文林
Wenlin Institute, Inc. SPC
<u>Management Discussion and Analysis</u>
for the fiscal year July 1, 2016 - June 30, 2017

Preface

This MD&A (management discussion and analysis) is an official document, prepared by Wenlin Institute, Inc. SPC for the general public as required for Social Purpose Corporations in the state of California. Wenlin Institute's report is due by October 28 each year, 120 days after the end of our fiscal year, which ends on June 30. This document is organized in accordance with California Corporations Code Section 3500(b).

1. Objectives

Wenlin Institute's immediate objectives for fiscal year 2016-2017 included:

- publish web-based versions of our software and dictionaries;
- enable ongoing collaborative improvement and expansion of the dictionaries;
- work on both print and web editions of the *ABC Cantonese-English Dictionary*;
- launch a Kickstarter fundraiser campaign to help the web-based dictionaries;
- provide UH Press with a typeset draft of the *ABC Cantonese* print edition for peer review;
- complete and publish a number of collaborative dictionary and textbook projects in progress;
- raise funds through increased sales, grants and fundraising to support the sustainable growth of the Wenlin ABC project and its contributors;
- partner with other educational ventures to integrate Wenlin and ABC with a variety of multilingual tools for education and research;
- attract, support and cultivate a large team of skilled contributors comprised of both paid staff and volunteers;
- release a Wenlin app for Android.

2. Actions Completed

We were successful in achieving the majority of the objectives listed above.

We launched a successful Kickstarter fundraiser campaign that raised over $50,000 to help with development of the *Wenlin Dictionaries Wiki.*

We published a new website called the *Wenlin Dictionaries Wiki* (wenlin.co). It incorporates four dictionaries: the *ABC Chinese-English Comprehensive Dictionary;* the *ABC English-Chinese Dictionary;* the *Wénlín Zìdiǎn* (字典 'character dictionary'); and the *ABC Cantonese-English Dictionary*. The wiki interface enables not only looking up entries, but also editing them. In other words, we have for the first time enabled "crowdsourcing" for our dictionaries.

We did extensive work on the *ABC Cantonese-English Dictionary* by Robert S. Bauer, and published it as part of the *Wenlin Dictionaries Wiki* (wenlin.co). This was its first publication in any form. We also provided UH Press with a typeset draft of the print edition of this dictionary, for peer review, which resulted in its acceptance for publication by UH Press.

We added French glosses to more than 30,000 of the most frequently used entries in the *ABC Chinese-English Comprehensive Dictionary*, and we published those additions in the wiki.

We recruited more members for our team of volunteer programmers, who were especially active in improving the wiki during the Summer of 2017.

Our plan for a Wenlin app for Android has not yet been successful. Our small team was spread too thinly between web development and Android development. We chose to focus on the former, and postpone the latter indefinitely.

3. Actions Planned

Now that the *Wenlin Dictionaries Wiki* has enabled collaborative improvement and expansion of the dictionaries, one of our key responsibilities is to continue supporting that work, including quality control and further software development. We'll strive to keep our team motivated, productive, happy, and growing.

We'll continue the work on French glosses of Chinese entries, and we'll add features to the dictionary software to enable the addition of glosses in multiple languages.

We'll make more arrangements with other organizations also to publish the dictionaries on their own websites.

We'll work on both print and software editions of the *ABC Cantonese-English Dictionary*. We'll provide drafts for the proofreading team managed by ABC Series Editor Victor Mair. We'll build indexes, do consistency checking, input corrections, and do the final typesetting for the first print edition, under the direction of UH Press.

We'll release new versions of our desktop software, with improvements and new features including integration with the wiki and increased compatibility with the latest operating systems.

4. Decision Making and Evaluation

We've continued to make decisions generally by consensus, through meetings and and communication by videoconference, email, and telephone.

The main decisions in this year involved publication of the *Wenlin Dictionaries Wiki*.

There were no major fiscal decisions to be made.

5. Expenditures

Total expenditures for the fiscal year were $156,880, categorized as follows:

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$ 98,757 Services, Salaries, Commissions
$ 24,164 Royalties
$  9,459 Taxes
$  3,522 Postage, Shipping, Handling
$  1,156 Office expenses, Hardware, Software
$  2,662 Rent (office)
$  4,091 Internet services
$  2,001 Accounting services
$    232 Transportation, Travel
$    766 Telephone
$  8,490 Bank charges and bank loan repayment
$  1,343 Advertising
$    237 Other
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These expenditures were incurred in furtherance of achieving our special purpose objectives, and the total is very close to that of the previous fiscal year.

We estimate that our expenditures over the next three fiscal years will be similar. If there is revenue growth, we hope to use it for improving our products and services to fulfill our educational mission. We hope to allocate funds, generated through sales, grants and fundraising, to hiring additional workers.

Conclusion

This year we accomplished a number of tasks, including our greatest goal for many years: publication of the *Wenlin Dictionaries Wiki*. We did this with very limited resources. Our main goal now is to grow, especially to attract more users, contributors, and funding, while continuing to improve our services, software features, and educational materials.