

CONFUCIUS INSTITUTE
孔子学院



西肯塔基
WESTERN KENTUCKY

MONTHLY

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

Bowli

Email: terrill.martin@gmail.com
 Website: <https://www.ciwky.org>
<https://www.bgeducationms.org>

terr

Tel: 270-792-9330
 2501 Crossings Blvd, Suite 301,
 Bowling Green, KY 42104





TABLE OF CONTENTS

TO SIMPSON COUNTY SCHOOLS	3
FINANCIAL SUMMARY	4
OPERATIONAL SUMMARY	6
PROJECTS IN PROCESS	7
CONTACT & COMPANY INFORMATION	8

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. Thirteen of the new teachers have received their DS-2019's and are applying for their visas.

Financial Highlights

As of April 30th, the balance in the BG Education Management Solutions, Inc. account was \$15,744.32 and \$140,000.00 was requested during the month, for a total of \$155,744.32. During the month of May 2023, a total of \$108,544.14 was spent, with the largest expenses in the final independent contractor payments to teachers. The balance as of May 31, 2023, was \$47,200.18.

Operating Highlights

To date recruitment efforts have been finalized for the academic year 2023/2024, the 18 new teachers are in the process of applying for their visa interviews. Thus, if all are approved, there will be a total of 46 teachers 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 April 30th, the balance in the BG Education Management Solutions, Inc. account was \$15,744.32 and \$140,000.00 was requested during the month, for a total of \$155,744.32. During the month of May 2023, a total of \$108,544.14 was spent, with the largest expenses in the final independent contractor payments to teachers. The balance as of May 31, 2023, was \$47,200.18. 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 submitted 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 May 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 May 31, 2023, was \$47,200.18. The funds are not enough to cover June 2023; thus, this is the formal request to transfer **\$70,000.00.**

	2022		2023
	Forecast	Actual	Forecast
	May	May	June
Revenue			
Deposit Correction			
Current Balance	\$15,744.32	\$15,744.32	\$47,200.18
Hanban	\$140,000.00	\$140,000.00	\$70,000.00
REVENUE - School Billings			
Total Revenue	\$155,744.32	\$155,744.32	\$117,200.18
Expenses			
T. Martin Salary	\$10,064.00	\$5,032.00	\$15,096.00
T. Martin Bonus (27.5%)			
T. Martin Reimbursement	\$3,000.00	\$16,210.26	\$3,000.00
Li Bo (Contract NCEPU)			
Ms. Ji Hui	\$3,334.00	\$3,364.00	\$3,334.00
Ms. Chang Xiqian (Teacher)		\$4,000.00	
Wei Anmin (Teacher)			
Guan Xin (Teacher)	\$4,500.00	\$4,500.00	
Mr. Tang Jie (Teacher)			
Ms. Tang Lei (Teacher)			
Ms. Wei Lili (Teacher)	\$8,400.00	\$8,400.00	
Mr. Ouyang Xiaosheng (Teacher)	\$4,500.00	\$4,500.00	
Ms. Zhang Huan (Teacher)			
Ms. Zhao Wangya (Teacher)	\$8,400.00	\$8,400.00	
Ms. Cheng Mingxin (Teacher)	\$3,800.00	\$3,800.00	
Ms. Bin Mingzhi			
Mr. Ren Yi (Mandarin Tutor)	\$1,440.00	\$780.00	\$780.00
Quickbooks Fee	\$26.25	\$22.75	\$1.75
Ms. Tian Peile (Teacher)	\$600.00	\$600.00	
Jiang Yushan (Teacher)			
Ben Ye (Teacher)			
Taylor S. Martin			
(Marketing/Communications Director)	\$4,500.00	\$4,500.00	\$4,500.00
Dr. Wei-Ping Pan (Contract NCEPU)	\$2,000.00		\$2,000.00
Zhao Yaqian (Rent & Salary)			
Oak Tree and a Rose (Consultant)	\$5,834.00	\$3,346.00	\$5,834.00
Legacy Cleaning	\$400.00	\$400.00	\$400.00
Song Fan (Teacher)	\$4,250.00	\$4,250.00	
Chen Sisi (Teacher)	\$4,250.00	\$4,250.00	
Jia Yijuan (Teacher)	\$4,250.00	\$4,250.00	
Taxes			
Accountant			
Legal Fees	\$39.99	\$39.99	\$39.99
Program Coordinator			
Rental Space - BG (1800 sqft)	\$4,150.00	\$4,150.00	\$4,150.00
Rental Space - StorPlace	\$400.00	\$364.00	\$400.00
Program Liability Insurance			
Visa Processing	\$35,600.00	\$14,000.00	\$21,000.00
Teacher Health Insurance			
KY Certification Certificate			
Professor Fees (Portfolios)			
China Trip	\$15,000.00	\$6,306.71	\$15,000.00
Housing			
Business Travel (Domestic)			
Training Fees			
Observations	\$2,000.00		\$2,000.00
Mileage	\$1,200.00	\$1,720.37	\$1,200.00
Fall Professional Development			
Spring Professional Development/New Year Celebration			
Marketing/Visiting/Etc.	\$4,000.00		\$4,000.00
Confucius Classroom			
Pamphlets/Booklets	\$5,000.00		\$5,000.00
Events (Chinese Bridge)			
WorldFest			
BG International Festival			
Asian Lantern Festival (Zoo)			
Email Network (Keystone) Microsoft			
365	\$465.00	\$464.31	\$465.00
Misc.	\$7,700.00	\$893.75	\$7,700.00
Total Expenses	\$149,103.24	\$108,544.14	\$95,900.74



