

ETP Approved Contracts FY 19-20* *through August 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
	\$	%			
Bright Training Solutions	\$0	0%	<10%	ET20-0133-000	\$639,630
California Labor Federation + Strategy Workplace Communications	\$0	0%	<13%	ET20-0908-000	\$252,800
	\$0	0%	<13%	ET20-0925-000	\$742,110
	\$0	0%	<13%	ET20-0924-000	\$742,195
	\$0	0%	<13%	ET20-0913-000	\$226,830
	\$0	0%	<13%	ET20-0918-000	\$298,590
	\$0	0%	<13%	ET20-0923-000	\$749,470
	\$0	0%	<13%	ET20-0917-000	\$287,490
	\$0	0%	<13%	ET20-0916-000	\$415,005
	\$0	0%	<13%	ET20-0926-000	\$749,880
DLI & Associates, LLC	\$0	0%	<10%	ET20-0112-000	\$749,300
Herrera & Company	\$8,750	1%	<13%	ET20-0116-000	\$749,800
	\$8,750	1%	<13%	ET20-0123-000	\$749,892
National Training Company	\$5,000	3%	<13%	ET20-0124-000	\$143,520
Propel Consulting Group	\$12,252	7%	<13%	ET20-0134-000	\$175,030
Steve Duscha Advisories	\$10,000	3%	<13%	ET20-0907-000	\$298,320
	\$10,000	2%	<13%	ET20-0915-000	\$482,440
	\$10,000	2%	<13%	ET20-0910-000	\$643,405
	\$10,000	1%	<10%	ET20-0912-000	\$748,440
	\$10,000	1%	<13%	ET20-0909-000	\$749,420
	\$10,000	3%	<13%	ET20-0920-000	\$391,100
	\$10,000	2%	<10%	ET20-0922-000	\$475,280
	\$10,000	1%	<10%	ET20-0919-000	\$721,750
Strategy Workplace Communications	\$0	0%	<13%	ET20-0914-000	\$725,928
	\$0	0%	<13%	ET20-0911-000	\$744,815
Training Funding Partners	\$13,690	4%	<12%	ET20-0117-000	\$342,240
Training Funding Source	\$9,500	5%	<13%	ET20-0120-000	\$181,240
Training Refund Group	\$8,000	4%	<13%	ET20-0111-000	\$196,765

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.