

**ETP Approved Contracts FY 14-15\*** \*through June 2015 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
	\$	%			
ADP	\$5,000	3%	≤13%	ET15-0157-000	\$144,000
	\$5,000	5%	≤13%	ET15-0350-000	\$106,704
	\$7,000	2%	≤13%	ET15-0372-000	\$334,776
	\$15,000	4%	≤13%	ET15-0457-000	\$422,928
	\$7,000	4%	≤13%	ET15-0469-000	\$177,480
AIG	\$3,750	10%	≤13%	ET15-0437-000	\$38,880
Anderson Business Coaching	\$1,995	5%	≤13%	ET15-0226-000	\$40,950
Assured Incentives Group, LLC	\$2,200	11%	≤13%	ET15-0331-000	\$20,202
	\$9,000	5%	≤13%	ET15-0374-000	\$175,680
	\$1,200	17%	≤13%	ET15-0384-000	\$7,020
	\$1,000	7%	≤13%	ET15-0134-000	\$14,040
	\$7,200	8%	≤12%	ET15-0222-000	\$94,600
	\$4,035	8%	≤10%	ET15-0293-000	\$49,192
	\$950	10%	≤13%	ET15-0197-000	\$9,620
	\$4,000	8%	≤13%	ET15-0218-000	\$49,374
Automatic Data Processing	\$15,000	4%	≤13%	ET15-0444-000	\$424,926
	\$10,000	6%	≤10%	ET15-0446-000	\$159,300
	\$15,000	6%	≤13%	ET15-0449-000	\$270,360
BLI Co.	\$6,000	1%	≤13%	ET15-0431-000	\$424,320
California Labor Federation & Strategy Workplace Communications	\$0	0%	≤13%	ET15-0355-000	\$98,620
	\$3,465	10%	≤13%	ET15-0467-000	\$34,650
	\$0	0%	≤13%	ET15-0904-000	\$335,200
	\$0	0%	\$0	ET15-0912-000	\$445,172
	\$0	0%	≤13%	ET15-0913-000	\$231,140
	\$0	0%	≤13%	ET15-0916-000	\$423,715
	\$0	0%	≤13%	ET15-0917-000	\$317,520
	\$0	0%	≤13%	ET15-0920-000	\$267,160
	\$15,000	4%	≤13%	ET15-0409-000	\$336,700
	\$0	0%	≤13%	ET15-0909-000	\$358,704
	\$0	0%	≤13%	ET15-0923-000	\$359,500
	\$0	0%	≤13%	ET15-0906-000	\$248,721
California Manufacturing Technology Consulting	\$0	0%	≤13%	ET15-0146-000	\$43,030
	\$0	0%	≤13%	ET15-0232-000	\$37,700
	\$0	0%	≤13%	ET15-0261-000	\$33,280
	\$0	0%	≤13%	ET15-0286-000	\$624,448
	\$0	0%	N/A	ET15-0296-000	\$424,640
	\$0	0%	≤13%	ET15-0308-000	\$424,800
	\$0	0%	≤13%	ET15-0335-000	\$49,920
	\$0	0%	≤13%	ET15-0345-000	\$181,440
	\$0	0%	≤13%	ET15-0358-000	\$49,920
	\$4,992	10%	≤13%	ET15-0451-000	\$49,920
California Training Administration	\$0	0%	≤13%	ET15-0131-000	\$148,500

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**KEY TERMS:** [Administrative Fees](#) [Payment Earned](#) [Performance Standards](#) [Not Applicable](#)

