

## ETP Approved Contracts FY 15-16\* \*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	\$6,500	3%	N/A	ET16-0457-000	\$197,960
ADP, LLC	\$5,000	3%	≤13%	ET16-0203-000	\$144,000
	\$15,000	2%	≤11%	ET16-0225-000	\$731,538
	\$0	0%	≤13%	ET16-0135-000	\$324,000
	\$0	0%	≤9%	ET16-0333-000	\$599,760
Altus Group	\$7,500	1%	≤13%	ET16-0376-000	\$746,974
Anderson Business Coaching	\$1,995	4%	≤13%	ET16-0173-000	\$49,920
Assurance Incentives Group (AIG)	\$3,750	5%	≤8%	ET16-0424-000	\$68,224
	\$1,000	8%	≤13%	ET16-0120-000	\$12,168
	\$6,000	8%	≤8%	ET16-0300-000	\$74,400
	\$1,850	8%	≤8%	ET16-0391-000	\$22,100
Bright Training Solutions (BTS)	\$5,000	1%	≤6%	ET16-0102-000	\$834,160
	\$3,000	19%	≤10%	ET16-0199-000	\$15,600
	\$3,000	7%	≤10%	ET16-0312-000	\$40,768
Business Growth Group	\$12,000	6%	N/A	ET16-0365-000	\$201,600
California Labor Federation	\$0	0%	≤13%	ET16-0920-000	\$738,155
California Labor Federation + Strategy Workplace Communications	\$0	0%	≤13%	ET16-0397-000	\$58,260
	\$0	0%	≤13%	ET16-0900-000	\$386,124
	\$0	0%	≤13%	ET16-0901-000	\$642,410
	\$0	0%	≤13%	ET16-0903-000	\$670,400
	\$0	0%	≤13%	ET16-0905-000	\$557,600
	\$0	0%	≤13%	ET16-0906-000	\$639,720
	\$0	0%	≤13%	ET16-0908-000	\$492,740
	\$0	0%	≤13%	ET16-0916-001	\$490,565
	\$0	0%	≤13%	ET16-0917-000	\$169,820
	\$0	0%	≤13%	ET16-0921-000	\$949,932
	\$0	0%	≤13%	ET16-0924-000	\$518,825
	\$0	0%	≤13%	ET16-0925-000	\$278,400
	\$0	0%	≤13%	ET16-0926-000	\$949,048
	\$0	0%	≤13%	ET16-0927-000	\$511,010
	\$0	0%	≤13%	ET16-0922-000	\$40,468
	\$0	0%	≤13%	ET16-0910-000	\$423,160
\$0	0%	≤13%	ET16-0911-000	\$222,800	
\$0	0%	≤13%	ET16-0913-000	\$477,825	
California Manufacturing & Technology Association (CMTA)	\$7,500	2%	≤12%	ET16-0273-000	\$388,378
	\$13,000	3%	≤13%	ET16-0306-000	\$472,000
	\$12,000	2%	≤13%	ET16-0348-000	\$740,000
California Manufacturing Technology Consulting (CMTC)	\$2,662	10%	≤10%	ET16-0109-000	\$26,624
	\$15,000	4%	≤13%	ET16-0143-000	\$428,440
	\$0	0%	≤13%	ET16-0252-000	\$42,718
	\$0	0%	≤13%	ET16-0309-000	\$21,580
	\$0	0%	≤13%	ET16-0445-000	\$49,920
California Training Administration	\$2,500	1%	≤13%	ET16-0122-000	\$211,900

