

ETP Approved Contracts FY 18-19* *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
	\$	%			
Andersen Tax Consulting	\$5,000	13%	13%	ET19-0155-000	\$37,440
Assured Incentives Group	\$7,000	10%	10%	ET19-0434-000	\$70,200
Atlas Insight, LLC	\$10,000	12%	<13%	ET19-0468-000	\$81,120
BLI Co.	\$8,000	2%	≤ 13%	ET19-0287-000	\$525,824
	\$8,000	1%	≤ 13%	ET19-0294-000	\$684,424
Bright Training Solutions	\$3,000	4%	≤ 10%	ET19-0246-000	\$72,800
Cal Training	\$6,000	9%	13%	ET19-0211-000	\$65,208
California Incentives Group	\$9,000	6%	13%	ET19-0214-000	\$150,436
California Labor Federation + Strategy Workplace Communications	\$0	0%	N/A	ET19-0186-000	\$178,840
	\$0	0%	≤ 13%	ET19-0903-000	\$938,666
	\$0	0%	≤ 13%	ET19-0908-000	\$227,799
	\$0	0%	≤ 13%	ET19-0909-000	\$335,612
	\$0	0%	≤ 13%	ET19-0432-000	\$562,760
	\$0	0%	≤ 13%	ET19-0935-000	\$150,055
	\$0	0%	≤ 13%	ET19-0904-000	\$556,832
	\$0	0%	≤ 13%	ET19-0913-000	\$949,815
	\$0	0%	≤ 13%	ET19-0907-000	\$459,917
	\$0	0%	≤ 13%	ET19-0910-000	\$278,585
	\$0	0%	≤ 13%	ET19-0912-000	\$325,330
	\$0	0%	≤ 13%	ET19-0914-000	\$1,755,776
	\$0	0%	≤ 13%	ET19-0915-000	\$949,244
	\$0	0%	≤ 13%	ET19-0922-000	\$905,955
	\$0	0%	≤ 13%	ET19-0923-000	\$1,612,671
	\$0	0%	≤ 13%	ET19-0925-000	\$948,818
	\$0	0%	≤ 13%	ET19-0926-000	\$949,786
	\$0	0%	≤ 13%	ET19-0927-000	\$695,580
	\$0	0%	≤ 13%	ET19-0307-000	\$97,973
	\$0	0%	≤ 13%	ET19-0928-000	\$949,990
\$0	0%	≤ 13%	ET19-0929-000	\$949,589	
\$0	0%	≤ 13%	ET19-0930-000	\$940,064	
\$0	0%	13%	ET19-0178-000	\$1,798,200	
California Manufacturers and Technology Association	\$16,500	5%	≤ 13%	ET19-0411-000	\$353,106
	\$4,000	1%	≤ 10%	ET19-0413-000	\$458,640
California Manufacturing Technology Consulting	\$4,900	10%	13%	ET19-0142-000	\$49,920
	\$9,800	10%	13%	ET19-0164-000	\$98,800
	\$0	0%	≤ 13%	ET19-0282-000	\$74,880
	\$15,000	8%	≤ 13%	ET19-0323-000	\$199,680
	\$7,200	10%	<13%	ET19-0450-000	\$71,500
California Training Administration	\$2,500	0.5%	13%	ET19-0162-000	\$520,600
	\$2,500	0.3%	≤ 13%	ET19-0343-000	\$751,400
	\$2,500	1%	≤ 13%	ET19-0447-000	\$199,550
California Training Coalition	\$0	0%	13%	ET19-0215-000	\$68,432
Corporate Tax Incentives	\$13,900	11%	≤ 13%	ET19-0355-000	\$124,436
	\$20,208	9%	≤ 11%	ET19-0292-000	\$226,200
	\$11,310	5%	13%	ET19-0131-000	\$226,200
	\$29,962	5%	13%	ET19-0197-000	\$599,248
	\$5,818	5%	≤ 13%	ET19-0347-000	\$115,908
