

CONFUCIUS INSTITUTE  
孔子学院



西肯塔基  
WESTERN KENTUCKY

MONTHLY

Confucius Institute of Western Kentucky / BG Education Management Solutions, Inc.

**Bowli**

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# TO SIMPSON COUNTY SCHOOLS

## Strategic Highlights

The CIWKY has concluded its face-to-face training in Beijing, China for the incoming group of 18 new Mandarin language teachers. It was held on the campus of North China Electric Power University (NCEPU) from Sunday, April 30 – Thursday, May 4, 2023.

## Financial Highlights

As of March 31<sup>st</sup> the balance in the BG Education Management Solutions, Inc. account was \$6,795.72 and \$175,000.00 was requested during the month, for a total of \$181,795.72. During the month of April 2023, a total of \$166,051.40 was spent, with the largest expenses in independent contractor payments and the summer high school trip airfare tickets. The balance as of April 30, 2023, was 15,744.32.

## Operating Highlights

To date recruitment efforts have been finalized for the academic year 2023/2024, with a total of 18 new teachers have successfully completed their training. Thus, a total of 46 teachers will teach through our program in Kentucky, Texas, Minnesota, Louisiana, Michigan, Tennessee, and Georgia.

## Looking Ahead

The program seeks to position itself to take the program nationally and not just teachers in Kentucky.

Please read through the document and advise of any questions or concerns.

**Terrill D. Martin**

**Director (Confucius Institute of Western Kentucky)**

**President/CEO (BG Education Management Solutions, Inc.)**

# FINANCIAL SUMMARY

As of March 31<sup>st</sup> the balance in the BG Education Management Solutions, Inc. account was \$6,795.72 and \$175,000.00 was requested during the month, for a total of \$181,795.72. During the month of April 2023, a total of \$166,051.40 was spent, with the largest expenses in independent contractor payments and the summer high school trip airfare tickets. The balance as of April 30, 2023, was 15,744.32. Due to the uncertainty of receiving additional funds, a frugal approach was taken. Some of the following measures were taken:

- **Chinese International Education Foundation (CIEF)/North China Electric Power University (NCEPU) Budgets** – The CIWKY will submit the 2023 budget to NCEPU on January 10, 2023, in the amount of \$802,721.00. We received \$768,000USD, which was deposited on March 23, 2023.
- **Billings for Confucius Institute Teachers** – All billings for academic year 2023/2024 will be billed as of September 2023 for a total of \$250,000 to schools/districts.

Please see below for a snapshot of the expenses and projected revenue for April 2023. In addition, the balance sheet, and receipts of all expenditures (including receipts) are included with the financial report. The balance on the ledger as of April 30, 2023, was \$15,744.32. The funds are not enough to cover May 2023; thus, this is the formal request to transfer **\$140,000.00.**