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

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
(CTA)	\$8,500	2%	≤10%	ET16-0165-000	\$475,200
	\$2,500	7%	≤13%	ET16-0168-000	\$34,944
	\$2,500	0.4%	≤13%	ET16-0226-000	\$580,629
	\$5,500	3%	≤13%	ET16-0268-000	\$173,875
	\$2,500	0.3%	≤13%	ET16-0463-000	\$743,688
	\$2,500	1%	≤13%	ET16-0367-000	\$428,400
CalTraining	\$5,000	1%	≤13%	ET16-0272-000	\$440,226
	\$21,500	6%	≤13%	ET16-0275-000	\$349,500
	\$5,000	2%	≤13%	ET16-0286-000	\$331,000
Chabin Concepts	\$40,000	9%	N/A	ET16-0241-000	\$444,800
Deloitte Tax, LLP	\$50,000	10%	N/A	ET16-0142-000	\$514,800
DLI & Associates LLC	\$0	0%	≤10%	ET16-0217-000	\$949,908
	\$0	0%	≤10%	ET16-0234-000	\$464,500
	\$2,500	1%	≤10%	ET16-0366-000	\$352,400
	\$0	0%	≤10%	ET16-0161-000	\$188,985
	\$0	0%	≤10%	ET16-0166-000	\$239,852
Downey, Smith & Fier	\$7,500	8%	≤13%	ET16-0360-000	\$98,234
	\$0	0%	≤13%	ET16-0390-000	\$91,260
Economic Incentives Advisory Group	\$23,047	9%	≤8%	ET16-0263-000	\$243,810
	\$9,500	8%	≤8%	ET16-0403-000	\$126,360
Ethos Training Solutions LLC	\$10,000	4%	≤13%	ET16-0408-000	\$224,160
Fresno Surgical Hospital	\$8,250	4%	≤13%	ET16-0106-000	\$229,920
Golden Goose Group (G3)	\$2,500	5%	N/A	ET16-0316-000	\$49,764
Herrera & Company	\$8,750	2%	≤13%	ET16-0148-000	\$569,640
	\$0	0%	≤13%	ET16-0152-000	\$843,300
IM Group	\$0	0%	≤13%	ET16-0145-000	\$504,720
Integrated Solutions	\$10,000	2%	≤13%	ET16-0473-000	\$579,200
International Net Developers Inc	\$3,100	9%	≤12%	ET16-0431-000	\$33,462
John Twomey	\$2,000	8%	≤13%	ET16-0244-000	\$25,674
Judith's Training Services	\$24,599	5%	≤10%	ET16-0404-000	\$490,200
	\$19,550	8%	≤10%	ET16-0454-000	\$254,640
	\$9,880	5%	≤10%	ET16-0461-000	\$182,000
	\$9,000	3%	≤13%	ET16-0292-000	\$358,440
	\$600	5%	≤10%	ET16-0303-000	\$11,616
Kirkpatrick Enterprises Inc (KEI)	\$0	0%	≤10%	ET16-0178-000	\$141,768
	\$0	0%	≤13%	ET16-0345-000	\$178,848
	\$0	0%	≤10%	ET16-0193-000	\$48,048
	\$0	0%	≤10%	ET16-0271-000	\$49,920
	\$0	0%	≤10%	ET16-0230-000	\$145,728
	\$0	0%	≤10%	ET16-0267-000	\$145,728
	\$0	0%	≤13%	ET16-0418-000	\$65,592
KPMG	\$46,070	9%	≤13%	ET16-0123-000	\$508,848
Manex Consulting	\$4,750	10%	N/A	ET16-0121-000	\$49,140