DLI & Associates LLC	\$0	0%	10%	ET19-0105-000	\$949,616
	\$0	0%	≤ 10%	ET19-0285-000	\$949,936
Economic Incentives Advisory Group	\$10,725	8%	≤ 11.5%	ET19-0390-000	\$143,000
	\$12,500	7%	≤ 13%	ET19-0396-000	\$177,918
	\$6,600	7%	9.7%	ET19-0160-000	\$88,504
	\$12,500	5%	11%	ET19-0181-000	\$241,800
	\$5,148	8%	11%	ET19-0226-000	\$68,640

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount	
	\$	%				
	\$12,500	3%	≤ 13%	ET19-0252-000	\$398,008	
	\$14,500	8%	8.50%	ET19-0262-000	\$171,120	
	\$3,500	7%	≤ 9%	ET19-0280-000	\$48,152	
	\$6,739	9%	≤ 13%	ET19-0288-000	\$74,880	
	\$4,000	8%	≤ 11%	ET19-0389-000	\$49,400	
Glendale Community College Professional Development Center	\$0	0%	10%	ET19-0209-000	\$899,808	
	\$5,000	2%	≤ 12%	ET19-0345-000	\$274,066	
Herrera & Company	\$8,750	1%	≤ 13%	ET19-0412-000	\$603,200	
	\$8,750	1%	13%	ET19-0143-000	\$899,522	
	\$8,750	1%	≤ 13%	ET19-0286-000	\$894,920	
HOPNEST Inc.	\$6,800	5%	N/A	ET19-0196-000	\$130,000	
Human Systems Consulting	\$2,500	11%	N/A	ET19-0204-000	\$22,240	
Incentives Management Group	\$2,500	1%	13%	ET19-0156-000	\$188,240	
	\$0	0%	13%	ET19-0185-000	\$63,336	
Judith's Training Services	\$4,000	10%	10%	ET19-0125-000	\$39,600	
	\$19,760	8%	10%	ET19-0177-000	\$247,000	
	\$3,723	11%	10%	ET19-0229-000	\$34,320	
	\$3,400	12%	10%	ET19-0230-000	\$28,080	
	\$17,200	8%	≤ 10%	ET19-0264-000	\$217,100	
	\$25,360	7%	≤ 10%	ET19-0296-000	\$341,700	
Kirkpatrick Enterprise International	\$0	0%	N/A	ET19-0452-000	\$43,680	
	\$0	0%	10%	ET19-0120-000	\$154,200	
	\$0	0%	≤ 10%	ET19-0261-000	\$116,480	
Lori Behle	\$0	0%	≤ 13%	ET19-0376-000	\$23,920	
Manex Consulting	\$4,824	7%	≤ 13%	ET19-0234-000	\$69,680	
	\$5,000	10%	N/A	ET19-0236-000	\$49,400	
National Training Company	\$2,400	10%	<13%	ET19-0474-000	\$24,388	
	\$2,000	3%	13%	ET19-0222-000	\$62,400	
	\$5,000	8%	≤ 13%	ET19-0253-000	\$64,220	
	\$5,000	2%	≤ 13%	ET19-0325-000	\$302,472	
	\$10,000	5%	≤ 13%	ET19-0334-000	\$197,730	
	\$10,000	6%	≤ 13%	ET19-0354-000	\$181,125	
	\$10,000	4%	≤ 11%	ET19-0333-000	\$280,800	
	\$4,500	6%	≤ 13%	ET19-0367-000	\$72,384	
	\$10,000	4%	≤ 13%	ET19-0441-000	\$238,420	
	\$5,000	5%	13%	ET19-0158-000	\$99,970	
	\$5,000	1%	13%	ET19-0159-000	\$377,235	
	\$7,500	4%	13%	ET19-0176-000	\$188,600	
	\$3,000	6%	13%	ET19-0193-000	\$49,400	
	\$15,000	4%	13%	ET19-0213-000	\$390,000	
	\$10,800	3%	≤ 13%	ET19-0340-000	\$406,120	