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$0	0%	≤13%	ET15-0251-000	\$204,080
	\$2,500	2%	≤13%	ET15-0282-000	\$133,750
	\$0	0%	≤10%	ET15-0263-000	\$216,000
California Training Coalition	\$0	0%	≤13%	ET15-0113-000	\$70,720
Caltraining	\$0	0%	≤13%	ET15-0166-000	\$979,800
Chaffey College Workforce Technical Institute	N/A	0%	≤13%	ET15-0108-000	\$327,257
Christine Bosworth, Ed.D	\$1,500	19%	≤13%	ET15-0274-000	\$7,800
	\$5,000	20%	≤13%	ET15-0287-000	\$25,520
Corporation for Manufacturing	\$15,000	5%	N/A	ET15-0465-000	\$315,540
Deloitte Tax LLP	\$15,000	8%	N/A	ET15-0205-000	\$188,100
DLI & Associates LLC	\$0	0%	≤13%	ET15-0211-000	\$374,800
	\$0	0%	≤13%	ET15-0426-000	\$94,420
Herrera & Company	\$0	0%	≤13%	ET15-0142-000	\$249,388
	\$0	0%	≤13%	ET15-0306-000	\$498,000
Integrated Solutions	\$6,000	3%	≤13%	ET15-0340-000	\$189,000
	\$6,000	2%	≤13%	ET15-0411-000	\$303,530
Jewish Vocational Services	\$9,100	8%	≤13%	ET15-0117-000	\$114,408
	\$13,254	8%	≤13%	ET15-0284-000	\$172,500
	\$5,000	11%	≤13%	ET15-0359-000	\$46,800
	\$7,950	8%	≤13%	ET15-0453-000	\$99,960
JVS	\$9,730	10%	≤13%	ET15-0348-000	\$99,765
	\$16,300	9%	≤13%	ET15-0242-000	\$182,840
	\$2,000	10%	≤11.5%	ET15-0421-000	\$20,176
Kirkpatrick Enterprises International	\$0	0%	≤10%	ET15-0343-000	\$96,480
	\$0	0%	≤10%	ET15-0122-000	\$91,104
	\$0	0%	≤10%	ET15-0234-000	\$189,312
	\$0	0%	≤13%	ET15-0265-000	\$45,214
	\$0	0%	≤10%	ET15-0272-000	\$91,080
KPMG, LLP	\$77,062	10%	≤13%	ET15-0107-000	\$770,616
	\$30,000	4%	≤13%	ET15-0271-000	\$745,480
	\$24,593	4%	≤13%	ET15-0277-000	\$624,000
	\$30,000	4%	≤13%	ET15-0281-000	\$749,480
Manex Consulting	\$7,650	6%	≤11%	ET15-0127-000	\$122,400
	\$0	0%	N/A	ET15-0198-000	\$98,760
	\$0	0%	N/A	ET15-0267-000	\$48,464
	\$0	0%	N/A	ET15-0285-000	\$98,300
	\$0	0%	N/A	ET15-0301-000	\$421,200
Manex Consulting & California Manufacturing	\$0	0%	N/A	ET15-0356-000	\$85,580
	\$3,510	10%	N/A	ET15-0394-000	\$35,100
McGladrey LP	\$10,000	6%	N/A	ET15-0256-000	\$168,480
Morris & Company, LLP dba Think, LLP	\$25,000	5%	≤13%	ET15-0269-000	\$529,600

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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
	\$	%			
National Training Company (NTC)	\$15,000	7%	≤13%	ET15-0472-000	\$224,098
	\$14,740	8%	≤7%	ET15-0473-000	\$191,520
	\$5,000	2%	≤13%	ET15-0100-000	\$258,400
	\$5,000	2%	≤13%	ET15-0101-000	\$225,000
	\$3,500	9%	≤13%	ET15-0135-000	\$37,000
	\$0	0%	≤10%	ET15-0164-000	\$327,600
	\$10,000	4%	≤13%	ET15-0173-000	\$275,440
	\$15,000	4%	≤13%	ET15-0207-000	\$420,800
	\$5,000	2%	≤13%	ET15-0253-000	\$264,000
	\$10,800	2%	≤13%	ET15-0323-000	\$529,200
	\$0	0%	≤10%	ET15-0396-000	\$199,110
	\$0	0%	≤13%	ET15-0424-000	\$306,060
National Training Systems, Inc.	\$17,800	8%	≤13%	ET15-0126-000	\$229,440
	\$14,939	10%	≤10%	ET15-0141-000	\$144,630
	\$24,899	6%	≤10%	ET15-0170-000	\$450,540
	\$11,951	3%	≤10%	ET15-0171-000	\$475,900
	\$10,764	11%	≤13%	ET15-0213-000	\$99,110
	\$4,900	5%	≤13%	ET15-0215-000	\$99,424
	\$29,939	4%	≤10%	ET15-0275-000	\$728,220
	\$14,939	13%	≤13%	ET15-0344-000	\$114,900
	\$23,000	7%	≤13%	ET15-0376-000	\$314,548
	\$16,573	5%	≤10%	ET15-0377-000	\$307,966
	\$14,939	5%	≤13%	ET15-0406-000	\$284,616
	\$9,600	8%	≤10%	ET15-0428-000	\$120,160
	\$14,939	6%	≤10%	ET15-0442-000	\$248,400
	NTCI	\$5,000	5%	≤13%	ET15-0419-000
Performance Ascent, Inc.	\$0	0%	N/A	ET15-0106-000	\$86,022
Saisoft, Inc.	\$0	0%	≤13%	ET15-0310-000	\$649,865
	\$0	0%	≤13%	ET15-0400-000	\$649,865
	\$0	0%	≤13%	ET15-0401-000	\$649,865
Sallyanne Monti Consulting	\$2,000	4%	≤13%	ET15-0283-000	\$49,764
	\$2,000	4%	≤13%	ET15-0300-000	\$49,868
	\$400	3%	≤13%	ET15-0410-000	\$13,936
	\$4,000	3%	≤13%	ET15-0432-000	\$140,280
	\$3,500	4%	≤13%	ET15-0454-000	\$79,000
Sierra Consulting Services	\$14,000	8%	≤13%	ET15-0196-000	\$180,000
	\$10,000	4%	≤13%	ET15-0227-000	\$229,500
	\$9,000	10%	≤13%	ET15-0268-000	\$92,800
	\$15,000	8%	≤13%	ET15-0303-000	\$198,200
	\$15,000	6%	≤13%	ET15-0375-000	\$233,512
	\$3,100	10%	≤13%	ET15-0386-000	\$31,954
	\$9,300	5%	≤13%	ET15-0387-000	\$187,960

