

Confucius Institute of Western Kentucky / BG Education Management  
Solutions Inc.  
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## OCTOBER 2020

*This document outlines the activities taken place during the month on the report, including any operational activities, financial activities, and copies of receipts of all expenditures.*

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## To Simpson County Schools

### STRATEGIC HIGHLIGHTS

Since last month's report, another Chinese teacher has departed for home (Meng Xiuli). This leaves the CIWKY with 25 Chinese teachers, teaching in 26 schools, reaching over 14,000 students. At present all districts have resumed in-person classes (reduced number of classes). Visits to all the teachers in Warren, Butler, and Barren counties. Next week, visits will be made at Franklin/Simspon, Meade County, and Cloverport Independent. Contacts have been made to all their principals, and these teachers are doing a very good job. We will continue to reach out to the principals and teachers and ensure things continue to run smooth.

### FINANCIAL HIGHLIGHTS

As of November 1<sup>st</sup> the balance in the BG Education Management Solution, Inc. account was \$50,272,87. During the month of October 2020, no additional funds were deposited, and a total of \$15,872.38 was spent, with the largest expenses coming from my rent and my salary. Billing has been done as of September 9, 2020 in the amount of \$150,500.00 in revenues.

### OPERATING HIGHLIGHTS

The CI of WKY is increasing its footprint of Chinese language for next year. The institute has reached out to several private schools, independent school districts, and some of the districts the institute has lost. It is projected that the institute is seeking to place a total of 40 teachers for next academic year (21/22).

### LOOKING AHEAD

All the Fall 2020 scheduled activities have been cancelled through summer 2021.

Please read through the documents 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 October 1, 2020, the balance was \$50,272.87 with a total of \$15,872.38 was spent during the month of October 2020 leaving a balance of \$34,400.49 as of, October 31, 2020. 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) Budget-** The CI of WKY received a total of \$508,462.00 was received on 07/20/2020.
- **Billings for Confucius Institute Teachers 2020/2021-** Billings have been submitted to the school districts, and upon receipt, the total revenue will be \$150,500.00.

Please see below for a snapshot of expenses and projected revenue for October 2020. In addition, the balance sheet, and receipts of all expenditures (including receipts) are included with this report. The balance on the ledger as of October 31, 2020 is \$34,400.49. The funds are not enough to cover the operations for both

November and December; thus, an ACH transfer is requested in the amount of **\$120,000.**

# SIMPSON COUNTY SCHOOLS

	2020		
	Forecast	Actual	Forecast
	October	October	November/December
<b>Revenue</b>			
WKU - Discretionary Funds			
WKU - Classroom Funds			
Confucius Classroom Funds			
Current Balance	\$50,272.87	\$50,272.87	\$34,400.49
Hanban			\$120,000.00
REVENUE - School Billings			
WKU - Classroom Teacher (Funds)			
<b>Total Revenue</b>	<b>\$50,272.87</b>	<b>\$50,272.87</b>	<b>\$154,400.49</b>
<b>Expenses</b>			
T. Martin Salary	\$9,584.00	\$9,584.00	\$19,168.00
T. Martin Bonus (25%/2)			\$14,376.00
Li Bo (Contract NCEPU)			\$15,000.00
Ms. Ji Hui			\$13,750.00
Ms. Chang Xiagin (Teacher)			\$5,384.00
Mr. Tang Jie (Teacher)			\$5,384.00
Dr. Wei-Ping Pan (Contract NCEPU)			\$25,000.00
Taxes			
Accountant	\$600.00	\$600.00	
Legal Fees	\$39.99	\$39.99	\$39.99
Program Coordinator			
Rental Space - BG (1800sft)	\$2,400.00	\$2,400.00	\$4,800.00
Rental Space - Louisville (AICH)			
Program Liability Insurance	\$956.79		
Visa Processing			
Teacher Health Insurance			
KY Certification Certificate			
Professor Fees (Portfolios)			
China Trip			
Housing		\$2,427.00	
Business Travel (Domestic)			
Training Fees			
Observations (Fall)	\$5,000.00		\$5,000.00
Mileage	\$1,000.00		\$1,000.00
Fall Professional Development	\$2,500.00		\$2,500.00
Spring Professional Development/New Year Celebration			
Marketing/Visiting/Etc.			
Confucius Classroom	\$20,000.00		\$35,000.00
Pamphlets/Booklets	\$1,500.00		\$1,500.00
Events (Chinese Bridge)			
WorldFest			
BG International Festival			
Asian Lantern Festival (Zoo)			
Email Network (Keystone) Microsoft			
365	\$535.33	\$553.36	\$553.36
Misc.	\$2,000.00	\$268.03	\$2,000.00
<b>Total Expenses</b>	<b>\$46,116.11</b>	<b>\$15,872.38</b>	<b>\$150,455.35</b>
<b>Net Profit/Loss</b>	<b>\$4,156.76</b>	<b>\$34,400.49</b>	<b>\$3,945.14</b>



## Operational Summary

### Schools in Kentucky Begin

Presently, of the school districts in which the CI of WKY are partnered, all begun face-to-face classes. Visits have been made to Warren County, Butler County, and Barren County to date. Next week, visits will be made to Meade County, Franklin/Simpson County, and Cloverport Independent. I have spoken with the principals, and all of the teachers are doing great, and really adapting to online, and face-to-face classes.