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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
	\$	%			
	\$15,000	8%	N/A	ET16-0255-000	\$182,160
	\$2,288	10%	N/A	ET16-0362-000	\$22,880
	\$5,720	10%	N/A	ET16-0414-000	\$57,200
	\$6,264	10%	N/A	ET16-0420-000	\$62,640
	\$1,500	18%	N/A	ET16-0393-000	\$8,424
Marquis Group, Volente	\$29,000	4%	≤13%	ET16-0227-000	\$748,880
Monti Consulting	\$8,500	4%	≤13%	ET16-0395-000	\$196,416
	\$8,500	4%	≤13%	ET16-0399-000	\$216,000
National Training Company (NTC)	\$2,644	4%	≤13%	ET16-0214-000	\$66,150
	\$5,000	5%	≤13%	ET16-0259-000	\$99,882
	\$814	3%	≤13%	ET16-0439-000	\$30,800
	\$5,000	2%	≤13%	ET16-0117-000	\$255,600
	\$15,000	4%	≤13%	ET16-0212-000	\$425,575
	\$15,000	3%	≤13%	ET16-0216-000	\$583,920
	\$6,000	1%	≤13%	ET16-0104-000	\$402,886
	\$3,850	6%	≤13%	ET16-0446-000	\$64,150
	\$5,000	6%	≤13%	ET16-0394-000	\$88,780
	\$15,000	5%	≤13%	ET16-0342-000	\$325,860
National Training Systems INC	\$28,950	5%	≤13%	ET16-0159-000	\$528,450
	\$20,000	3%	≤13%	ET16-0290-000	\$664,240
	\$24,610	6%	≤12%	ET16-0417-000	\$420,544
	\$800	8%	≤13%	ET16-0383-000	\$10,140
	\$12,144	8%	≤13%	ET16-0153-000	\$151,068
	\$11,404	5%	≤10%	ET16-0167-000	\$222,750
OSCA	\$0	0%	≤13%	ET16-0125-000	\$199,050
Performance Ascent, Inc + LETC	\$0	0%	≤13%	ET16-0105-000	\$337,590
	\$0	0%	≤13%	ET16-0132-000	\$749,372
Propel Consulting Group	\$13,449	8%	≤7.5%	ET16-0472-000	\$179,320
RSM US LLP	\$9,504	3%	≤13%	ET16-0405-000	\$316,800
	\$6,974	7%	≤13%	ET16-0442-000	\$99,630
	\$12,000	3%	≤13%	ET16-0451-000	\$399,320
Sallyanne Monti Consulting	\$1,400	4%	≤13%	ET16-0119-000	\$33,600
	\$200	3%	≤13%	ET16-0129-000	\$5,772
	\$2,000	10%	≤13%	ET16-0131-000	\$19,500
	\$3,600	7%	≤13%	ET16-0205-000	\$49,192
	\$4,000	4%	N/A	ET16-0206-001	\$98,920
	\$2,600	6%	≤13%	ET16-0207-000	\$43,428
	\$5,200	4%	≤13%	ET16-0364-000	\$118,404
	\$15,000	4%	≤13%	ET16-0373-000	\$351,300
	\$1,600	4%	≤13%	ET16-0413-000	\$45,240
	\$2,000	4%	≤13%	ET16-0427-000	\$51,660
	\$7,800	4%	≤13%	ET16-0456-000	\$199,840
\$800	3%	≤13%	ET16-0476-000	\$24,960	

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Sierra Consulting Services	\$1,500	9%	≤13%	ET16-0100-000	\$16,146
	\$2,507	10%	≤13%	ET16-0127-000	\$26,158
	\$4,704	10%	≤13%	ET16-0136-000	\$48,048
	\$1,000	8%	≤13%	ET16-0265-000	\$11,880
	\$5,068	10%	≤13%	ET16-0422-000	\$51,428
	\$5,800	10%	≤10%	ET16-0441-000	\$58,552
	\$15,000	9%	≤13%	ET16-0469-000	\$173,190
	\$5,760	7%	≤13%	ET16-0902-000	\$80,080
Spectra Consulting LLC	\$3,500	1%	≤13%	ET16-0254-000	\$575,000
	\$5,000	1%	≤13%	ET16-0338-000	\$360,880
Steve Duscha Advisories	\$15,000	5%	≤13%	ET16-0108-000	\$329,076
	\$10,000	2%	≤12.5%	ET16-0112-000	\$514,476
	\$0	0%	N/A	ET16-0164-000	\$637,092
	\$5,000	3%	≤10%	ET16-0238-000	\$193,620
	\$15,000	2%	N/A	ET16-0343-000	\$948,697
	\$17,500	3%	≤13%	ET16-0375-000	\$647,764
	\$17,500	4%	≤10%	ET16-0477-000	\$411,840
	\$10,000	3%	≤10%	ET16-0904-000	\$299,250
	\$10,000	1%	≤10%	ET16-0907-000	\$949,902
	\$10,000	2%	≤12.2%	ET16-0912-000	\$459,320
	\$10,000	2%	≤12.2%	ET16-0914-000	\$534,555
	\$10,000	5%	≤12.2%	ET16-0918-000	\$186,104
	\$10,000	1%	≤13%	ET16-0923-000	\$885,400
Steve Duscha Advis + LEA	\$5,000	5%	≤13%	ET16-0919-000	\$99,114
Strategic Business Solutions	\$4,173	7%	≤10%	ET16-0392-000	\$59,616
	\$5,200	7%	≤13%	ET16-0428-000	\$74,360
	\$1,670	6%	≤13%	ET16-0438-000	\$28,210
	\$8,250	3%	≤13%	ET16-0107-000	\$304,000
	\$3,500	7%	≤13%	ET16-0137-000	\$49,920
	\$671	7%	≤13%	ET16-0157-000	\$9,548
	\$7,950	3%	≤13%	ET16-0115-000	\$280,350
	\$900	7%	≤13%	ET16-0138-000	\$12,760
	\$2,534	6%	≤13%	ET16-0141-000	\$40,128
	\$1,909	7%	≤13%	ET16-0158-000	\$27,280
	\$1,090	7%	≤13%	ET16-0160-000	\$15,600
	\$3,487	7%	≤7%	ET16-0171-000	\$49,808
	\$2,200	4%	≤13%	ET16-0236-000	\$49,400
	\$3,500	7%	≤13%	ET16-0246-000	\$49,946
	\$8,250	3%	≤13%	ET16-0284-000	\$249,840
	\$2,038	7%	≤13%	ET16-0302-000	\$29,120
	\$3,500	6%	≤13%	ET16-0305-000	\$54,510
	\$900	8%	≤7%	ET16-0307-000	\$10,780
	\$1,523	7%	≤13%	ET16-0326-000	\$22,770