	2022		2023
	Forecast	Actual	Forecast
	April	April	May
<b>Revenue</b>			
Deposit Correction			
Current Balance	\$6,795.72	\$6,795.72	\$15,744.32
Hanban	\$175,000.00	\$175,000.00	\$140,000.00
REVENUE - School Billings			
<b>Total Revenue</b>	<b>\$181,795.72</b>	<b>\$181,795.72</b>	<b>\$155,744.32</b>
<b>Expenses</b>			
T. Martin Salary	\$15,096.00	\$15,096.00	\$10,064.00
T. Martin Bonus (27.5%)			
T. Martin Reimbursement	\$1,500.00		\$3,000.00
Li Bo (Contract NCEPU)			
Ms. Ji Hui	\$3,334.00	\$3,364.00	\$3,334.00
Ms. Chang Xiqin (Teacher)	\$4,000.00	\$4,000.00	
Wei Anmin (Teacher)			
Guan Xin (Teacher)	\$4,500.00	\$4,500.00	\$4,500.00
Mr. Tang Jie (Teacher)			
Ms. Tang Lei (Teacher)			
Ms. Wei Lili (Teacher)	\$4,200.00		\$8,400.00
Mr. Ouyang Xiaosheng (Teacher)	\$4,500.00	\$4,500.00	\$4,500.00
Ms. Zhang Huan (Teacher)		\$50.00	
Ms. Zhao Wangya (Teacher)	\$4,200.00		\$8,400.00
Ms. Cheng Mingxin (Teacher)	\$3,800.00	\$3,800.00	\$3,800.00
Ms. Bin Mingzhi			
Mr. Ren Yi (Mandarin Tutor)	\$600.00		\$1,440.00
Quickbooks Fee	\$26.25	\$22.75	\$26.25
Ms. Tian Peile (Teacher)	\$600.00	\$600.00	\$600.00
Jiang Yushan (Teacher)			
Ben Ye (Teacher)		\$50.00	
Taylor S. Martin			
(Marketing/Communications Director)	\$4,500.00	\$4,500.00	\$4,500.00
Dr. Wei-Ping Pan (Contract NCEPU)	\$27,700.00	\$27,261.24	\$2,000.00
Zhao Yaqian (Rent & Salary)			
Oak Tree and a Rose (Consultant)	\$8,751.00	\$8,751.50	\$5,834.00
Legacy Cleaning	\$400.00	\$400.00	\$400.00
Song Fan (Teacher)	\$4,250.00	\$4,250.00	\$4,250.00
Chen Sisi (Teacher)	\$4,250.00	\$4,250.00	\$4,250.00
Jia Yijuan (Teacher)	\$4,250.00	\$4,250.00	\$4,250.00
Taxes		\$350.00	
Accountant			
Legal Fees	\$5.00	\$39.99	\$39.99
Program Coordinator			
Rental Space - BG (1800 sqft)	\$4,150.00	\$4,150.00	\$4,150.00
Rental Space - StorPlace	\$300.00	\$364.00	\$400.00
Program Liability Insurance			
Visa Processing			\$35,600.00
Teacher Health Insurance			
KY Certification Certificate	\$960.00		
Professor Fees (Portfolios)			
China Trip	\$15,000.00	\$55,713.51	\$15,000.00
Housing			
Business Travel (Domestic)			
Training Fees			
Observations	\$2,000.00	\$679.96	\$2,000.00
Mileage		\$1,211.62	\$1,200.00
Fall Professional Development			
Spring Professional Development/New Year Celebration			
Marketing/Visiting/Etc.	\$4,000.00	\$5,250.62	\$4,000.00
Confucius Classroom		\$961.00	
Pamphlets/Booklets	\$5,000.00		\$5,000.00
Events (Chinese Bridge)		\$150.00	
WorldFest			
BG International Festival			
Asian Lantern Festival (Zoo)			
Email Network (Keystone) Microsoft			
365	\$328.00	\$464.31	\$465.00
Misc.	\$7,700.00	\$7,070.90	\$7,700.00
<b>Total Expenses</b>	<b>\$139,900.25</b>	<b>\$166,051.40</b>	<b>\$149,103.24</b>

## OPERATIONAL SUMMARY

### Teacher Placements 2022/2023

Please see Appendix A for placements for this upcoming year.

### 2023 Budget

Please see Appendix B for the budget requested for this upcoming year.

## PROJECTS IN PROCESS

CIWKY is presently working on activities for the 2023 academic year and beyond, which will be completed in 2023:

- **New Teacher Training in Beijing (20 New Teachers)**
  - Sunday, April 30 – May 4, 2023
- **High School Bridge Program**
  - June 18 – June 30, 2023
  - 15 students
  - 3 Chaperones
- **BGEMS/CIWKY Training**
  - July 15 – July 29, 2023
  - New & Returning Teacher Training
- **BG International Festival & CI Day**
  - September 17 – 23, 2023
- **Fall Break Educators Trip**
  - Superintendents/Principals/Teachers, etc.
  - 10 – 15 Individuals
  - CIWKY/NCEPU Executive Board Meeting
  - October 1 – 8, 2023
- **BGEMS/CIWKY**
  - Fall Retreat
  - November 10 – 12, 2023
- **YCT/HSK Fall Testing**
  - November 29 – December 1, 2023
  - 1,500 tests

## CONTACT & COMPANY INFORMATION

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Confucius Institute of Western Kentucky / BG Education Management Solutions, Inc.

