

## ETP Approved Contracts FY 16-17\* \*through June Panel

## Development and Administrative Service Costs

## Consultant Fee Comparison Chart

**KEY TERMS: Administrative Fees Payment Earned Performance Standards Not Applicable**

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Abbott Consulting Group	\$4,500	6%	N/A	ET17-0137-000	\$73,800
	\$4,500	5%	N/A	ET17-0144-000	\$88,560
	\$4,500	1%	≤13%	ET17-0224-000	\$444,736
ADP	\$15,000	6%	≤11%	ET17-0272-000	\$245,592
	\$0	0%	≤13%	ET17-0169-000	\$576,000
	\$10,000	6%	≤13%	ET17-0179-000	\$169,560
	\$14,353	7%	≤13%	ET17-0336-000	\$204,768
Anderson Business Coaching (ABC)	\$3,000	3%	≤10%	ET17-0132-000	\$97,812
	\$1,995	5%	≤13%	ET17-0240-000	\$38,532
Assured Incentive Group	\$1,800	23%	≤13%	ET17-0217-000	\$7,700
BDO	\$5,000	4%	N/A	ET17-0149-000	\$120,288
Blanding Consulting	\$900	7%	≤13%	ET17-0199-000	\$12,480
BLI Co.	\$8,000	1%	≤13%	ET17-0101-000	\$749,988
	\$8,000	2%	≤13%	ET17-0236-000	\$374,760
Bolero Associates LLC	\$1,872	5%	≤13%	ET17-0380-000	\$37,440
Bright Training Solutions (BTS)	\$3,000	10%	≤11.7%	ET17-0287-000	\$29,120
California Labor Federation + Strategy Workplace Communications	\$0	0%	≤13%	ET17-0906-000	\$501,200
	\$0	0%	≤13%	ET17-0911-000	\$237,800
	\$0	0%	≤13%	ET17-0912-001	\$801,440
	\$0	0%	≤13%	ET17-0921-000	\$538,505
	\$0	0%	≤13%	ET17-0919-000	\$208,820
	\$0	0%	≤13%	ET17-0924-000	\$501,200
	\$0	0%	≤13%	ET17-0925-000	\$287,600
	\$0	0%	≤13%	ET17-0928-000	\$403,700
	\$0	0%	≤13%	ET17-0929-000	\$195,000
California Manufacturing Technology Consulting (CMTC)	\$15,000	6%	≤13%	ET17-0147-000	\$266,040
	\$4,860	10%	≤13%	ET17-0379-000	\$48,600
	\$0	0%	≤10%	ET17-0383-000	\$71,208
	\$0	0%	≤13%	ET17-0374-000	\$96,200
	\$4,997	10%	≤13%	ET17-0365-000	\$49,972
	\$8,555	10%	≤13%	ET17-0363-000	\$85,554
	\$0	0%	≤13%	ET17-0388-000	\$71,552
	\$0	0%	≤13%	ET17-0329-000	\$75,920
	\$15,000	2%	≤13%	ET17-0415-000	\$749,600
	\$15,000	6%	≤13%	ET17-0427-000	\$233,000
	\$0	0%	≤13%	ET17-0449-000	\$162,000
	\$6,891	10%	≤13%	ET17-0473-000	\$68,904
	\$0	0%	≤13%	ET17-0488-000	\$55,160
California Training Administration (CTA)	\$2,500	2%	≤13%	ET17-0119-000	\$115,200
	\$2,500	1%	≤13%	ET17-0182-000	\$303,000
	\$2,500	4%	≤13%	ET17-0239-000	\$69,300
	\$2,500	2%	≤13%	ET17-0249-000	\$148,050
California Training Coalition (CTC)	\$0	0%	≤13%	ET17-0422-000	\$40,040