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Synergy Management Consultants	\$10,000	2%	≤7%	ET16-0336-000	\$404,984
	\$2,375	6%	≤13%	ET16-0162-000	\$39,512
	\$3,000	6%	≤13%	ET16-0174-000	\$49,588
	\$33,600	6%	≤13%	ET16-0177-000	\$560,000
	\$3,975	8%	≤13%	ET16-0204-000	\$49,720
	\$2,371	8%	≤13%	ET16-0209-001	\$29,640
	\$1,465	8%	≤13%	ET16-0293-000	\$18,392
	\$2,100	6%	≤13%	ET16-0296-000	\$35,046
	\$3,000	7%	≤13%	ET16-0299-000	\$42,900
	\$4,010	8%	≤13%	ET16-0310-000	\$50,128
	\$2,288	8%	≤13%	ET16-0313-000	\$28,600
Tax Credit Co.	\$18,941	4%	≤12%	ET16-0139-000	\$473,540
	\$10,000	3%	≤13%	ET16-0146-000	\$306,684
	\$15,000	8%	≤13%	ET16-0180-000	\$188,300
	\$8,900	9%	≤9%	ET16-0257-000	\$99,180
	\$9,000	9%	≤5%	ET16-0329-000	\$98,172
	\$20,000	7%	≤13%	ET16-0335-000	\$295,488
	\$7,303	3%	≤10%	ET16-0351-000	\$243,450
	\$2,500	3%	≤13%	ET16-0356-000	\$72,000
	\$3,500	1%	≤12%	ET16-0388-000	\$327,600
The IM Group	\$5,000	8%	≤13%	ET16-0224-000	\$65,520
	\$2,875	2%	≤13%	ET16-0179-000	\$150,000
TheEnterprise U	\$5,000	2%	≤13%	ET16-0144-000	\$249,600
Training Funding Group	\$3,000	7%	≤13%	ET16-0156-000	\$41,272
	\$5,000	5%	≤13%	ET16-0185-000	\$96,360
	\$2,000	4%	≤13%	ET16-0331-000	\$49,786
	\$5,000	3%	≤13%	ET16-0443-000	\$184,320
Training Funding Partners	\$5,900	6%	≤13%	ET16-0396-000	\$99,000
	\$23,500	5%	≤13%	ET16-0337-000	\$495,000
	\$3,900	8%	≤13%	ET16-0195-000	\$50,400
	\$8,500	9%	≤13%	ET16-0231-000	\$99,400
	\$33,500	4%	≤13%	ET16-0287-000	\$835,218
	\$6,800	7%	≤12%	ET16-0358-000	\$99,000
	\$27,500	7%	≤13%	ET16-0368-000	\$379,110
	\$10,000	4%	≤13%	ET16-0377-000	\$247,200
	\$32,500	4%	≤13%	ET16-0228-000	\$899,940
	\$4,800	13%	≤12%	ET16-0444-000	\$36,400
	\$12,500	5%	≤13%	ET16-0318-000	\$261,000
\$19,500	10%	≤11%	ET16-0163-000	\$198,000	
Training Funding Source	\$9,500	6%	≤13%	ET16-0114-000	\$160,560
	\$9,500	3%	≤10%	ET16-0407-000	\$372,330
	\$2,900	6%	≤13%	ET16-0133-000	\$49,504
	\$2,900	6%	≤13%	ET16-0134-000	\$49,920