All four new teachers at our institute who have been transferred from other CI's have all received their certification as of September 8, 2020. Billing has been done as of September 9, 2020 in the amount of \$150,500.00 in revenues.

### Chinese International Education Foundation

Hanban/CIH has changed its name to the Chinese International Education Foundation, which is a non-government owned center. This entity will consist of educational universities (with ties to CI's abroad) and business leaders. There are two specific changes which the CI of WKY has been made aware of:

- The unit will consist of two different divisions:
  - Teacher Division – This group will continue to provide teachers for the institutes, but there are very strict budgeting guidelines, which means there will be a limit to the number of teachers which a CI can request. I am unsure of the policy at this very point.
  - Budget Division – This group will work with the Chinese University to provide budgets to external Confucius Institutes. This means that each year, the CI will submit their budget to their Chinese university partner, and the Chinese university will approve or deny budgets. The funds will be transferred from our Chinese University.

### North China Electric Power University

With the new organization CIEF, some of the responsibilities have landed with our Chinese partner university, North China Electric Power University. There was a conference call with Mr. Zhao Zijian who is the new coordinator between our CI and CIEF. They are charged with recruiting and selecting Chinese teachers for our CI, and for personnel management of our CI teachers.

### Teacher Placements 2020/2021

Before the outbreak, the approach was to ensure we saturated the current districts with teachers at all levels, before exploring to other districts. This approach has been re-evaluated to ensure that we have enough teachers in place to manage the current 2020/2021 teacher level before expanding at all. Please see Appendix A for a status of teachers based on the status for academic year 2020/2021.



## Projects in Process

To be determined.

## Contact Information

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## Company Information

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# SIMPSON COUNTY SCHOOLS

## Appendix A – Teacher Placement for 2020/2021 Academic Year

2020/2021 Teacher Placement			
Chinese	Teachers Name	Location	District
<b>Visiting Teachers From MTSU (3rd Year) = 2</b>			
唐杰	Tang Jie	Frederrick Fraize High School/William Natcher Elementary	Cloverport
常夏青	Chang Xiqing	Stuart Pepper Middle School	Meade Co.
<b>Visiting Teachers Trasfer from CI Of Toledo (3rd Year) = 2</b>			
刘春荣	Liu Chunrong	Bristow Elementary School	Warren Co.
姜雨杉	Jiang Yushan	Brandenberg Primary	Meade Co.
<b>Visiting Teachers (2nd Year) = 15</b>			
韦安民	Wei Anmin	Barren County High School	Barren Co.
刘晓娴	Liu Xiaoxian	Butler County Middle School	Butler Co.
汪洁	Wang Jie	Warren Elementary School	Warren Co.
李晓丹	Li Xiaodan	South Oldham Middle Shool	Oldham Co.
白晶	Jing Bai	Ekron Elementary School & David T. Wilson	Meade Co.
李晓艳	Li Xiaoyan	Meade County High School	Meade Co.
贾晶晶	Jia Jingjing	Panyeville Elementary School	Meade Co.
张乐	Zhang Le	Franklin-Simpson Middle School	Simpson Co.
余泳婷	Yu Yongting	Simpson Elementary School	Simpson Co.
□ □ □	Peng Shuwen	Franklin-Simpson High School	Simpson Co.
郭会萍	Guo Huiping	Richardsville Elementary	Warren Co.
张扬	Zhang Yang	Jennings Creek Elementary	Warren Co.
陈芝丽	Chen Zhili	Alvaton Elementary School	Warren Co.
高雨茹	Zhao Yaqian	Warren East Middle School	Warren Co.
张琳琳	Zhang Linlin	Drakes Creek Middle School	Warren Co.
<b>Returning Teachers (3rd Year) = 1</b>			
关欣	Guan Xin	Butler County High School	Butler Co.
<b>Returning Teachers (4th Year) = 2</b>			
孙臻	Sun Yi	North Oldham County Middle School	Oldham Co.
钟艳	Zhong Yan	South Warren Middle School	Warren Co.
<b>Returning Teacher (5th Year) = 1</b>			
季慧	Ji Hu	Plano Elementary	Warren Co.
<b>Returning Teachers (6th Year) - No Home School = 2</b>			
施宝琳	Shi Baolin	Lincoln Elementary School	Simpson Co.
覃秋华	Qin Qiuhua	St. Francis Middle School	St. Francis