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
CalTraining, Inc.	\$3,000	3%	≤13%	ET17-0145-000	\$97,038
CMF Global	\$0	0%	≤13%	ET17-0433-000	\$13,200
CMTA	\$5,000	5%	≤13%	ET17-0113-000	\$96,016
CTCNC	\$10,000	1%	≤10%	ET17-0902-000	\$949,180
Deloitte Tax LLP	\$40,000	10%	N/A	ET17-0188-000	\$406,200
	\$5,000	1%	≤13%	ET17-0237-000	\$372,280
DLI and Associates LLC	\$0	0%	≤10%	ET17-0429-000	\$949,090
	\$0	0%	≤13%	ET17-0428-000	\$539,176
	\$0	0%	≤10%	ET17-0442-000	\$499,602
Enterprise U	\$5,000	1%	≤13%	ET17-0333-000	\$744,976
Ernst & Young LLP	\$10,000	2%	≤13%	ET17-0332-000	\$409,600
Ethos Training Solutions	\$5,000	3%	≤13%	ET17-0262-000	\$175,900
	\$5,000	11%	≤13%	ET17-0472-000	\$44,000
e-VentExe	\$2,000	4%	≤13%	ET17-0102-000	\$50,050
Glendale CC Professional Development Center (PDC)	\$0	0%	≤10%	ET17-0213-000	\$99,960
Herrera & Company	\$7,500	2%	≤13%	ET17-0231-000	\$432,000
	\$0	0%	≤13%	ET17-0232-000	\$374,640
	\$0	0%	≤13%	ET17-0801-000	\$749,952
Hickey & Associates	\$15,270	5%	N/A	ET17-0304-000	\$304,500
	\$15,000	2%	≤13%	ET17-0454-000	\$749,650
Integrated Solutions	\$3,500	4%	≤13%	ET17-0242-000	\$99,984
Judith's Training Services (JTS)	\$3,400	17%	≤10%	ET17-0444-000	\$19,800
	\$9,500	8%	≤13%	ET17-0107-000	\$111,820
Kirkpatrick Enterprise International (KEI)	\$0	0%	≤13%	ET17-0372-000	\$88,320
	\$0	0%	≤10%	ET17-0122-000	\$401,200
	\$0	0%	N/A	ET17-0150-000	\$949,611
	\$0	0%	≤10%	ET17-0131-000	\$81,600
Law Offices of David Clark	\$3,900	10%	≤13%	ET17-0208-000	\$39,000
	\$780	10%	≤13%	ET17-0202-000	\$7,800
Lean QA	\$0	0%	≤2.5%	ET17-0233-000	\$223,820
Leonard Stephens	\$4,500	3%	≤13%	ET17-0170-000	\$143,370
Manex Consulting	\$2,870	10%	≤13%	ET17-0154-000	\$28,704
	\$6,201	10%	N/A	ET17-0375-000	\$62,010
	\$2,520	10%	N/A	ET17-0486-000	\$25,200
National Funding Source	\$7,500	4%	≤13%	ET17-0261-000	\$186,680
National Training Company (NTC)	\$15,000	4%	≤13%	ET17-0123-000	\$339,560
	\$5,000	2%	≤13%	ET17-0192-000	\$309,145
	\$5,000	6%	≤13%	ET17-0196-000	\$89,880
	\$10,000	5%	≤13%	ET17-0229-000	\$210,750
	\$5,000	1%	≤13%	ET17-0348-000	\$390,000
	\$1,500	10%	≤13%	ET17-0313-000	\$15,275
	\$10,800	1%	≤13%	ET17-0117-000	\$749,070

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## Development and Administrative Service Costs

