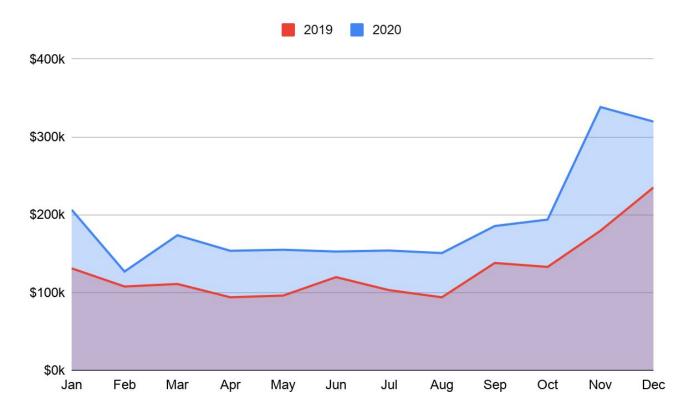![Thunderbird logo] Thunderbird®

Thunderbird Financial Report

Year 2020

Donations

In 2020, we received a total of **$2,309,773** in donations. The release of Thunderbird 78 and end-of-year fundraising drove the very high increase at the end of 2020. Overall 2020 was a much better year than 2019 for donations to the project, despite expectations that COVID would decrease our users' ability to give.
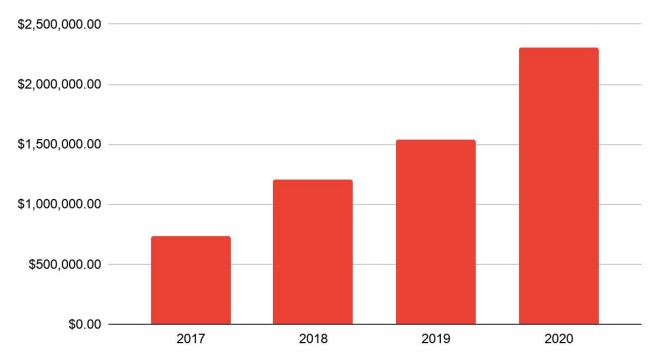

Improved engagement with donors, an updated donor website at https://give.thunderbird.net, and a higher download rate of Thunderbird from the website also drove donations. The higher download rate and engagement on the website is due to a redesign of the website that has made it look much more modern, eye-catching, and easy to navigate. It also makes Thunderbird look more professional.

Year-to-Year Donation Performance

There has been a steady increase in year-to-year donations to the project, made very clear when looking at each year since 2017.

Year-to-Year Donations

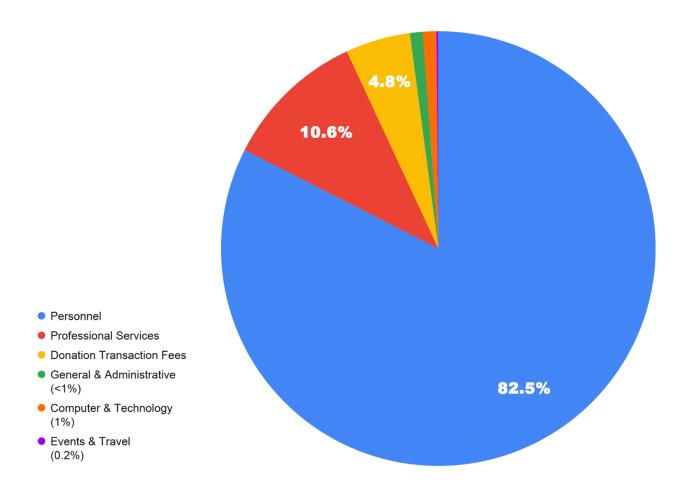|	
$2,500,000.00	
$2,000,000.00	
$1,500,000.00	
$1,000,000.00	
$500,000.00	
$0.00	2017 2018 2019 2020

As noted in the section above on this year's performance, there have been a variety of efforts undertaken by the team in order to improve engagement of donors as well as ensuring that our users are aware of the need for their financial support.

A Note on Non-Donation Income

Non-donation income is currently negligible, less than a fraction of a fraction of a percent. For this reason, and because it comes from only one source (a partnership with Gandi for users to get new email addresses) - the specific amounts have been left out.

Spending

Legend:
- Personnel
- Professional Services
- Donation Transaction Fees
- General & Administrative (<1%)
- Computer & Technology (1%)
- Events & Travel (0.2%)

Pie chart values: 82.5%, 10.6%, 4.8%

Personnel is where most of the project's money is spent and these are people paid to work on Thunderbird. There is a breakdown of the roles of people working on Thunderbird below.

Professional services includes HR, Tax services, and agreements with other Mozilla entities, for example access to build infrastructure.

The remaining items help us to run a business, such as services and technology that help us communicate and manage operations. In total we spent **$1,550,152** in 2020.

Current Status & Conclusion

While the books aren't yet closed on 2020, it looks as though we end the year with just over **$3,000,000** in the bank.

We currently employ a team of 15 people, which comprise the following roles:

- **Technical Manager**
- **Community and Business Development Manager**
- **Enterprise Support and Documentation Engineer**
- **Add-ons Coordinator**
- **Lead UX Architect**
- **Security Engineer**
- **Senior Developers x2**
- **Developers x4**
- **Infra Team Lead**
- **Build Engineer**
- **Thunderbird Release Engineer / Web Infra Engineer**

In 2020, we saw great growth that builds upon the previous two years. We have capacity to bring on more people to help tackle the objectives laid out in our roadmap and still not spend beyond our revenue. In fact, for those interested, we are still hiring. There is a case to be made for spending ambitiously, beyond our projected monthly revenue and dipping into the large amount sitting in the bank, in order to tackle big projects. But the Council is currently spending within our revenue each month.

In conclusion, there are currently discussions within the community for areas where we should focus our efforts. We have the resources to chase bold ideas and provide our users with the best-in-class open source communication experience possible. As seen before, year-over-year we see a steady increase in revenue and it is the Treasurer's expectation that this will continue in 2021.

The state of Thunderbird's finances are very good and the Council would like to extend our thanks to the Community and our users for supporting the project. Your ongoing contributions not only enable Thunderbird to survive, but to thrive.