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.

In March 2023, we processed 1,421 YCT tests to our students in K-12 and the tests were completed and tabulated. Based on the results, we have a pass rate of 79.17% overall with the breakouts in Appendix C.

Please see the upcoming projects/programs:

- **High School Bridge Program**
 - June 18 – July 2, 2023
 - 12 students
 - 3 Chaperones
- **BGEMS/CIWKY Training**
 - July 15 – August 4, 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

TERRILL D. MARTIN
EXECUTIVE DIRECTOR



Tel 270-792-9330
terrill.martin@gmail.com

JI HUI
DIRECTOR OF TEACHERS
DIVISION



Tel 270-945-0900
Ji.hui@bgeducationms.org

TAYLOR S. MARTIN
DIRECTOR OF PROGRAMMING



Tel 678-332-9254
taylor.martin@bgeducationms.org

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
CLEC (7 Teachers)							
1	CLEC	Liu	Chunrong	liu.chunrong@ciwky.org	Bristow Elementary School	Bowling Green	KY
2	CLEC	Wei	Anmin	wei.anmin@ciwky.org	Oldham County Middle School	La Grange	KY
3	CLEC	Guo	Huiping	guo.huiping@ciwky.org	Talent Academy	Missouri City	TX
4	CLEC	Jiang	Yushan	jiang.yushan@ciwky.org	South Oldham County Middle School	Crestwood	KY
5	CLEC	Zhuang	Yan	zhuang.yan@ciwky.org	St. Augustine High School	New Orleans	LA
6	CLEC	Zhang	Yani	zhang.yani@ciwky.org	Audubon Charter Lower School	New Orleans	LA
7	CLEC	Tian	Peile	tian.peile@ciwky.org	Audubon Charter Upper School	New Orleans	LA
NCEPU (22 Teachers)							
8	NCEPU	Kang	Shan	875165784@qq.com	Jennings Creek Elementary School	Bowling Green	KY
9	NCEPU	He	Chengfei	hecf332@163.com	South Oldham County Middle School	Crestwood	KY
10	NCEPU	Zhang	Xinwen	283269539@qq.com	Warren Elementary School	Bowling Green	KY
11	NCEPU	Shen	Fang	1151222169@qq.com	Bristow Elementary School	Bowling Green	KY
12	NCEPU	Luo	Xinqiong	123332823@qq.com	Alvaton Elementary School	Bowling Green	KY
13	NCEPU	Ren	Shuai	ren.shuai@ciwky.org	Talent Academy	Missouri City	TX
14	NCEPU	Zhang	Huan	zhang.huan@ciwky.org	North Butler Elementary School	Morgantown	KY
15	NCEPU	Xu	Yuanyuan	2671491446@qq.com	Plano Elementary School	Bowling Green	KY
16	NCEPU	Wang	Zhirui	imwangzhr@hotmail.com	Legacy Christian Academy of Bowling Green	Bowling Green	KY
17	NCEPU	Sun	Yuxuan	1198436960@qq.com	East Oldham Middle School	Goshen	KY
18	NCEPU	Li	Wenbin	43039711@qq.com	Frederick Fraize High School	Cloverport	KY
19	NCEPU	Lu	Di	ludy3366@gmail.com	Audubon Charter Upper School	New Orleans	LA
20	NCEPU	Jin	Rongrong	jinrongrong30@gmail.com	Audubon Charter Lower School	New Orleans	LA
21	NCEPU	Chen	Peiyang	862250500@qq.com	Alvaton Elementary School	Bowling Green	KY
22	NCEPU	Wu	Ling	405019794@qq.com	Butler County High School	Morgantown	KY
23	NCEPU	Xu	Jimin	xu.jimin@ciwky.org	North Oldham Middle School	Goshen	KY
24	NCEPU	Ben	Ye	ben.ye@ciwky.org	Warren Elementary School	Bowling Green	KY
25	NCEPU	Yang	Jie	yang.jie@ciwky.org	Franklin Simpson Middle School	Franklin	KY
26	NCEPU	Rui	Xitong	rui.xitong@ciwky.org	Jennings Creek Elementary School	Bowling Green	KY
27	NCEPU	Qin	Jingyun	qin.jingyun@ciwky.org	Oldham County Middle School	La Grange	KY
28	NCEPU	Liu	Meng	liu.meng@ciwky.org	Cathedral High School	St. Cloud	MN
29	NCEPU	Li	Hui	li.hui@ciwky.org	Lincoln Elementary School	Franklin	KY
U.S. Local Hire (11 Teachers)							
30	CIWKY	Jia	Yijuan	jia.yijuan@outlook.com	St. Augustine High School	New Orleans	LA
31	CIWKY	Wei	Lili	wei.lili@ciwky.org	Butler County Middle School	Morgantown	KY