## Consultant Fee Comparison Chart

**KEY TERMS: Administrative Fees Payment Earned Performance Standards Not Applicable**

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$7,000	5%	≤13%	ET17-0418-000	\$149,440
	\$5,000	5%	≤13%	ET17-0250-000	\$97,850
	\$5,000	1%	≤13%	ET17-0251-000	\$415,080
	\$5,000	2%	≤13%	ET17-0160-000	\$200,750
	\$10,000	6%	≤13%	ET17-0178-000	\$164,604
	\$15,000	4%	≤13%	ET17-0325-000	\$363,450
	\$7,500	2%	≤13%	ET17-0100-000	\$450,750
	\$10,000	6%	≤13%	ET17-0185-000	\$178,500
	\$5,000	2%	≤13%	ET17-0220-000	\$239,580
	\$5,000	6%	≤13%	ET17-0291-000	\$89,856
	\$4,000	7%	≤13%	ET17-0280-000	\$56,054
National Training Systems (NTS)	\$36,939	5%	≤12%	ET17-0125-000	\$741,132
	\$21,686	6%	≤13%	ET17-0126-000	\$358,002
	\$32,174	12%	≤10%	ET17-0193-000	\$277,914
	\$29,839	5%	≤10%	ET17-0252-000	\$641,708
	\$4,600	6%	≤13%	ET17-0339-000	\$77,688
	\$27,939	5%	≤10%	ET17-0394-000	\$618,458
	\$19,939	6%	≤10%	ET17-0395-000	\$348,088
	\$23,102	4%	≤13%	ET17-0448-000	\$651,960
	\$19,298	9%	≤13%	ET17-0490-000	\$224,340
	\$7,516	4%	≤13%	ET17-0157-000	\$187,200
Neuro Engineering	\$0	0%	N/A	ET17-0377-000	\$27,040
Propel Consulting Group	\$7,153	4%	≤11%	ET17-0194-000	\$173,832
	\$6,669	8%	≤7.5%	ET17-0300-000	\$88,920
	\$2,211	7%	≤7.5%	ET17-0310-000	\$29,484
	\$2,839	5%	≤8%	ET17-0312-000	\$56,784
	\$3,593	7%	≤7.5%	ET17-0373-000	\$47,916
	\$7,455	8%	≤7.5%	ET17-0413-000	\$99,398
	\$7,484	7%	≤7.5%	ET17-0350-000	\$99,792
	\$2,894	8%	≤7.5%	ET17-0311-000	\$38,584
	\$1,716	8%	≤7.5%	ET17-0390-000	\$22,880
	\$9,110	10%	≤13%	ET17-0382-000	\$91,104
	\$2,000	2%	≤13%	ET17-0437-000	\$99,580
	\$3,182	7%	≤7.5%	ET17-0443-000	\$42,432
	\$12,141	7%	≤13%	ET17-0452-000	\$186,780
	\$14,800	6%	≤13%	ET17-0464-000	\$246,750
	\$6,828	7%	≤7.5%	ET17-0457-000	\$91,124
	\$5,998	7%	≤13%	ET17-0218-000	\$79,974
	\$6,298	7%	≤13%	ET17-0209-000	\$83,980
RSM US, LLP	\$1,000	1%	≤13%	ET17-0114-000	\$93,132
	\$5,000	4%	≤13%	ET17-0203-000	\$130,410
	\$5,000	5%	≤13%	ET17-0301-000	\$98,280
	\$1,000	0.4%	≤13%	ET17-0398-000	\$261,700