Tel 270-792-9330





## **Appendix A – Teacher Placements 2022/2023**

## 2022/2023 Academic Year Mandarin Language Teacher Roster

Revised 7/8/2022							
	Home University	Last Name	First Name	Email Address	Current Location	City	State
<b>CLEC (7 Teachers)</b>							
1	CLEC	Liu	Chunrong	<a href="mailto:liu.chunrong@ciwky.org">liu.chunrong@ciwky.org</a>	Bristow Elementary School	Bowling Green	KY
2	CLEC	Wei	Anmin	<a href="mailto:wei.anmin@ciwky.org">wei.anmin@ciwky.org</a>	Oldham County Middle School	La Grange	KY
3	CLEC	Guo	Huiping	<a href="mailto:guo.huiping@ciwky.org">guo.huiping@ciwky.org</a>	Talent Academy	Missouri City	TX
4	CLEC	Jiang	Yushan	<a href="mailto:jiang.yushan@ciwky.org">jiang.yushan@ciwky.org</a>	South Oldham County Middle School	Crestwood	KY
5	CLEC	Zhuang	Yan	<a href="mailto:zhuang.yan@ciwky.org">zhuang.yan@ciwky.org</a>	St. Augustine High School	New Orleans	LA
6	CLEC	Zhang	Yani	<a href="mailto:zhang.yani@ciwky.org">zhang.yani@ciwky.org</a>	Audubon Charter Lower School	New Orleans	LA
7	CLEC	Tian	Peile	<a href="mailto:tian.peile@ciwky.org">tian.peile@ciwky.org</a>	Audubon Charter Upper School	New Orleans	LA
<b>NCEPU (22 Teachers)</b>							
8	NCEPU	Kang	Shan	<a href="mailto:875165784@qq.com">875165784@qq.com</a>	Jennings Creek Elementary School	Bowling Green	KY
9	NCEPU	He	Chengfei	<a href="mailto:hecf332@163.com">hecf332@163.com</a>	South Oldham County Middle School	Crestwood	KY
10	NCEPU	Zhang	Xinwen	<a href="mailto:283269539@qq.com">283269539@qq.com</a>	Warren Elementary School	Bowling Green	KY
11	NCEPU	Shen	Fang	<a href="mailto:1151222169@qq.com">1151222169@qq.com</a>	Bristow Elementary School	Bowling Green	KY
12	NCEPU	Luo	Xinqiong	<a href="mailto:123332823@qq.com">123332823@qq.com</a>	Alvaton Elementary School	Bowling Green	KY
13	NCEPU	Ren	Shuai	<a href="mailto:ren.shuai@ciwky.org">ren.shuai@ciwky.org</a>	Talent Academy	Missouri City	TX
14	NCEPU	Zhang	Huan	<a href="mailto:zhang.huan@ciwky.org">zhang.huan@ciwky.org</a>	North Butler Elementary School	Morgantown	KY
15	NCEPU	Xu	Yuan Yuan	<a href="mailto:2671491446@qq.com">2671491446@qq.com</a>	Plano Elementary School	Bowling Green	KY
16	NCEPU	Wang	Zhirui	<a href="mailto:imwangzhr@hotmail.com">imwangzhr@hotmail.com</a>	Legacy Christian Academy of Bowling Green	Bowling Green	KY
17	NCEPU	Sun	Yuxuan	<a href="mailto:1198436960@qq.com">1198436960@qq.com</a>	East Oldham Middle School	Goshen	KY
18	NCEPU	Li	Wenbin	<a href="mailto:43039711@qq.com">43039711@qq.com</a>	Frederick Fraize High School	Cloverport	KY
19	NCEPU	Lu	Di	<a href="mailto:ludy3366@gmail.com">ludy3366@gmail.com</a>	Audubon Charter Upper School	New Orleans	LA