	\$10,800	4%	≤ 13%	ET19-0352-000	\$281,060	
	\$5,000	1%	<13%	ET19-0483-000	\$426,980	
	National Training Services	\$24,950	5%	≤ 10%	ET19-0251-000	\$468,000
		\$24,939	4%	≤ 10%	ET19-0403-000	\$618,904
		\$5,000	5%	13%	ET19-0106-000	\$99,840
\$14,617		5%	10%	ET19-0128-000	\$292,344	
\$18,832		5%	13%	ET19-0135-000	\$387,504	
\$28,953		7%	13%	ET19-0138-000	\$437,580	
\$6,000		3%	≤ 13%	ET19-0263-000	\$199,680	
\$16,500		4%	≤ 13%	ET19-0356-000	\$429,000	
Patricia A. Trudeau, LLC	\$488	2%	9.5%	ET19-0195-000	\$32,500	
Propel Consulting Group	\$9,914	5%	≤ 10%	ET19-0404-000	\$198,276	
	\$4,173	7%	≤ 13%	ET19-0420-000	\$59,620	

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	\$	%			
	\$10,694	7%	≤ 13%	ET19-0424-000	\$152,776
	\$8,099	7%	≤ 13%	ET19-0426-000	\$115,700
	\$2,500	7%	≤ 7%	ET19-0421-000	\$36,400
	\$11,856	6%	10%	ET19-0104-000	\$196,378
	\$12,000	6%	13%	ET19-0107-000	\$199,550
	\$7,644	5%	10%	ET19-0114-000	\$152,880
	\$13,449	7%	7.5%	ET19-0119-000	\$199,342
	\$3,500	7%	7.5%	ET19-0136-000	\$49,920
	\$2,500	5%	13%	ET19-0141-000	\$48,438
	\$27,053	5%	10%	ET19-0198-000	\$541,060
	\$6,961	7%	13%	ET19-0199-000	\$99,450
	\$14,000	7%	13%	ET19-0203-000	\$199,914
	\$3,500	6%	≤ 13%	ET19-0231-000	\$60,450
	\$13,000	12%	≤ 13%	ET19-0320-000	\$106,080
	\$10,000	10%	≤ 13%	ET19-0335-000	\$104,780
	\$2,500	3%	≤ 10%	ET19-0371-000	\$74,932
	\$8,761	5%	≤ 8%	ET19-0289-000	\$173,940
	\$10,000	5%	≤ 13%	ET19-0293-000	\$198,978
Prospect Consulting Group, Inc.	\$600	3%	13%	ET19-0146-000	\$19,720
	\$2,000	4%	13%	ET19-0137-000	\$48,984
	\$2,200	4%	13%	ET19-0184-000	\$54,990
	\$5,200	4%	≤ 13%	ET19-0351-000	\$124,358
	\$3,000	5%	≤ 13%	ET19-0388-000	\$63,180
PWC	\$30,000	7%	N/A	ET19-0297-000	\$427,648
RSM US LLP	\$7,500	7%	≤ 13%	ET19-0418-000	\$106,470
	\$5,000	4%	13%	ET19-0109-000	\$135,720
	\$1,000	0.4%	13%	ET19-0124-000	\$229,580
	\$7,500	4%	13%	ET19-0161-000	\$169,442
	\$7,000	4%	13%	ET19-0168-000	\$197,600
	\$5,000	3%	13%	ET19-0221-000	\$163,800
Saisoft, Inc.	\$8,799	3%	≤ 13%	ET19-0269-000	\$293,300
Sandler Training + Learning Tree International	\$3,000	5%	≤ 13%	ET19-0275-000	\$57,200
Sierra Consulting Service	\$6,400	9%	13%	ET19-0111-000	\$68,224
	\$2,900	10%	10%	ET19-0140-000	\$29,640
	\$15,000	10%	13%	ET19-0167-000	\$153,400
	\$5,000	10%	13%	ET19-0188-000	\$52,130
	\$19,000	8%	13%	ET19-0202-000	\$241,150