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$1,000	0.3%	≤13%	ET17-0463-000	\$357,552
	\$1,000	1%	≤13%	ET17-0465-000	\$95,760
Sallyanne Monti Consulting	\$3,000	1%	≤13%	ET17-0127-000	\$253,726
	\$1,000	4%	≤13%	ET17-0247-000	\$25,116
	\$2,000	4%	≤13%	ET17-0270-000	\$44,928
	\$1,680	4%	≤13%	ET17-0273-000	\$40,690
	\$3,000	4%	≤13%	ET17-0317-000	\$73,112
	\$500	0.1%	≤13%	ET17-0459-000	\$438,560
San Joaquin Valley College	\$5,789	10%	≤13%	ET17-0115-000	\$59,150
	\$1,210	9%	≤13%	ET17-0200-000	\$13,104
	\$2,900	3%	≤11%	ET17-0920-000	\$86,086
	\$9,900	10%	≤13%	ET17-0322-000	\$102,596
	\$15,000	8%	≤13%	ET17-0343-000	\$195,990
	\$17,000	7%	≤13%	ET17-0345-000	\$249,180
	\$9,000	18%	≤13%	ET17-0381-000	\$49,698
	\$15,000	4%	≤13%	ET17-0435-000	\$333,852
	\$4,400	10%	≤13%	ET17-0447-000	\$44,334
	\$9,900	10%	≤13%	ET17-0460-000	\$98,436
	\$2,300	10%	≤13%	ET17-0462-000	\$23,782
Sierra Consulting Services	\$0	0%	≤10%	ET17-0136-000	\$941,325
	\$10,000	1%	≤13%	ET17-0900-000	\$949,221
	\$17,000	2%	≤13%	ET17-0195-000	\$738,000
	\$2,000	4%	≤12.2%	ET17-0903-000	\$50,720
	\$10,000	1%	≤13%	ET17-0905-000	\$765,376
	\$10,000	4%	≤12.2%	ET17-0907-000	\$281,820
	\$10,000	2%	≤13%	ET17-0908-000	\$601,060
	\$10,000	4%	≤12.2%	ET17-0910-000	\$250,200
	\$0	0%	N/A	ET17-0255-000	\$599,616
	\$0	0%	≤6.5%	ET17-0264-000	\$949,400
	\$15,000	4%	≤13%	ET17-0346-000	\$355,680
	\$10,000	5%	≤13%	ET17-0349-000	\$198,816
	\$10,000	2%	≤13%	ET17-0923-000	\$514,476
	\$10,000	2%	≤10%	ET17-0926-000	\$448,875
	\$5,000	3%	≤13%	ET17-0930-000	\$151,140
	\$10,000	2%	≤12.2%	ET17-0931-000	\$533,399
\$10,000	2%	≤10%	ET17-0933-000	\$509,790	
Steve Duscha Advisories	\$832	7%	≤13%	ET17-0187-000	\$11,880
	\$493	7%	≤13%	ET17-0152-000	\$7,040
	\$5,500	6%	≤7%	ET17-0171-000	\$99,424
	\$3,775	7%	≤13%	ET17-0266-000	\$54,010
	\$4,864	7%	≤13%	ET17-0315-000	\$69,498
	\$6,750	5%	≤13%	ET17-0411-000	\$124,575
	\$1,990	8%	≤13%	ET17-0386-000	\$26,520
Strategic Business Solutions LLC					

