

ETP Approved Contracts FY 19-20\* \*through June  
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 Group	\$7,000	10%	<13%	ET20-0166-000	\$70,380
Acquaviva Forensic Bookkeeping	\$750	5%	<13%	ET20-0121-000	\$14,720
BLI Co.	\$3,220	10%	<13%	ET20-0290-000	\$32,200
	\$8,000	1%	<13%	ET20-0178-000	\$595,125
	\$8,000	2%	<13%	ET20-0189-000	\$416,990
Bright Training Solutions	\$0	0%	<10%	ET20-0133-000	\$639,630
Butte College	\$10,000	1%	<13%	ET20-0286-000	\$749,800
California Labor Federation + Strategy Workplace Communications	\$0	0%	<13%	ET20-0903-000	\$387,330
	\$0	0%	<13%	ET20-0904-000	\$749,706
	\$0	0%	<13%	ET20-0900-000	\$538,290
	\$0	0%	<13%	ET20-0902-000	\$437,930
	\$0	0%	<13%	ET20-0916-000	\$415,005
	\$0	0%	<13%	ET20-0917-000	\$287,490
	\$0	0%	<13%	ET20-0918-000	\$298,590
	\$0	0%	<13%	ET20-0908-000	\$252,800
	\$0	0%	<13%	ET20-0923-000	\$749,470
	\$0	0%	<13%	ET20-0924-000	\$742,195
	\$0	0%	<13%	ET20-0925-000	\$742,110
	\$0	0%	<13%	ET20-0926-000	\$749,880
	\$0	0%	<13%	ET20-0928-000	\$749,597
	\$0	0%	<13%	ET20-0930-000	\$746,701
	\$0	0%	<13%	ET20-0932-000	\$746,290
	\$0	0%	<13%	ET20-0934-000	\$224,701
	\$0	0%	<13%	ET20-0935-000	\$740,505
	\$0	0%	<13%	ET20-0936-000	\$745,190
	\$0	0%	<13%	ET20-0937-000	\$749,520
	\$0	0%	<13%	ET20-0939-000	\$746,160
California Manufacturers & Technology Association	\$12,000	2%	<13%	ET20-0226-000	\$649,980
California Manufacturers & Technology Association (CMTA)	\$0	0%	<13%	ET20-0277-000	\$648,485
	\$2,500	10%	<13%	ET20-0235-000	\$25,300
	\$0	0%	<13%	ET20-0169-000	\$130,042
	\$6,000	10%	<13%	ET20-0295-000	\$59,800
	\$7,400	10%	<13%	ET20-0199-000	\$74,520
California Training Coalition	\$12,000	14%	<13%	ET20-0102-000	\$84,617
Carrazo LLP, Innovative Tax Solutions	\$2,000	10%	<10%	ET20-0316-000	\$20,700
DLI & Associates, LLC	\$0	0%	<10%	ET20-0112-000	\$749,300
	\$0	0%	<10%	ET20-0170-000	\$749,040
	\$0	0%	<13%	ET20-0156-000	\$747,500
Dunton Consulting, Inc.	\$0	0%	<13%	ET20-0214-000	\$252,080
	\$7,000	7%	<13%	ET20-0184-000	\$95,680
	\$9,757	5%	<12%	ET20-0278-000	\$195,132

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Economic Incentives Advisory Group (EIAG)	\$8,465	5%	<11.5%	ET20-0299-000	\$169,280
	\$9,936	8%	<13%	ET20-0157-000	\$132,480
	\$10,290	7%	<13%	ET20-0165-000	\$137,218
	\$14,400	7%	<13%	ET20-0219-000	\$192,556
	\$750	0.2%	<9%	ET20-0225-000	\$393,760