20	NCEPU	Jin	Rongrong	<a href="mailto:jinrongrong30@gmail.com">jinrongrong30@gmail.com</a>	Audubon Charter Lower School	New Orleans	LA
21	NCEPU	Chen	Peiyang	<a href="mailto:862250500@qq.com">862250500@qq.com</a>	Alvaton Elementary School	Bowling Green	KY
22	NCEPU	Wu	Ling	<a href="mailto:405019794@qq.com">405019794@qq.com</a>	Butler County High School	Morgantown	KY
23	NCEPU	Xu	Jimin	<a href="mailto:xu.jimin@ciwky.org">xu.jimin@ciwky.org</a>	North Oldham Middle School	Goshen	KY
24	NCEPU	Ben	Ye	<a href="mailto:ben.ye@ciwky.org">ben.ye@ciwky.org</a>	Warren Elementary School	Bowling Green	KY
25	NCEPU	Yang	Jie	<a href="mailto:yang.jie@ciwky.org">yang.jie@ciwky.org</a>	Franklin Simpson Middle School	Franklin	KY
26	NCEPU	Rui	Xitong	<a href="mailto:rui.xitong@ciwky.org">rui.xitong@ciwky.org</a>	Jennings Creek Elementary School	Bowling Green	KY
27	NCEPU	Qin	Jingyun	<a href="mailto:qin.jingyun@ciwky.org">qin.jingyun@ciwky.org</a>	Oldham County Middle School	La Grange	KY
28	NCEPU	Liu	Meng	<a href="mailto:liu.meng@ciwky.org">liu.meng@ciwky.org</a>	Cathedral High School	St. Cloud	MN
29	NCEPU	Li	Hui	<a href="mailto:li.hui@ciwky.org">li.hui@ciwky.org</a>	Lincoln Elementary School	Franklin	KY
<b>U.S. Local Hire (11 Teachers)</b>							
30	CIWKY	Jia	Yijuan	<a href="mailto:jia.yijuan@outlook.com">jia.yijuan@outlook.com</a>	St. Augustine High School	New Orleans	LA
31	CIWKY	Wei	Lili	<a href="mailto:wei.lili@ciwky.org">wei.lili@ciwky.org</a>	Butler County Middle School	Morgantown	KY
32	CIWKY	Cheng	Mingxin	<a href="mailto:cheng.mingxin@ciwky.org">cheng.mingxin@ciwky.org</a>	Simpson Elementary School	Franklin	KY
33	CIWKY	Zhao	Wangya	<a href="mailto:zhao.wangya@ciwky.org">zhao.wangya@ciwky.org</a>	Franklin Simpson High School	Franklin	KY
34	CIWKY	Tang	Lei	<a href="mailto:tang.lei@ciwky.org">tang.lei@ciwky.org</a>	East Oldham Middle School	Goshen	KY
35	CIWKY	Guan	Xin	<a href="mailto:guan.xin@ciwky.org">guan.xin@ciwky.org</a>	Butler County High School	Morgantown	KY
36	CIWKY	Chang	Xiaqing	<a href="mailto:chang.xiaqing@ciwky.org">chang.xiaqing@ciwky.org</a>	Plano Elementary School	Bowling Green	KY
37	CIWKY	Ouyang	Xiaosheng	<a href="mailto:ouyang.xiaosheng@ciwky.org">ouyang.xiaosheng@ciwky.org</a>	Drakes Creek Middle School	Bowling Green	KY
38	CIWKY	Bin	Mingzhi	<a href="mailto:bin.mingzhi@ciwky.org">bin.mingzhi@ciwky.org</a>	South Warren Middle School	Bowling Green	KY
39	CIWKY	Chen	Sisi	<a href="mailto:scarlett.sisi.222610@gmail.com">scarlett.sisi.222610@gmail.com</a>	Kalamazoo Central High School	Kalamazoo	MI
40	CIWKY	Song	Fan	<a href="mailto:florasong123@hotmail.com">florasong123@hotmail.com</a>	Loy Norrix High School	Kalamazoo	MI