32	CIWKY	Cheng	Mingxin	cheng.mingxin@ciwky.org	Simpson Elementary School	Franklin	KY
33	CIWKY	Zhao	Wangya	zhao.wangya@ciwky.org	Franklin Simpson High School	Franklin	KY
34	CIWKY	Tang	Lei	tang.lei@ciwky.org	East Oldham Middle School	Goshen	KY
35	CIWKY	Guan	Xin	guan.xin@ciwky.org	Butler County High School	Morgantown	KY
36	CIWKY	Chang	Xiaqing	chang.xiaqing@ciwky.org	Plano Elementary School	Bowling Green	KY
37	CIWKY	Ouyang	Xiaosheng	ouyang.xiaosheng@ciwky.org	Drakes Creek Middle School	Bowling Green	KY
38	CIWKY	Bin	Mingzhi	bin.mingzhi@ciwky.org	South Warren Middle School	Bowling Green	KY
39	CIWKY	Chen	Sisi	scarlett.sisi.222610@gmail.com	Kalamazoo Central High School	Kalamazoo	MI
40	CIWKY	Song	Fan	florasong123@hotmail.com	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年汉灵格特敦普里尔中心孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
3	2023年施灵格本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Dorset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. Francis高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
7	2023年St. Francis高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
8	2023年Trinity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Catholic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Queen's University 孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
11	2023年St. Joseph 孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
12	2023年Harcourt 孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
13	2023年Claverhouse 孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
14	2023年Butler 孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
15	2023年Riverside 孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
16	2023年圣三一学院孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
17	2023年Central City 孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
18	2023年米特伯特高中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
19	2023年St. Francis 初中孔子课堂运营	\$3,600.00	\$3,240.00	\$0.00	\$3,160.00	\$10,000.00
20	2023年Meadow 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年孔子学院教师招聘	\$3,960.00	\$0.00	\$0.00	\$3,850.00	\$7,810.00
23	2023年孔子学院教学计划	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
24	2023年孔子学院孔子课堂运营	\$12,000.00	\$15,000.00	\$0.00	\$12,000.00	\$39,000.00
25	2023年孔子学院孔子课堂运营	\$20,000.00	\$15,000.00	\$0.00	\$20,000.00	\$55,000.00
26	2023年孔子学院孔子课堂运营	\$5,940.00	\$5,445.00	\$0.00	\$12,276.00	\$23,661.00
27	2023年孔子学院孔子课堂运营	\$50,000.00	\$0.00	\$0.00	\$35,000.00	\$85,000.00
28	2023年孔子学院孔子课堂运营	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
29	2023年孔子学院孔子课堂运营	\$0.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00
30	2023年孔子学院孔子课堂运营	\$8,250.00	\$0.00	\$0.00	\$15,000.00	\$23,250.00
31	2023年孔子学院孔子课堂运营	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
32	2023年孔子学院孔子课堂运营	\$2,000.00	\$0.00	\$0.00	\$21,000.00	\$23,000.00
33	2023年孔子学院孔子课堂运营	\$0.00	\$0.00	\$0.00	\$50,000.00	\$50,000.00
34	2023年孔子学院孔子课堂运营	\$2,500.00	\$5,500.00	\$0.00	\$16,500.00	\$24,500.00
35	2023年孔子学院孔子课堂运营	\$10,000.00	\$5,000.00	\$0.00	\$10,000.00	\$25,000.00
36	2023年孔子学院孔子课堂运营	\$11,000.00	\$0.00	\$0.00	\$20,000.00	\$31,000.00
37	2023年孔子学院孔子课堂运营	\$12,000.00	\$10,000.00	\$0.00	\$8,000.00	\$30,000.00
38	2023年孔子学院孔子课堂运营	\$8,000.00	\$6,250.00	\$0.00	\$25,000.00	\$39,250.00
39	2023年孔子学院孔子课堂运营	\$5,000.00	\$3,000.00	\$0.00	\$14,250.00	\$26,250.00
40	2023年孔子学院孔子课堂运营	\$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