	\$7,400	10%	≤ 13%	ET19-0237-000	\$74,800
	\$7,500	7%	≤ 13%	ET19-0270-000	\$110,088
	\$11,600	7%	≤ 7%	ET19-0348-000	\$174,252
	\$19,000	11%	≤ 13%	ET19-0349-000	\$179,920
	\$19,000	11%	≤ 13%	ET19-0342-000	\$180,128
	\$2,600	2%	≤ 11%	ET19-0933-000	\$121,524
	\$4,800	14%	≤ 13%	ET19-0383-000	\$35,360
Steve Duscha	\$10,000	2%	12.50%	ET19-0112-000	\$592,640
	\$17,500	2%	10%	ET19-0115-000	\$728,000
	\$10,000	2%	10%	ET19-0900-000	\$646,720
	\$5,000	2%	≤ 13%	ET19-0902-000	\$230,725
	\$5,000	1%	N/A	ET19-0179-000	\$382,800
	\$10,000	1%	10%	ET19-0905-000	\$949,588
	\$10,000	1%	10%	ET19-0906-000	\$841,050
	\$5,000	3%	12.20%	ET19-0911-000	\$174,980
	\$10,000	4%	13%	ET19-0200-000	\$270,101
	\$10,000	1%	≤ 13%	ET19-0918-000	\$948,480

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
	\$10,000	3%	≤ 13%	ET19-0919-000	\$350,830
	\$10,000	4%	≤ 13%	ET19-0920-000	\$263,050
	\$10,000	1%	≤ 13%	ET19-0921-000	\$948,124
	\$15,000	2%	≤ 13%	ET19-0243-000	\$694,980
	\$0	0%	10%	ET19-0110-000	\$949,932
	\$10,000	1%	≤ 13%	ET19-0901-000	\$949,428
	\$10,000	1%	≤ 10%	ET19-0924-000	\$949,386
	\$10,000	2%	≤ 13%	ET19-0931-000	\$583,300
	\$10,000	1%	≤ 13%	ET19-0936-000	\$832,590
Strategic Business Solutions, LLC	\$7,750	5%	13%	ET19-0157-000	\$152,828
	\$5,750	4%	10%	ET19-0163-000	\$129,480
	\$1,201	7%	13%	ET19-0207-000	\$16,120
	\$2,179	7%	13%	ET19-0220-000	\$31,200
	\$618	12%	13%	19CS-0013-000	\$5,148
	\$655	7%	13%	ET19-0227-000	\$9,360
	\$7,550	4%	≤ 13%	ET19-0245-000	\$186,030
	\$4,013	7%	≤ 13%	ET19-0328-000	\$57,330
	\$5,750	4%	≤ 13%	ET19-0346-000	\$135,590
	\$1,218	8%	≤ 13%	ET19-0327-000	\$16,120
	\$1,900	7%	≤ 13%	ET19-0329-000	\$26,780
\$5,750	6%	<13%	ET19-0466-000	\$95,550	
Strategic Partnerships, LLC	\$0	0%	13%	19CS-0008-000	\$355,446
Strategy Workplace Communications	\$0	0%	≤ 13%	ET19-0916-000	\$1,736,738
Synergy Management Consultants	\$5,890	8%	≤ 13%	ET19-0279-000	\$73,632
	\$4,804	8%	≤ 13%	ET19-0370-000	\$60,060
	\$4,800	9%	≤ 13%	ET19-0360-000	\$56,160
	\$17,843	7%	13%	ET19-0100-000	\$249,132
	\$19,800	8%	13%	ET19-0183-000	\$249,636
	\$3,990	6%	13%	ET19-0216-000	\$69,160
	\$15,980	11%	13%	ET19-0217-000	\$150,098
	\$23,750	6%	N/A	ET19-0271-000	\$399,950
	\$30,000	5%	≤ 13%	ET19-0247-000	\$627,120
	\$3,744	6%	≤ 13%	ET19-0308-000	\$62,400
	\$1,500	8%	≤ 13%	ET19-0314-000	\$18,226
	\$3,045	8%	13%	19CS-0007-000	\$38,064
