project to join.
- Learn about your current host, [Shane Curcuru](#), who is looking for shared maintainers.

Goals

- Create a rich metadata directory about nonprofit open source organizations, including financial, sponsorship and other data.
- Data is easy to consume in multiple ways that are reliable.



FOCUSED-Sponsorship-Data Private

Edit Pins Watch 0 Fork 0 Star 0

main 1 Branch 0 Tags Go to file Code

About

No description, website, or topics provided.

- Readme Activity Custom properties 0 stars 0 watching 0 forks

Releases

No releases published Create a new release

Packages

No packages published Publish your first package

Table with 3 columns: File Name, Commit Info, Date. Rows: Events, README.md

README

FOCUSED-Sponsorship-Data

A dump of sample data used to perform the FOCUSED Sponsorship Analysis

What Is This Repo About

Free and Open-Source Software depends heavily on the community participation. One way



I Have Stickers



**YOU ASKS GOOD QUESTIONS
AND THATS WHAT I APPRECIATES ABOUT YOU.**

Resources

FOSS Funders: fossfunders.com

Digital Infrastructure Insights Fund: infrastructureinsights.fund/

FOCUSED Collaboration: opencollective.com/focused-collaboration

FOSS Prospectus Archive: github.com/JumpsuitWizard/FOSS-Prospectus-Archive

FOCUSES Sponsorship Data: github.com/JumpsuitWizard/FOCUSED-Sponsorship-Data

Jumpsuit Wizard: jumpsuitwizard.com

FOSS Foundations Directory (Shane Curcuru's Work): fossfoundation.info/

Citations

Real Wages - https://en.wikipedia.org/wiki/Real_wages

11 charts that show how covid changed the U.S. economy:

<https://www.washingtonpost.com/business/2024/03/16/economy-recovery-covid-unemployment-wages-debt-groceries/>

Deep Dive Image:

[https://commons.wikimedia.org/wiki/File:Ocean_Floor_Traverse_\(4618936719\).jpg](https://commons.wikimedia.org/wiki/File:Ocean_Floor_Traverse_(4618936719).jpg)

Shallow Dive Image: https://upload.wikimedia.org/wikipedia/commons/2/2c/Diving_horse.jpg