Open Source
boundaries, burnout, business

Mike McQuaid
me
Project Leader of Homebrew
(Homebrew Maintainer 2009 – Present)
Principal Engineer at GitHub

(GitHub Engineer 2013 – 2023)
CTO/Cofounder at Workbrew
(2023 – Present)
boundaries
The software is provided “as is”, without warranty of any kind, express or implied, including but not limited to the warranties of merchantability, fitness for a particular purpose and noninfringement. In no event shall the authors or copyright holders be liable for any claim, damages or other liability, whether in an action of contract, tort or otherwise, arising from, out of or in connection with the software or the use or other dealings in the software.
Open Source Maintainers Owe You Nothing (mmq.lol/nothing)

- The way the software is today is all that the maintainers ever agree to provide you (bugs and all)
- The maintainers provide no assurances that the software will ever work for any user or use case (even documented ones)
- The maintainers are never liable for any problems caused by any use of the software (including damages that require you to pay for repairs)
- You must agree with the above to have any right to use the software
Brené Brown
Social worker, researcher, author, podcaster
The Seven Elements of Trust

Boundaries
Reliability
Accountability
Vaulting
Integrity
Nonjudgment
Generosity
Bad APIs are:
Bad relationships are:
Your boundaries

==

Your API
Why say “no”?  
When to say “no”  
How to say “no”
Help all contributors

Second-time contributors

Third-or-more contributors

Stop Mentoring First-Time Contributors (mmq.lol/first)
burnout
The Mentorship Diamond (mmq.lol/mentor)
leads
prospects
sales

Sales Funnel
users

contributors

maintainers

Open Source Contributor Funnel (mmq.lol/funnel)
business
2013 🦅: Kickstarter, £14,859
2016 🍋: SFC, 501c3, Paypal, Bank
2017 🍰: Patreon, README
2018 🐦: Twitter
2019 🍺: brew, GitHub Sponsors
2021 🏫: OpenCollective

Making Homebrew Financially Sustainable (mmq.lol/donate)
Making Homebrew Financially Sustainable (mmq.lol/donate)
Economics: how money flows around an economy?

Open Source Economics (mmq.lol/economics)
OSS Economics: how money flows between projects?

Open Source Economics (mmq.lol/economics)
Oss problems:
Solution: 💵💶💷💴 fixes all problems?

Open Source Economics (mmq.lol/economics)
Economic problem: Allocation of limited resources (💵💶💷💴)?

Open Source Economics (mmq.lol/economics)
OSS Economic problem: Allocation of limited maintainers 🤪💻👨‍👩‍👧‍👦🧑💻
Maintainer time:
More 🤑 means more⏰❓

Open Source Economics (mmq.lol/economics)
Maintainer income: How much to work full-time?

Open Source Economics (mmq.lol/economics)
Maintainer focus: Enjoyment! 🍼🥰🥳

Open Source Economics (mmq.lol/economics)
will open source fail?
will open source (as a business model) fail?
1. make OSS project
2. get widely adopted
3. change from OSS license
1. make OSS project
2. make company
3. get paid by other companies
New Demo

Workbrew Private Beta

Workbrew Console
Monitor macOS devices, run Homebrew commands and set Homebrew configuration for your entire fleet.

Workbrew Agent
Run Homebrew as a dedicated user for improved security and periodically report device status to the Workbrew Console.

Workbrew Installer
Installs Homebrew, the Workbrew Installer and Workbrew Agent through a standard macOS pkg installer before any users are created on the machine.

Deploy, Secure and Manage your Homebrew Fleet

Engineers love Homebrew because they can quickly install what they need in their macOS, Linux or Windows Subsystem for Linux (WSL) terminal. Over 35 million users are installing over 15,000 available packages with a world-class developer experience.

Your company will love Workbrew because your fleet of all machines using Homebrew will have faster onboarding, quickly mitigated security vulnerabilities and consistency in Homebrew usage across your teams and projects.

workbrew.com
boundaries

Open Source Maintainers
Owe You Nothing 😁

Saying No 😈

Stop Mentoring First-Time Contributors 🤷‍♀️
burnout

How To Find A Therapist

The Mentorship Diamond

The Open Source Contributor Funnel
business

Making Homebrew Financially Sustainable 🍺

Open Source Economics (is not what you think) 💷

Open Source Business 📈
questions?

@mike@mastodon.mikemcquaid.com
@MikeMcQuaid
mike@mikemcquaid.com