The Enterprise U	\$4,700	10%	12%	ET19-0134-000	\$49,400
Training Funding Partners	\$5,000	1%	13%	ET19-0139-000	\$749,320
	\$11,700	6%	≤ 13%	ET19-0395-000	\$195,000
	\$21,000	7%	≤ 13%	ET19-0405-000	\$319,080
	\$14,500	5%	≤ 13%	ET19-0410-000	\$269,360
	\$23,400	6%	13%	ET19-0129-000	\$409,500
	\$9,700	5%	12%	ET19-0148-000	\$199,456
	\$5,500	4%	13%	ET19-0166-000	\$131,536
	\$5,500	5%	10%	ET19-0212-000	\$119,600
	\$6,000	3%	13%	ET19-0219-000	\$198,900
	\$22,500	7%	13%	ET19-0223-000	\$304,200
	\$32,500	5%	≤ 13%	ET19-0232-000	\$650,000
	\$17,500	3%	≤ 7%	ET19-0242-000	\$628,680
	\$21,500	6%	≤ 13%	ET19-0257-000	\$364,000
	\$500	0.1%	≤ 12%	ET19-0235-000	\$569,504
	\$7,900	4%	≤ 13%	ET19-0290-000	\$198,744
	\$9,750	5%	≤ 12%	ET19-0319-000	\$195,000
	\$22,500	7%	≤ 13%	ET19-0326-000	\$312,000
	Training Funding Source	\$2,900	5%	<13%	ET19-0460-000

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	\$	%			
	\$2,900	5%	≤ 13%	ET19-0366-000	\$59,384
	\$950	5%	≤ 13%	ET19-0369-000	\$20,800
	\$1,900	5%	≤ 13%	ET19-0391-000	\$41,860
	\$5,900	8%	≤ 13%	ET19-0397-000	\$74,724
	\$1,900	10%	≤ 13%	ET19-0392-000	\$18,720
	\$3,900	6%	≤ 13%	ET19-0398-000	\$63,570
	\$7,900	4%	≤ 13%	ET19-0427-000	\$193,440
	\$2,900	7%	≤ 13%	ET19-0422-000	\$43,680
	\$4,900	2%	≤ 13%	ET19-0443-000	\$213,200
	\$1,900	8%	<13%	ET19-0453-000	\$24,960
	\$2,900	6%	<13%	ET19-0455-000	\$51,090
	\$3,900	8%	<13%	ET19-0456-000	\$46,670
	\$3,500	2%	13%	ET19-0103-000	\$145,600
	\$2,900	5%	13%	ET19-0122-000	\$58,760
	\$9,500	2%	13%	ET19-0123-000	\$595,400
	\$4,900	3%	13%	ET19-0130-000	\$164,970
	\$900	6%	<13%	ET19-0479-000	\$15,210
	\$1,900	6%	<13%	ET19-0476-000	\$34,320
	\$2,900	6%	13%	ET19-0133-000	\$49,660
	\$2,900	6%	13%	ET19-0145-000	\$49,972
	\$500	5%	13%	ET19-0150-000	\$10,400
	\$3,900	5%	13%	ET19-0152-000	\$74,880
	\$2,900	4%	9%	ET19-0153-000	\$72,072
	\$4,900	6%	13%	ET19-0187-000	\$82,472
	\$2,900	6%	13%	ET19-0191-000	\$46,124
	\$950	4%	13%	ET19-0194-000	\$24,180
	\$4,900	7%	13%	ET19-0208-000	\$74,880
	\$1,900	9%	13%	19CS-0009-000	\$20,358
	\$2,900	6%	13%	19CS-0011-000	\$45,760
	\$4,900	7%	≤ 13%	ET19-0250-000	\$73,008
	\$3,900	2%	≤ 13%	ET19-0254-000	\$187,200
	\$8,900	4%	≤ 13%	ET19-0259-000	\$199,676
	\$7,900	4%	≤ 13%	ET19-0267-000	\$179,400
	\$3,900	4%	≤ 13%	ET19-0272-000	\$93,288
	\$1,900	4%	≤ 13%	ET19-0273-000	\$46,800
	\$3,090	5%	≤ 13%	ET19-0281-000	\$58,656