Glendale Community College Professional Development Center (PDC)	\$0	0%	<11%	ET20-0357-000	649704
Herrera & Company	\$8,750	2%	<13%	ET20-0309-000	\$460,000
	\$8,750	1%	<13%	ET20-0116-000	\$749,800
	\$8,750	1%	<13%	ET20-0123-000	\$749,892
	\$8,750	2%	<13%	ET20-0159-000	\$562,350
	\$8,750	2%	<13%	ET20-0208-000	\$506,000
	\$8,750	2%	<13%	ET20-0224-000	\$362,250
	\$8,750	2%	<13%	ET20-0240-000	\$546,250
Incentives Management Group	\$0	0%	<13%	ET20-0229-000	\$176,088
Integrated Solutions	\$13,500	4%	<13%	ET20-0256-000	\$373,428
	\$6,000	5%	<13%	ET20-0322-000	\$112,700
Judith's Training Services, LLC	\$6,048	10%	<10%	ET20-0143-000	\$60,375
Kirkpatrick Enterprise International	\$0	0%	N/A	ET20-0152-000	\$199,295
	\$0	0%	\$0	ET20-0212-000	\$749,906
Manex Consulting	\$14,513	10%	N/A	ET20-0185-000	\$145,360
Marquis Group	\$35,495	5%	<13%	ET20-0174-000	\$649,888
National Training Company Inc.	\$7,500	4%	<13%	ET20-0251-000	\$178,000
	\$2,800	7%	<13%	ET20-0803-000	\$39,560
	\$4,000	5%	<13%	ET20-0331-000	\$86,710
	\$15,000	4%	<13%	ET20-0329-000	\$366,390
	\$4,500	3%	<13%	ET20-0108-000	\$149,960
	\$5,000	3%	<13%	ET20-0124-000	\$143,520
	\$15,000	3%	<13%	ET20-0155-000	\$488,865
	\$10,000	7%	<13%	ET20-0194-000	\$133,400
	\$10,000	5%	<13%	ET20-0269-000	\$192,510
	\$15,000	2%	<13%	ET20-0282-000	\$649,566
	\$10,000	5%	<13%	ET20-0296-000	\$198,030
	\$10,000	5%	<13%	ET20-0340-000	\$182,850
	\$25,000	5%	<13%	ET20-0332-000	\$489,785
	\$20,138	5%	<13%	ET20-0211-000	\$397,578
Propel Consulting Group	\$6,000	5%	<10%	ET20-0252-000	\$123,050
	\$9,993	6%	<10%	ET20-0254-000	\$155,227
	\$8,000	4%	<13%	ET20-0255-000	\$178,250
	\$10,996	7%	<13%	ET20-0258-000	\$157,090
	\$9,000	7%	<13%	ET20-0283-000	\$129,168
	\$6,000	6%	<13%	ET20-0297-000	\$92,690
	\$5,000	7%	<13%	ET20-0349-000	\$72,335
	\$12,252	7%	<13%	ET20-0134-000	\$175,030
	\$0	0%	<13%	ET20-0153-000	\$197,777

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	\$	%				
	\$18,000	9%	<13%	ET20-0161-000	\$196,742	
RSM US LLP	\$5,000	5%	<13%	ET20-0220-000	\$96,554	
	\$7,500	6%	<13%	ET20-0228-000	\$124,246	
Sierra Consulting Services	\$19,000	8%	<13%	ET20-0101-000	\$246,905	
	\$6,800	5%	<13%	ET20-0362-000	148707	
	\$19,000	8%	<13%	ET20-0213-000	\$243,156	
Steve Duscha Advisories	\$10,000	3%	<13%	ET20-0947-000	\$374,112	
	\$2,000	4%	<12.2%	ET20-0948-000	\$50,496	
