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Wenlin Institute, Inc. SPC

Management Discussion and Analysis

for the fiscal year July 1, 2019 - June 30, 2020 (FY2020)

Preface

This MD&A (management discussion and analysis) is an official document, prepared by Wenlin Institute, Inc. SPC (wenlin.com) 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 the fiscal year included:

- support our published web/desktop software and dictionaries
- enable ongoing collaborative improvement and expansion of the dictionaries
- add software features to enable the addition of glosses in multiple languages
- work on print and web editions of the *ABC Comprehensive Cantonese-English Dictionary*
- 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

2. Actions Completed

We were successful in achieving some of the objectives listed above. We continued to support our published web/desktop software and dictionaries, and to enable collaborative development of the dictionaries and software.

We continued, and nearly finished, development on the *ABC Cantonese-English Comprehensive Dictionary* by Prof. Robert S. Bauer. This dictionary will be published in book form by the University of Hawaii Press (<https://uhpress.hawaii.edu/>), probably near the end of 2020.

We continued collaboration with our network of partners, productively licensing the dictionaries and *Wenlin CDL (Character Description Language)* technology to a variety of organizations, such as Pleco, Basis, and the Chairman's Bao. We made new contacts with more organizations. We're engaged in ongoing exploration of collaborative opportunities.

We continued to provide web-based software engineering services on a contract basis, primarily for the Unicode Consortium.

We continued making efforts to grow our team. Funding through subscriptions has been minimal. Our traditional sources of income haven't been sufficient to support the growth we envisioned.

3. Actions Planned

We will continue supporting our customers, and maintaining and improving our dictionaries, software, and websites.

We will continue to provide contract software engineering services to the Unicode Consortium's CLDR Project (<https://cldr.unicode.org/>). Its mission to provide “key building blocks for software to support the world's languages” is very consistent with our own social purpose. The income from this contract work will continue to enable Wenlin Institute’s continued operation.

Regardless of how exactly we manage it, our goals continue to include: releasing new versions of our desktop software, with improvements and new features including integration with the wiki and increased compatibility with the latest operating systems; continuing to update the dictionaries and the wiki interface; growing our team; and empowering our customers, clients, and partners.

4. Decision Making and Evaluation

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

The main decisions in this year involved prioritizing essential tasks.

There were no major fiscal decisions to be made.

5. Expenditures

Total expenditures for the fiscal year were \$214,668.60, categorized as shown in the table below.

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 contract work, sales, grants

and fundraising, to hiring additional workers.

Expense Category	Amount
Services, Salaries, Dividends, Commissions	158708.98
Tax	22691.35
Royalty Expense	21979.61
Internet Service	4156.63
Bank Charges	4031.18
Advertising	1110.34
Accounting Services	823.25
Transportation	665.12
Office Supplies	502.14
TOTAL	214668.60

Conclusion

This year we followed through on supporting our customers, clients, resources, and technologies.