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$4,500	9%	≤13%	ET15-0393-000	\$49,896
	\$447	5%	≤13%	ET15-0403-000	\$9,100
	\$8,900	8%	≤13%	ET15-0405-000	\$106,398
	\$3,770	10%	≤13%	ET15-0414-000	\$39,312
	\$4,700	9%	≤13%	ET15-0422-000	\$49,504
	\$900	9%	≤13%	ET15-0425-000	\$9,680
	\$15,000	6%	≤13%	ET15-0435-000	\$239,520
	\$1,407	8%	≤13%	ET15-0458-000	\$17,204
	\$15,000	8%	N/A	ET15-0464-000	\$195,672
	\$13,000	9%	≤13%	ET15-0468-000	\$150,480
	\$10,500	10%	≤13%	ET15-0470-000	\$109,206
	\$2,695	4%	≤13%	ET15-0474-000	\$67,620
	\$15,000	4%	≤13%	ET15-0807-000	\$368,280
	Sierra Consulting Services of Cameron Park	\$4,450	9%	≤13%	ET15-0448-000
Southern California Employer Resources Group	\$0	0%	≤13%	ET15-0404-000	\$29,172
Spectra Consulting, Inc.	\$7,500	3%	≤13%	ET15-0262-000	\$279,450
	\$5,000	1%	≤13%	ET15-0311-000	\$390,055
Steve Duscha Advisories	\$10,000	5%	≤13%	ET15-0140-000	\$198,816
	\$15,000	4%	N/A	ET15-0255-000	\$374,367
	\$15,000	2%	≤13%	ET15-0257-000	\$671,880
	\$0	0%	≤10%	ET15-0304-000	\$649,295
	\$15,000	4%	≤13%	ET15-0398-000	\$423,000
	\$10,000	4%	≤12.2%	ET15-0900-000	\$239,520
	\$10,000	1%	≤10%	ET15-0903-000	\$1,191,549
	\$10,000	5%	≤12.2%	ET15-0918-000	\$200,160
	\$10,000	2%	≤13%	ET15-0919-000	\$649,905
	\$10,000	3%	≤13%	ET15-0921-000	\$299,886
	\$10,000	2%	≤13%	ET15-0922-000	\$649,650
Steve Duscha Advisories & Los Angeles USD	\$10,000	2%	≤13%	ET15-0925-000	\$448,448
Strategic Business Solutions, LLC	\$3,500	7%	≤13%	ET15-0455-000	\$49,588
	\$4,615	7%	≤13%	ET15-0144-000	\$65,940
	\$6,750	6%	≤13%	ET15-0402-000	\$108,200
	\$3,490	7%	≤13%	ET15-0438-000	\$49,920
	\$500	6%	≤13%	ET15-0158-000	\$7,986
	\$4,250	6%	≤13%	ET15-0167-000	\$76,440
	\$1,075	7%	≤13%	ET15-0225-000	\$15,626
	\$2,200	6%	≤13%	ET15-0241-000	\$37,440

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**KEY TERMS:** [Administrative Fees](#) [Payment Earned](#) [Performance Standards](#) [Not Applicable](#)