	\$5,000	2%	<13%	ET20-0949-000	\$229,440	
	\$5,000	3%	<11.8%	ET20-0265-000	\$189,050	
	\$10,000	1%	N/A	ET20-0103-000	\$748,638	
	\$17,000	2%	<13%	ET20-0107-000	\$748,535	
	\$10,000	1%	<13%	ET20-0901-000	\$749,145	
	\$10,000	1%	<13%	ET20-0905-000	\$748,440	
	\$10,000	3%	<13%	ET20-0907-000	\$298,320	
	\$10,000	1%	<13%	ET20-0909-000	\$749,420	
	\$10,000	2%	<13%	ET20-0910-000	\$643,405	
	\$10,000	1%	<10%	ET20-0912-000	\$748,440	
	\$10,000	2%	<13%	ET20-0915-000	\$482,440	
	\$10,000	1%	<10%	ET20-0919-000	\$721,750	
	\$10,000	3%	<13%	ET20-0920-000	\$391,100	
	\$10,000	1%	<13%	ET20-0921-000	\$748,386	
	\$10,000	2%	<10%	ET20-0922-000	\$475,280	
	\$0	0%	<10%	ET20-0147-000	\$749,924	
	\$5,000	4%	<13%	ET20-0160-000	\$123,460	
	\$10,000	2%	<13%	ET20-0164-000	\$597,398	
	\$5,000	2%	<13%	ET20-0177-000	\$270,510	
	\$10,000	2%	<13%	ET20-0927-000	\$554,400	
	\$10,000	1%	<13%	ET20-0933-000	\$743,280	
	\$10,000	1%	<10%	ET20-0938-000	\$723,600	
	\$5,000	1%	<13%	ET20-0218-000	\$381,250	
	\$7,500	1%	N/A	ET20-0234-000	\$742,920	
	\$10,000	3%	<13%	ET20-0941-000	\$375,310	
	\$10,000	12%	<13%	ET20-0942-000	\$81,403	
	Strategic Business Solutions, LLC	\$7,750	5%	<13%	ET20-0285-000	\$144,555
		\$2,500	8%	<13%	ET20-0288-000	\$32,982
\$7,750		6%	<13%	ET20-0106-000	\$139,840	
\$4,000		7%	<13%	ET20-0168-000	\$57,155	
\$12,500		2%	<13%	ET20-0222-000	\$553,150	
Strategy Workplace Communications	\$0	0%	<13%	ET20-0804-000	\$594,090	
	\$0	0%	<13%	ET20-0906-000	\$742,620	
	\$0	0%	<13%	ET20-0911-000	\$744,815	
	\$0	0%	<13%	ET20-0913-000	\$226,830	
	\$0	0%	<13%	ET20-0914-000	\$725,928	
	\$0	0%	<13%	ET20-0946-000	\$375,320	
	\$52,007	8%	<13%	ET20-0195-000	\$650,095	

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	\$	%			
	\$19,136	8%	<13%	ET20-0300-000	\$250,240
	\$19,320	8%	<13%	ET20-0315-000	\$241,500
	\$48,739	9%	<13%	ET20-0337-000	\$529,000
	\$49,000	8%	<13%	ET20-0338-000	\$620,080
The Grande Foundation	\$0	0%	<13%	ET20-0163-000	\$239,705
Training Funding Partners (TFP)	\$18,400	5%	<13%	ET20-0279-000	\$368,000
	\$3,450	5%	<12%	ET20-0312-000	\$69,000
	\$8,100	7%	<12%	ET20-0294-000	\$115,920
	\$3,500	4%	<13%	ET20-0317-000	\$96,600
	\$13,690	4%	<12%	ET20-0117-000	\$342,240
	\$10,626	7%	<13%	ET20-0154-000	\$151,800
	\$5,500	1%	<13%	ET20-0204-000	\$396,888
	\$28,000	4%	<13%	ET20-0201-000	\$642,620
Training Funding Source (TFS)	\$0	0%	<13%	ET20-0348-000	\$44,505