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$900	8%	≤13%	ET17-0440-000	\$10,780
	\$2,051	7%	≤13%	ET17-0417-000	\$29,304
	\$7,750	3%	≤13%	ET17-0441-000	\$301,200
	\$1,914	5%	≤13%	ET17-0482-000	\$37,796
Strategy Workplace Communications	\$0	0%	≤13%	ET17-0913-000	\$949,452
	\$0	0%	≤13%	ET17-0901-000	\$530,512
	\$0	0%	≤13%	ET17-0904-000	\$551,960
	\$0	0%	≤13%	ET17-0918-000	\$409,176
	\$0	0%	≤13%	ET17-0469-000	\$381,500
	\$0	0%	≤13%	ET17-0934-000	\$655,010
	\$0	0%	≤13%	ET17-0935-000	\$490,158
Synergy Management Consultants	\$38,000	10%	≤13%	ET17-0104-000	\$375,120
	\$7,550	8%	≤13%	ET17-0106-000	\$95,544
	\$1,440	8%	≤13%	ET17-0167-000	\$18,040
	\$1,150	8%	≤13%	ET17-0172-000	\$14,520
	\$4,842	8%	≤13%	ET17-0295-000	\$60,528
	\$1,400	4%	≤13%	ET17-0412-000	\$33,264
	\$1,675	9%	≤10%	ET17-0445-000	\$19,536
	\$4,560	6%	≤13%	ET17-0446-000	\$74,448
	\$2,000	3%	≤13%	ET17-0474-000	\$71,280
Tax Credit Co.	\$15,000	3%	≤8%	ET17-0116-000	\$457,179
	\$2,500	0.4%	≤4%	ET17-0159-000	\$633,276
Think LLC	\$25,000	3%	≤13%	ET17-0455-000	\$745,800
Training Funding Group (TFG)	\$5,000	7%	≤13%	ET17-0489-000	\$72,006
Training Funding Partners (TFP)	\$5,000	1%	≤12%	ET17-0118-000	\$395,876
	\$9,500	5%	≤13%	ET17-0148-000	\$173,600
	\$12,500	3%	≤7%	ET17-0190-000	\$490,000
	\$17,500	3%	≤11%	ET17-0191-000	\$652,110
	\$24,600	6%	≤13%	ET17-0197-000	\$413,000
	\$7,400	8%	≤13%	ET17-0153-000	\$96,600
	\$28,500	3%	≤13%	ET17-0400-000	\$862,728
	\$4,200	6%	≤13%	ET17-0458-000	\$70,240
	\$8,500	9%	≤13%	ET17-0466-000	\$98,550
	\$6,600	7%	≤13%	ET17-0475-000	\$96,552
Training Funding Source (TFS)	\$13,500	6%	≤13%	ET17-0450-000	\$230,220
	\$9,500	10%	≤13%	ET17-0215-000	\$93,440
	\$2,900	6%	≤13%	ET17-0210-000	\$51,480
	\$2,900	12%	≤13%	ET17-0479-000	\$24,024
	\$2,900	7%	≤13%	ET17-0214-000	\$42,120
	\$1,900	7%	≤13%	ET17-0103-000	\$28,600
	\$1,500	4%	≤13%	ET17-0111-000	\$33,930
	\$1,900	5%	≤13%	ET17-0110-000	\$37,700
	\$2,000	8%	≤13%	ET17-0128-000	\$26,390



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	\$	%			
	\$6,900	7%	≤13%	ET17-0140-000	\$100,600
	\$9,500	2%	≤13%	ET17-0180-000	\$421,524
	\$9,501	5%	≤13%	ET17-0181-000	\$188,284
	\$6,900	6%	≤13%	ET17-0204-000	\$116,996
	\$900	5%	≤13%	ET17-0163-000	\$18,200
	\$2,500	9%	≤13%	ET17-0138-000	\$29,276
	\$7,900	6%	≤13%	ET17-0234-000	\$133,056
	\$1,900	9%	≤13%	ET17-0212-000	\$20,152
	\$4,900	10%	≤13%	ET17-0216-000	\$48,360
	\$2,900	11%	≤13%	ET17-0223-000	\$25,844
	\$9,500	3%	≤13%	ET17-0175-000	\$300,754
	\$2,900	7%	≤13%	ET17-0274-000	\$42,978
	\$3,900	5%	≤13%	ET17-0298-000	\$78,380
	\$3,500	4%	≤13%	ET17-0279-000	\$97,760
	\$4,900	8%	≤13%	ET17-0281-000	\$59,812
	\$2,900	6%	≤13%	ET17-0293-000	\$47,424
	\$4,900	6%	≤13%	ET17-0296-000	\$86,944
	\$4,900	7%	≤13%	ET17-0294-000	\$70,980
	\$2,500	7%	≤13%	ET17-0297-000	\$37,674
	\$1,500	7%	≤13%	ET17-0305-000	\$21,560
	\$9,500	3%	≤13%	ET17-0326-000	\$295,310
	\$9,500	4%	≤13%	ET17-0335-000	\$239,540
	\$9,500	2%	≤13%	ET17-0331-000	\$561,650
	\$9,500	4%	≤13%	ET17-0327-000	\$269,000
	\$2,900	1%	≤13%	ET17-0337-000	\$394,870
	\$6,900	3%	≤13%	ET17-0342-000	\$270,000
	\$900	5%	≤13%	ET17-0361-000	\$18,200
	\$3,900	11%	≤13%	ET17-0366-000	\$36,400
	\$4,900	6%	≤13%	ET17-0353-000	\$83,160
	\$2,900	5%	≤13%	ET17-0351-000	\$63,180
	\$2,900	6%	≤13%	ET17-0376-000	\$47,976
	\$900	6%	≤13%	ET17-0276-000	\$15,600
	\$3,900	6%	≤13%	ET17-0354-000	\$63,504
	\$1,500	7%	≤13%	ET17-0324-000	\$20,020
	\$1,400	5%	≤13%	ET17-0402-000	\$25,740
	\$2,900	6%	≤13%	ET17-0340-000	\$49,166
	\$1,900	8%	≤13%	ET17-0360-000	\$22,750
	\$1,900	29%	≤13%	ET17-0393-000	\$6,600
	\$3,900	8%	≤13%	ET17-0385-000	\$47,700
	\$3,900	5%	≤13%	ET17-0384-000	\$83,954
	\$3,900	4%	≤13%	ET17-0338-000	\$89,940
	\$3,900	8%	≤13%	ET17-0370-000	\$49,104
	\$3,900	6%	≤13%	ET17-0403-000	\$69,888