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$5,750	6%	≤13%	ET15-0354-000	\$98,388
	\$4,347	7%	≤13%	ET15-0367-000	\$59,700
	\$5,750	6%	≤13%	ET15-0349-000	\$99,632
Strategy Workplace Communications	\$0	0%	≤13%	ET15-0905-000	\$678,720
	\$0	0%	≤13%	ET15-0907-000	\$257,994
	\$0	0%	≤13%	ET15-0908-000	\$269,744
	\$0	0%	≤13%	ET15-0927-000	\$356,362
Synergy Management Consultanats, LLC	\$4,000	8%	≤13%	ET15-0212-000	\$49,720
	\$1,400	6%	≤13%	ET15-0382-000	\$22,990
	\$4,000	8%	≤13%	ET15-0123-000	\$49,456
	\$0	0%	≤13%	ET15-0138-000	\$36,762
	\$15,400	10%	≤13%	ET15-0195-000	\$154,584
	\$2,300	9%	≤13%	ET15-0266-000	\$26,796
	\$3,775	8%	≤13%	ET15-0273-000	\$47,740
	\$2,300	6%	≤13%	ET15-0312-000	\$37,972
	\$2,400	9%	≤13%	ET15-0334-000	\$28,160
	\$7,000	6%	≤13%	ET15-0360-000	\$118,925
	\$1,400	7%	≤13%	ET15-0366-000	\$19,910
	\$1,400	8%	≤13%	ET15-0380-000	\$16,896
	\$1,200	6%	≤13%	ET15-0390-000	\$18,634
	\$3,800	9%	≤13%	ET15-0391-000	\$42,042
	\$3,400	8%	≤13%	ET15-0395-000	\$40,920
	\$3,975	8%	≤13%	ET15-0417-000	\$49,104
	\$33,969	8%	≤13%	ET15-0418-000	\$424,614
	\$4,000	8%	≤13%	ET15-0436-000	\$48,906
Tax Credit Co.	\$22,000	6%	≤13%	ET15-0112-000	\$357,138
	\$4,000	5%	≤13%	ET15-0172-000	\$80,000
	\$21,250	5%	≤10%	ET15-0443-000	\$424,224
	\$21,250	5%	≤10%	ET15-0445-000	\$424,650
	\$9,000	10%	≤10%	ET15-0461-000	\$89,100
TGII	\$0	0%	≤13%	ET15-0160-000	\$50,616
	\$0	0%	≤13%	ET15-0326-000	\$25,200
	\$0	0%	≤13%	ET15-0330-000	\$26,160
The Enterprise U	\$5,000	0%	≤13%	ET15-0180-000	\$1,402,604
The IM Group	\$7,000	7%	≤10%	ET15-0351-000	\$97,812
	\$2,875	6%	≤13%	ET15-0352-000	\$48,960
The Marquis Group	\$28,058	5%	≤13%	ET15-0152-000	\$524,880
The Rocher Group	\$1,500	5%	≤10%	ET15-0128-000	\$32,760
Training Funding Group	\$1,000	2%	≤13%	ET15-0383-000	\$42,042
Training Funding Partners	\$9,500	4%	≤7%	ET15-0185-000	\$270,000
	\$4,600	8%	≤12%	ET15-0236-000	\$58,680
	\$5,600	8%	≤12%	ET15-0237-000	\$73,320