## Appendix B – 2023 Budget Request

孔子学院项目支出预算明细表						
序号 No.	项目名称 Project	所需经费 Budget				外币填报USD
		人员 Staff	办公 Office	设备 Equipment	活动 Activity	合计 Subtotal
1	2023年Logan学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
2	2023年艾灵顿独立学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
3	2023年艾灵顿独立学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
4	2023年Barnett县学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
5	2023年Boswell县学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
6	2023年St. Lawrence郡孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
7	2023年St. Lawrence郡孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
8	2023年Trent郡高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
9	2023年Tutoring高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
10	2023年Queens郡/Leicester县学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
11	2023年Simcoe县学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
12	2023年Harcourt县学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
13	2023年Clayton郡独立学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
14	2023年Durham县学区孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
15	2023年Frontenac郡公立学校孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
16	2023年三一修德教会学校孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
17	2023年Central City公立学校孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
18	2023年米恰伯格市高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
19	2023年Stuart-Franklin高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
20	2023年Newmarket高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
21	2023年孔子学院日常运营	\$40,000.00	\$33,000.00	\$0.00	\$12,000.00	\$85,000.00
22	2023年汉办拨款/欢迎招待费	\$3,960.00	\$0.00	\$0.00	\$3,850.00	\$7,810.00
23	2023年网络教学计划	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
24	2023年艾灵顿孔子学院二游站	\$12,000.00	\$15,000.00	\$0.00	\$12,000.00	\$39,000.00
25	2023年孔子学院汉口文化市场行展	\$20,000.00	\$15,000.00	\$0.00	\$20,000.00	\$55,000.00
26	2023年社区成人汉语班	\$5,940.00	\$5,445.00	\$0.00	\$12,276.00	\$23,661.00
27	2023年安省教师继续教育培训	\$50,000.00	\$0.00	\$0.00	\$35,000.00	\$85,000.00
28	2023年手工文化展览	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
29	2023年汉语教学水平测试	\$0.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00
30	2023年汉语教师职业技能培训	\$8,250.00	\$0.00	\$0.00	\$15,000.00	\$23,250.00
31	2023年全美外语教学及世界语言博览会	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
32	2023年艾灵顿学区家访	\$2,000.00	\$0.00	\$0.00	\$21,000.00	\$23,000.00
33	2023年汉口教师到任安置	\$0.00	\$0.00	\$0.00	\$50,000.00	\$50,000.00
34	2023年安省基础教育工作委员会访问中王	\$2,500.00	\$5,500.00	\$0.00	\$16,500.00	\$24,500.00
35	2023年安省汉语口语沉浸式项目	\$10,000.00	\$5,000.00	\$0.00	\$10,000.00	\$25,000.00
36	2023年半年度庆祝游站	\$11,000.00	\$0.00	\$0.00	\$20,000.00	\$31,000.00
37	2023年汉语教师展	\$12,000.00	\$10,000.00	\$0.00	\$8,000.00	\$30,000.00
38	2023 汉语教师海外/新教师培训	\$8,000.00	\$6,250.00	\$0.00	\$25,000.00	\$39,250.00
39	2023 高中/大学预科（孔子课堂）	\$5,000.00	\$3,000.00	\$0.00	\$14,250.00	\$22,250.00
40	2023年孔子学院考试中心	\$12,000.00	\$1,000.00	\$0.00	\$7,000.00	\$20,000.00
总计Total 本行已设置公式，自动填充		\$274,650.00	\$167,995.00	\$0.00	\$360,076.00	\$802,721.00