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	\$	%			
	\$4,900	5%	≤13%	ET16-0190-000	\$94,770
	\$2,900	6%	≤13%	ET16-0191-000	\$46,800
	\$2,500	6%	≤13%	ET16-0192-000	\$40,000
	\$2,900	7%	≤13%	ET16-0197-000	\$39,780
	\$2,800	16%	≤13%	ET16-0198-000	\$17,556
	\$2,900	6%	≤13%	ET16-0200-000	\$49,764
	\$1,400	6%	≤13%	ET16-0219-000	\$25,344
	\$0	0%	≤13%	ET16-0221-000	\$14,784
	\$0	0%	N/A	ET16-0223-000	\$15,808
	\$1,900	9%	≤13%	ET16-0237-000	\$22,100
	\$2,900	3%	≤13%	ET16-0249-000	\$90,800
	\$2,900	6%	≤13%	ET16-0251-000	\$49,192
	\$2,900	8%	≤13%	ET16-0260-000	\$34,944
	\$2,900	6%	≤13%	ET16-0261-000	\$49,972
	\$3,400	7%	≤13%	ET16-0270-000	\$49,400
	\$9,000	5%	≤13%	ET16-0274-000	\$174,150
	\$1,900	5%	≤13%	ET16-0283-000	\$41,600
	\$2,900	6%	≤13%	ET16-0294-000	\$49,140
	\$500	2%	≤13%	ET16-0297-000	\$23,760
	\$4,900	5%	≤13%	ET16-0311-000	\$99,220
	\$2,900	7%	≤13%	ET16-0323-000	\$41,340
	\$5,900	6%	≤13%	ET16-0325-000	\$93,600
	\$2,800	6%	≤13%	ET16-0354-000	\$43,680
	\$12,900	6%	≤13%	ET16-0370-000	\$201,075
	\$6,000	6%	≤13%	ET16-0374-000	\$105,960
	\$2,900	5%	≤13%	ET16-0429-000	\$56,100
	\$5,000	1%	≤13%	ET16-0235-000	\$363,880
	\$1,900	3%	≤13%	ET16-0434-000	\$71,890
	\$900	6%	≤13%	ET16-0447-000	\$16,128
	\$1,200	6%	≤13%	ET16-0448-000	\$20,280
	\$4,900	5%	≤13%	ET16-0379-000	\$89,880
	\$2,500	5%	≤13%	ET16-0410-000	\$46,800
	\$1,800	8%	≤13%	ET16-0401-000	\$21,840
Training Grants Intelligence Inc (TGII)	\$0	0%	≤13%	ET16-0279-000	\$296,298
	\$0	0%	≤13%	ET16-0118-000	\$434,484
	\$0	0%	≤13%	ET16-0406-000	\$184,992
Training Refund Group	\$0	0%	≤13%	ET16-0243-000	\$49,920
	\$2,000	4%	≤13%	ET16-0317-000	\$49,920
	\$3,000	6%	N/A	ET16-0372-000	\$51,272
	\$3,000	7%	≤13%	ET16-0436-000	\$41,470
	\$0	0%	≤13%	ET16-0308-000	\$72,000
	\$3,000	3%	≤13%	ET16-0449-000	\$96,000
	\$3,000	6%	≤13%	ET16-0435-000	\$49,324

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

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			

**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.