

# ☐☐ Link collection finances and (sustainable) funding

## To read, listen & watch

### Funding

- Two summaries with case studies and experiences on open source funding:
  - <https://opensource.guide/getting-paid/>
  - <https://github.com/nayafia/lemonade-stand#grants>
- On finding sponsors:
  - A guide to creating a sponsorship prospectus in order to attract and retain sponsors: <https://github.com/google/opensource/blob/main/sponsorship/sponsor-prospectus.md>
  - How to attract corporate sponsors for funding OSS: <https://docs.oscollective.org/guides/recruiting-financial-sponsors>
- On donations/donor acceptance policies:
  - Example of a donation acceptance policy: <https://numfocus.org/donation-acceptance-policy>
  - Tips for gift acceptance policies: <https://www.councilofnonprofits.org/running-nonprofit/fundraising-and-resource-development/gift-acceptance-policies>
- Tips on applying for grants to fund OSS by Sumana Harihareswara: <https://www.changeset.nyc/resources/quick-intro-to-grants.html>
- *Growing Open Source Projects with a Stable Foundation* by Martin Milchmayr: <https://cyrius.com/foss-foundations/growing-open-source-projects.pdf>
  - Specifically the section “Umbrella organizations” explains what you get from a fiscal sponsor like OpenCollective

### Business models

- Linux Foundation, *From Project to Profit: Business Models for Startups Developing Open Source Software*: <https://www.youtube.com/watch?v=PTVmwW3uTkg>
- Some resources around monetizing OSS:

- *How do you monetize open source*: <https://dev.to/orliesaurus/how-do-you-monetize-open-source-4g4c>
- *How to monetize your open source project (and pay your developers)*: <https://www.scaleway.com/en/blog/how-to-monetize-your-open-source-project/#open-source-monetization-models>

## Sustainability

- *Sustain* has various podcasts on sustainability in open source software, i. a. open source design, documentation or climate: <https://sustainoss.org/podcasts/>

## Methods & tools

- Various business model canvases:
  - Circulab offers the *Circular Canvas*, a business model canvas: <https://circulab.academy/circular-economy-tools/circular-canvas-business-models/>
  - There is also a business model canvas by CASE: [https://www.case-ka.eu/wp/wp-content/uploads/2017/05/SustainableBusinessModelCanvas\\_highresolution.jpg](https://www.case-ka.eu/wp/wp-content/uploads/2017/05/SustainableBusinessModelCanvas_highresolution.jpg)
  - *Using Business Model Canvas to Launch a Technology Startup or Improve Established Operating Model*: <https://www.altexsoft.com/blog/using-business-model-canvas-to-launch-a-technology-startup-or-improve-established-operating-model/>

## Financing options

The Civic Tech Field Guide provides an overview of different ways to fund projects and lists them by category: <https://civictech.guide/funding/>

## List of funding opportunities

- Open Funding List: <https://github.com/ralphtheninja/open-funding>
- The list of the Stiftung Erneuerbare Freiheit: <https://erneuerbare-freiheit.de/foerderung/foerderquellen/>
- The list of NLNet: <https://nlnet.nl/foundation/network.html>
- The list of the Open Tech Fund: <https://docs.opentech.fund/otf-application-guidebook/appendix-iv-alternative-sources-of-support>
- The DSEE funding list: <https://www.deutsche-stiftung-engagement-und-ehrenamt.de/foerderung/aktuelle-programme/>

# Fiscal hosts

Fiscal hosts can support you administratively and in the search for funding

- The Center for the Cultivation of Technology: <https://techcultivation.org/>
- On the border between fiscal host & crowdfunding platform:
  - Open Collective: <https://opencollective.com/>
  - Open Collective Europe: <https://opencollective.com/europe>

## Crowdfunding & similar models

- Crowdfunding list for FOSS projects: <https://www.oss.fund/categories/crowdfunding/>
- Crowdfunding for hardware at Crowdsupply: <https://www.crowdsupply.com/>

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