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	\$	%			
	\$1,500	6%	≤13%	ET17-0396-000	\$24,960
	\$1,400	6%	≤13%	ET17-0306-000	\$24,180
	\$1,900	2%	≤13%	ET17-0359-000	\$80,652
	\$1,300	5%	≤13%	ET17-0439-000	\$23,920
	\$1,500	7%	≤13%	ET17-0468-000	\$21,060
	\$950	6%	≤13%	ET17-0477-000	\$16,380
	\$1,500	4%	≤13%	ET17-0478-000	\$37,440
Training Grants Intelligence (TGII)	\$0	0%	≤13%	ET17-0378-000	\$49,998
	\$0	0%	≤13%	ET17-0391-000	\$99,180
	\$0	0%	≤13%	ET17-0431-000	\$187,200
	\$0	0%	≤13%	ET17-0436-000	\$192,858
	\$0	0%	≤13%	ET17-0302-000	\$80,910
Training Refund Group (TRG)	\$5,000	4%	≤13%	ET17-0133-000	\$123,000
	\$3,000	2%	≤13%	ET17-0146-000	\$122,400
	\$3,000	5%	≤13%	ET17-0142-000	\$61,798
	\$5,000	4%	≤13%	ET17-0228-000	\$124,110
	\$5,000	7%	≤13%	ET17-0277-000	\$70,200
	\$5,000	3%	≤13%	ET17-0309-000	\$172,044
	\$5,000	5%	≤13%	ET17-0364-000	\$99,840
	\$3,000	5%	≤13%	ET17-0352-000	\$62,678
	\$2,000	4%	≤13%	ET17-0389-000	\$47,124
	\$3,000	1%	≤13%	ET17-0407-000	\$305,640
	\$5,000	3%	≤13%	ET17-0416-000	\$159,000
	\$3,000	6%	≤13%	ET17-0424-000	\$49,280
	\$2,000	7%	≤13%	ET17-0480-000	\$28,490
	\$2,900	5%	≤13%	ET17-0484-000	\$53,280
	TubeMogul	\$5,000	3%	≤13%	ET17-0112-000
Welsh Advisors Inc	\$0	0%	≤10%	ET17-0173-000	\$738,966
	\$1,661	7%	≤13%	ET17-0225-000	\$23,400
	\$3,675	12%	≤13%	ET17-0238-000	\$30,186
	\$1,967	8%	≤13%	ET17-0286-000	\$25,662
	\$300	1%	≤13%	ET17-0299-000	\$20,592
	\$2,379	6%	≤13%	ET17-0341-000	\$40,014

**Key Terms:**

**Administrative Fees** paid to a consultant are capped at 13% for incumbent worker training and 20% of payment for new hire training.

**Payment Earned** means the amount of funding a company or other contractor is entitled to retain, if all performance standards are met.

**Performance Standards** are measured per-trainee. There are three basic standards: hours of training delivered, period of time retained in employment and wages earned post-retention.

**Not Applicable** means the company or other contractor did not, or has not decided whether to hire a consultant.