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$25,500	5%	≤11%	ET15-0260-000	\$468,683
	\$9,500	4%	≤10%	ET15-0276-000	\$236,000
	\$6,500	8%	≤13%	ET15-0297-000	\$79,632
	\$6,000	9%	≤13%	ET15-0318-000	\$70,000
	\$6,900	9%	≤13%	ET15-0324-000	\$80,500
	\$11,500	6%	≤13%	ET15-0338-000	\$188,000
	\$9,500	6%	≤13%	ET15-0364-000	\$147,000
	\$3,000	8%	≤13%	ET15-0408-000	\$39,600
	\$6,500	8%	≤13%	ET15-0415-000	\$79,920
	\$11,000	8%	≤12%	ET15-0420-000	\$137,850
	\$13,500	7%	≤13%	ET15-0450-000	\$192,500
	\$2,750	7%	≤13%	ET15-0413-000	\$41,760
	\$6,800	10%	≤11.5%	ET15-0477-000	\$64,980
Training Funding Source	\$3,900.00	6%	≤13%	ET15-0103-000	\$63,120
	\$2,000	3%	≤13%	ET15-0119-000	\$68,400
	\$5,000	5%	≤13%	ET15-0120-000	\$110,040
	\$2,500	6%	≤13%	ET15-0121-000	\$45,188
	\$2,000	5%	≤13%	ET15-0136-000	\$37,440
	\$1,000	4%	≤13%	ET15-0143-000	\$26,208
	\$4,500	7%	≤13%	ET15-0147-000	\$67,120
	\$2,500	5%	≤13%	ET15-0148-000	\$49,874
	\$3,500	6%	≤13%	ET15-0153-000	\$55,760
	\$1,900	5%	≤13%	ET15-0154-000	\$35,412
	\$5,000	2%	≤13%	ET15-0155-000	\$235,360
	\$15,000	2%	≤13%	ET15-0159-000	\$700,000
	\$4,500	4%	≤13%	ET15-0168-000	\$106,600
	\$2,900	10%	≤13%	ET15-0169-000	\$30,160
	\$15,000	5%	≤13%	ET15-0175-000	\$294,650
	\$14,500	5%	≤13%	ET15-0199-000	\$312,450
	\$2,500	5%	≤13%	ET15-0200-000	\$49,036
	\$1,800	6%	≤13%	ET15-0201-000	\$32,340
	\$0	0%	≤10%	ET15-0203-000	\$83,278
	\$200	6%	≤13%	ET15-0209-000	\$3,520
	\$4,900	5%	≤13%	ET15-0210-000	\$99,736
	\$13,500	4%	≤13%	ET15-0219-000	\$352,500
	\$1,000	4%	≤13%	ET15-0223-000	\$23,400
	\$700	4%	≤13%	ET15-0228-000	\$15,808
	\$2,900	5%	≤13%	ET15-0229-000	\$61,880
	\$4,500	5%	≤13%	ET15-0233-000	\$99,580
	\$2,800	9%	≤13%	ET15-0235-000	\$30,976
	\$3,900	5%	≤13%	ET15-0238-000	\$82,400
	\$14,500	4%	N/A	ET15-0243-000	\$388,960

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$4,500	5%	≤13%	ET15-0249-000	\$99,048
	\$2,500	5%	≤13%	ET15-0264-000	\$48,464
	\$4,000	1%	≤13%	ET15-0307-000	\$326,878
	\$2,900	6%	≤13%	ET15-0309-000	\$48,620
	\$3,300	7%	≤13%	ET15-0317-000	\$49,556
	\$2,900	7%	≤13%	ET15-0332-000	\$42,276
	\$7,000	2%	≤13%	ET15-0339-000	\$350,400
	\$1,600	7%	≤13%	ET15-0363-000	\$23,520
	\$2,500	7%	≤13%	ET15-0368-000	\$35,880
	\$2,900	6%	≤13%	ET15-0371-000	\$49,920
	\$9,500	3%	≤8%	ET15-0379-000	\$277,200
	\$2,500	6%	≤13%	ET15-0385-000	\$40,690
	\$15,000	5%	≤13%	ET15-0399-000	\$310,250
	\$1,500	6%	≤13%	ET15-0452-000	\$23,400
	\$4,900	10%	≤13%	ET15-0476-000	\$49,920
	\$2,800	6%	≤13%	ET15-0423-000	\$47,762
Training Grants Intelligence	\$0	0%	≤13%	ET15-0162-000	\$163,134
	\$0	0%	≤13%	ET15-0181-000	\$225,360
	\$0	0%	≤13%	ET15-0208-000	\$82,800
Training Refund Group	\$1,000	4%	≤13%	ET15-0217-000	\$27,588
	\$0	0%	≤13%	ET15-0231-000	\$49,010
	\$1,000	2%	≤13%	ET15-0319-000	\$43,550
	\$0	0%	≤13%	ET15-0320-000	\$49,140
	\$0	0%	≤13%	ET15-0328-000	\$44,720
	\$0	0%	≤13%	ET15-0357-000	\$24,024
	\$1,000	6%	≤13%	ET15-0361-000	\$16,926
	\$1,000	2%	≤13%	ET15-0365-000	\$46,090
	\$5,000	6%	≤13%	ET15-0439-000	\$81,360
True North Consulting	\$14,333	6%	N/A	ET15-0111-000	\$241,128
	\$10,578	6%	N/A	ET15-0115-000	\$168,354
Workforce America	\$2,500	11%	≤13%	ET15-0220-000	\$23,712

**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.