

FIXED-FEE REIMBURSEMENT RATES

Type of Trainees/Proposal/Program	Classroom/Laboratory	Curriculum based reimbursement rate exemptions:			
	Productive Lab	Computer-Based Training (CBT) Delivery Method	Advanced Technology (AT) Training Types	Medical Skills (MST) Preceptor Training Types	Medical Skills (MST) Didactic Training Types
	Instructor Led/Distance Learning (E-learning)				
	Delivery Methods				
NEW HIRE:	\$23				
RETRAINING: (See below)					
Standard	\$20				
Small Business <i>(100 or fewer employees in CA but no more than 250 worldwide)</i>					
MEC Entrepreneurial					
Priority Industry/Initiative Standard					
Critical Proposal <i>Note: In extenuating circumstances, a higher reimbursement rate may be considered.</i>		\$9	\$26	\$23	\$23
Retrainee Job Creation Program	\$23				
Veterans Program					
Clean Technology Program <i>Formerly Alternative and Renewable Fuel and Vehicle Technology Program</i>					
Ex-Offender/ At-Risk Youth					
CNA to LVN					
Journeyworker					
Apprenticeship Pilot Program <i>Apprentices and Pre-apprentice</i>	\$18				

GUIDELINES AND PILOTS: Refer to [ETP Website](#) or your Monitoring Analyst.

Guidelines for Applying Fixed-Fee Reimbursement Rates

- ETP has established standard (maximum) trainer-to-trainee ratio requirements for Class/Lab (CL)/Productive Lab (PL)/ Instructor Led/Distance Learning (E-Learning) and Advanced Technology (AT) training, regardless of the class composition (ETP trainees and non-ETP trainees), upon which the fixed-fee reimbursement rates for ETP agreements are based:

Retrainees:	1:20
New Hires:	1:15
AT:	1:10

Note: For variances, contact your ETP Development Analyst.

- Small Business:** The hourly rates are applicable to (1) single small businesses with 100 or fewer, full-time employees in California, **but** no more than 250 worldwide; and, (2) Multiple Employer Contracts (MEC) serving small businesses with 100 or fewer, full time employees in California, but no more than 250 worldwide.
- Advanced Technology (AT):** The AT rates are applicable to skills training which requires a trainer-to-trainee ratio of 1:10 or less and is customized to occupations which involve the production or use of the most sophisticated equipment and software in fields such as electronics, computers, and biotechnology.

Note: If the trainer-to-trainee ratio exceeds 1:10, a second trainer must be present during instruction, and the overall trainer-to-trainee ratio must not exceed 2:20. (Note: The 1:10 ratio is not applicable to small businesses as defined above).

- Budget:** An Applicant need not submit a budget if they are requesting: (a) a rate on the ETP's Fixed-Fee Reimbursement Rate Table; or, (b) a reimbursable rate for training and administration of less than the Fixed-Fee.
- Priority Industries:** Industry sectors and priority initiatives identified in the current ETP [Strategic Plan](#), and defined by the NAICS codes below, receive 20% more funding than standard reimbursement rates.

Industry sectors identified as priorities:

- Agriculture
- Allied Healthcare
- Biotechnology and Life Sciences
- Construction
- Goods Movement and Transportation Logistics
- Green/Clean Technology
- Information Technology Services
- Manufacturing
- Multimedia/Entertainment
- Technical Services