Appendix C – YCT Results

2023 Spring YCT Results					
YCT 1					
	Total	Passed	Percentage		Weighted
Yang Jie	155	154	99.35%		13.69%
Li Hui	157	146	92.99%		12.98%
Wei Anmin/Wang Zhirui	143	143	100.00%		12.71%
Zhang Huan	235	133	56.60%		11.82%
Ouyang Xiaosheng	95	95	100.00%		8.44%
Bin Mingzhi	94	90	95.74%		8.00%
Jiang Yushan/He Chengfei	81	56	69.14%		4.98%
Wei Lili	44	40	90.91%		3.56%
Jia Yijuan/Guo Huiping	43	39	90.70%		3.47%
Guan Xin/Wu Ling	35	34	97.14%		3.02%
Zhao Wangya	30	30	100.00%		2.67%
Qin Jingyun/Sun Yuxuan	31	29	93.55%		2.58%
Ren Shuai	34	28	82.35%		2.49%
Lu Di/Tian Peile	27	25	92.59%		2.22%
Liu Meng	23	23	100.00%		2.04%
Cheng Mingxin	135	20	14.81%		1.78%
Song Fan	19	17	89.47%		1.51%
Zhaung Yan	30	15	50.00%		1.33%
Li Wenbin	10	8	80.00%		0.71%
Number Taken	1421				
Number Passed		1125			
			79.17%		100%

2023 Spring YCT Results (Elementary)

YCT 1					
	Total	Passed	Percentage		
Li Hui	157	146	92.99%		39.78%
Zhang Huan	235	133	56.60%		36.24%
Jia Yijuan/Guo Huiping	43	39	90.70%		10.63%
Qin Jingyun/Sun Yuxuan	31	29	93.55%		7.90%
Cheng Mingxin	135	20	14.81%		5.45%
Number Taken	601				
Number Passed		367			
			61.06%		100.00%

2023 Spring YCT Results (Middle)

YCT 1					
	Total	Passed	Percentage		
Yang Jie	155	154	99.35%		24.37%
Wei Anmin/Wang Zhirui	143	143	100.00%		22.63%
Ouyang Xiaosheng	95	95	100.00%		15.03%
Bin Mingzhi	94	90	95.74%		14.24%
Jiang Yushan/He Chengfei	81	56	69.14%		8.86%
Wei Lili	44	40	90.91%		6.33%
Qin Jingyun/Sun Yuxuan	31	29	93.55%		4.59%
Lu Di/Tian Peile	27	25	92.59%		3.96%
Number Taken	670				
Number Passed		632			
			94.33%		100.00%



2023 Spring YCT Results (High)

YCT 1					
	Total	Passed	Percentage		
Guan Xin/Wu Ling	35	34	97.14%		21.94%
Zhao Wangya	30	30	100.00%		19.35%
Ren Shuai	34	28	82.35%		18.06%
Liu Meng	23	23	100.00%		14.84%
Song Fan	19	17	89.47%		10.97%
Zhaung Yan	30	15	50.00%		9.68%
Li Wenbin	10	8	80.00%		5.16%
Number Taken	181				
Number Passed		155			
			85.64%		100.00%