

# 2020-12-18 Governance and Business Model Subgroup Meeting

**Attending:** Vinopal, Metz, Prater, Gore, Cartolano

**Zoom Link:** See invitation

## Agenda

Topic	Lead
<b>Membership Model Proposal</b>  With the current state of membership renewals, it has been proposed that changes need to be made to the current membership model to ensure recurring income. Through extensive discussion, 3 proposals were generated to assist with short, medium, and long-term actions.  <a href="#">Membership Model Brainstorming Meeting</a>  <b>Goal:</b> Identify a method for moving forward long-term actions for improving Fedora's business model.	Rosalyn
<b>Wrap-up</b>  Next steps. Action items.	

## Notes

How do we diversify our revenue streams?

- We can't have a homogeneous revenue stream, what are other ways that we can gather money.
  - grants
  - services
  - membership
  - donors (maybe? is this really possible)
- Migration services - this was something orgs mentioned they would be interested in during the IMLS Planning grant.
- Consulting services - is this something that orgs need or do they need this higher up the stack?

What are the benefits that organizations get for membership?

- This is essential for us to continue to keep members.
- Perhaps discounts on services

What are the benefits that we get as part of our relationship with LYRASIS? How can we communicate these benefits more broadly?

- Grant support; our 42% helped us get the IMLS grant this year.
- What is the plan for this coming fiscal year?

What are some strategies that we can employ to rethink our business model?

- Reaching out to folks outside the Fedora community that have thought through these things. e.g. Katherine Skinner
- Employing focusing on the ITAV Framework to help us work through these issues.
- Reaching out to folks who have experience in open source software outside of the libraries' context. e.g. Kaitline Thaney

## Action Items

- [Rosalyn Metz](#) check in with [Laurie Gemmill Arp](#) to better understand what LYRASIS centralized services are available to the community and how we can better plan for future benefit and communicate to our community.
- [Rosalyn Metz](#) check in with Kaitlin Thaney about potential conversation.