ETP's NAICS Industry Guidelines

2012 NAICS	Priority Industry	Code Range	Industry Name
11	SOME:	Agriculture, Forestry, Fishing, Hunting	
	✓	111110 - 111998	Crop Production
21	NONE	Mining, Quarrying, and Oil and Gas Extraction	
22	ALL:	Utilities	
	✓	221111- 221113	Hydroelectric, Fossil Fuel Electric, Nuclear Electric Power (This was never part of list)
	✓	221114 - 221118	Electric Power Generation (solar, wind, geothermal, Biomass, Other)
	✓	221121 - 221330	Electric Bulk Power Transmission and Control, Distribution, Natural Gas, Water Supply, Irrigation, Sewage Treatments, Steam & Air.
23	ALL	Construction	
31-33	ALL	Manufacturing	
42	SOME:	Wholesale Trade	
	✓	423860	Transportation Equipment & Supplies (except Motor Vehicles) Merchant Wholesalers
	✓	423930	Recyclable Material Merchant Wholesalers
44-45	NONE	Retail Trade	
48-49	SOME:	Transportation and Warehousing	
	✓	481112	Scheduled Freight Air Transportation
	✓	481212	Nonscheduled Chartered Freight Air Transportation
	✓	482111 - 482112	Rail Transportation
	✓	483111	Deep Sea Freight Transportation
	✓	483113	Coastal and Great Lakes Freight Transportation
	✓	483211	Inland Water Freight Transportation
	✓	486110 - 486990	Pipeline Transportation
	✓	488111 - 488190	Support Activities for Air Transportation
	✓	488210	Support Activities for Rail Transportation
	✓	488310 - 488390	Support Activities for Water Transportation
	✓	488510	Freight Transportation Arrangement
	✓	488991	Packing and Crating
	✓	492110	Couriers and Express Delivery Service
	✓	493110 - 493190	Warehousing and Storage
51	SOME:	Information	
	✓	511110 - 511199	Publishing, including Newspaper, Periodical and Book Publishing
	✓	511210	Software Publishing
	✓	512110 - 512120	Motion Picture and Video Production & Distribution
	✓	512191 - 512199	Teleproduction and Other Postproduction Services, Other Motion Picture Video Industries
	✓	512210 - 512220	Record Production, & Integrated Distribution
	✓	512230	Music Publishers

2012 NAICS	Priority Industry	Code Range	Industry Name
51 Continued	✓	512240 - 512290	Sound Recording Studios, and Other
	✓	515111	Radio Networks
	✓	515210	Cable and Other Subscription Programming
	✓	517110 - 517919	Wired Telecommunications Carriers, Cellular, Satellite, Resellers, Other
	✓	518210	Data Processing, Hosting & Related Services
	✓	519130	Internet Publishing, Broadcasting & Web Search Portals
52	NONE	Finance and Insurance	
53	NONE	Real Estate and Rental and Leasing	
54	SOME:	Professional, Scientific, and Technical Services	
	✓	541310	Architectural Services
	✓	541330 - 541340	Engineering and Drafting Services (including Civil, Construction, Environmental and Mechanical Engineering Services)
	✓	541360 - 541380	Surveying and Mapping Services, Geophysical and Non; Testing Laboratories
	✓	541511 - 541513	Customer Computer Programming Services; Computer Systems Design Services; Computer Facilities Management
	✓	541614	Process, Physical Distribution, and Logistics Consulting Services
	✓	541620	Environmental Consulting
	✓	541690	Other Scientific and Technical Consulting Services
55	NONE	Management of Companies and Enterprises	
	SOME:	Administrative and Support and Waste Management and Remediation	
56	✓	562910	Remediation Services
	✓	562920	Materials Recovery Facilities
61	NONE	Educational Services	
62	SOME:	Health Care and Social Assistance	
	✓	621410 - 621498	Outpatient Care Centers; Family, HMO, Substance, Kidney...
	✓	621511 - 621512	Medical and Diagnostic Laboratories
	✓	621610	Home Health Care Services
	✓	621910	Ambulatory Services
	✓	622110 - 622310	Hospitals
71	NONE	Arts, Entertainment, and Recreation	
	NONE	Accommodation and Food Services	
81	NONE	Other Services (except Public Administration)	
92	NONE	Public Administration	

Note: If an industry is not noted as Priority Industry, but a project appears to meet the priority industry criteria, the Field Office Manager may review.

To verify a valid NAICS, see [North American Industry Classification System \(NAICS\) Main Page U.S. Census Bureau](#)