	\$1,900	7%	≤ 13%	ET19-0312-000	\$26,390
	\$3,900	7%	≤ 13%	ET19-0310-000	\$58,500
	\$4,900	7%	≤ 13%	ET19-0318-000	\$74,568
	\$900	8%	≤ 13%	ET19-0330-000	\$11,232
	\$2,900	5%	≤ 13%	ET19-0304-000	\$56,056
	\$1,500	5%	≤ 13%	ET19-0358-000	\$29,120
	\$950	7%	≤ 13%	ET19-0361-000	\$13,260
	\$3,900	6%	≤ 13%	ET19-0386-000	\$68,120
	\$2,900	6%	≤ 13%	ET19-0362-000	\$49,920
	\$1,900	7%	≤ 13%	ET19-0375-000	\$26,520
	\$2,900	5%	≤ 13%	ET19-0380-000	\$55,640
	\$900	5%	<13%	ET19-0463-000	\$16,380
	\$3,900	4%	≤ 13%	ET19-0437-000	\$93,360
	\$2,900	4%	<13%	ET19-0471-000	\$72,310
	\$1,900	5%	<13%	ET19-0472-000	\$39,520
	\$900	6%	<13%	ET19-0473-000	\$16,016
	\$9,500	2%	≤ 13%	ET19-0291-000	\$385,320
	\$4,900	5%	≤ 13%	ET19-0306-000	\$102,960

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	\$	%			
	\$950	3%	≤ 13%	ET19-0359-000	\$29,406
	\$1,500	6%	≤ 13%	ET19-0363-000	\$23,920
	\$1,900	5%	<13%	ET19-0438-000	\$40,430
	\$2,900	1%	≤ 8%	ET19-0440-000	\$199,888
	\$4,900	5%	≤ 13%	ET19-0357-000	\$102,180
	\$8,500	2%	≤ 8%	ET19-0338-000	\$420,368
Training Grants Inteligence, Inc.	\$0	0%	≤ 13%	ET19-0445-000	\$127,426
	\$0	0%	≤ 13%	ET19-0446-000	\$198,900
	\$0	0%	13%	ET19-0154-000	\$253,760
	\$0	0%	13%	ET19-0228-000	\$55,770
Training Refund Group	\$5,000	11%	<13%	ET19-0459-000	\$46,410
	\$3,000	7%	<13%	ET19-0465-000	\$40,560
	\$2,500	11%	≤ 13%	ET19-0381-000	\$22,880
	\$5,000	7%	≤ 13%	ET19-0377-000	\$67,340
	\$12,000	10%	≤ 13%	ET19-0428-000	\$118,560
	\$5,000	8%	<13%	ET19-0457-000	\$62,608
	\$5,000	6%	13%	ET19-0113-000	\$81,466
	\$3,000	4%	13%	ET19-0144-000	\$72,956
	\$5,000	5%	13%	ET19-0149-000	\$103,532
	\$5,000	5%	13%	ET19-0169-000	\$97,290
	\$5,000	2%	13%	ET19-0170-000	\$217,488
	\$5,000	7%	13%	ET19-0190-000	\$74,888
	\$5,000	7%	13%	ET19-0274-000	\$72,588
	\$8,000	4%	≤ 13%	ET19-0248-000	\$185,250
	\$5,000	9%	≤ 13%	ET19-0277-000	\$56,550
	\$14,000	4%	≤ 13%	ET19-0339-000	\$311,220
	\$5,000	7%	≤ 13%	ET19-0365-000	\$74,360
	\$5,000	3%	≤ 13%	ET19-0350-000	\$174,720
Welsh Advisors, Inc.	\$5,900	11%	≤ 13%	ET19-0430-000	\$55,900
	\$5,897	8%	≤ 13%	ET19-0393-000	\$74,880
	\$7,410	10%	<13%	ET19-0449-000	\$74,100
	\$2,500	1%	<10%	ET19-0467-000	\$169,000
	\$6,825	8%	13%	ET19-0171-000	\$87,750
	\$11,700	28%	13%	19CS-0010-000	\$42,250
	\$5,236	7%	≤ 13%	ET19-0315-000	\$73,840

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.