	\$3,900	6%	<13%	ET20-0262-000	\$60,030
	\$5,900	4%	<11%	ET20-0266-000	\$159,275
	\$9,500	3%	<13%	ET20-0267-000	\$311,052
	\$950	3%	<13%	ET20-0268-000	\$27,945
	\$950	5%	<13%	ET20-0270-000	\$20,700
	\$4,900	6%	<13%	ET20-0274-000	\$82,800
	\$3,900	5%	<13%	ET20-0276-000	\$74,520
	\$900	9%	13%	ET20-0271-000	\$10,350
	\$1,900	6%	>13%	ET20-0307-000	\$34,500
	\$1,900	7%	<13%	ET20-0308-000	\$28,980
	\$2,900	8%	<13%	ET20-0310-000	\$37,260
	\$1,900	5%	<13%	ET20-0314-000	\$36,225
	\$900	4%	<13%	ET20-0318-000	\$22,448
	\$9,500	2%	<13%	ET20-0341-000	\$434,700
	\$3,900	5%	<13%	ET20-0345-000	\$74,520
	\$2,900	7%	<13%	ET20-0353-000	\$40,710
	\$1,900	4%	<13%	ET20-0350-000	\$47,610
	\$3,900	7%	<13%	ET20-0119-000	\$56,304
	\$800	8%	<13%	ET20-0114-000	\$10,350
	\$9,500	5%	<13%	ET20-0120-000	\$181,240
	\$2,900	6%	<13%	ET20-0132-000	\$48,645
	\$4,900	7%	<13%	ET20-0135-000	\$74,350
	\$3,900	7%	<13%	ET20-0136-000	\$59,340
	\$950	4%	<13%	ET20-0137-000	\$23,064
	\$900	8%	<13%	ET20-0139-000	\$11,385
	\$1,900	4%	<13%	ET20-0141-000	\$43,470
	\$900	10%	<13%	ET20-0145-000	\$9,200
	\$900	5%	<13%	ET20-0148-000	\$18,630
	\$1,900	5%	<13%	ET20-0140-000	\$38,640
	\$950	5%	<13%	ET20-0142-000	\$18,630
	\$3,900	5%	<13%	ET20-0167-000	\$74,865
\$2,900	6%	<13%	ET20-0183-000	\$46,805	

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	\$	%			
	\$1,950	6%	<13%	ET20-0197-000	\$31,050
	\$1,900	6%	<13%	ET20-0172-000	\$30,935
	\$3,900	4%	<13%	ET20-0200-000	\$110,400
	\$9,500	3%	<13%	ET20-0202-000	\$365,056
	\$15,000	8%	<13%	ET20-0216-000	\$197,225
	\$950	5%	<13%	ET20-0236-000	\$20,700
	\$2,900	6%	<13%	ET20-0352-000	\$49,680
Training Grants Intelligence Incorporated (TGII)	\$9,500	2%	<13%	ET20-0248-000	\$479,136
	\$0	0%	<13%	ET20-0206-000	\$59,570
	\$1,800	4%	<13%	ET20-0207-000	\$43,470
	\$9,750	2%	<13%	ET20-0306-000	\$625,002
	\$5,720	2%	<13%	ET20-0333-000	\$284,280
	\$1,500	2%	<13%	ET20-0138-000	\$74,290
	\$11,923	2%	<13%	ET20-0128-000	\$596,160
	\$0	0%	<13%	ET20-0181-000	\$372,600
	\$0	0%	<13%	ET20-0190-000	\$450,708
Training Refund Group (TRG)	\$5,000	7%	<13%	ET20-0291-000	\$74,037
	\$2,500	7%	<13%	ET20-0292-000	\$36,800
	\$5,000	5%	<13%	ET20-0326-000	\$100,096
	\$2,500	5%	<13%	ET20-0180-000	\$46,322
	\$8,000	5%	<13%	ET20-0246-000	\$172,960
	\$8,000	4%	<13%	ET20-0111-000	\$196,765
Welsh Advisors, Inc	\$5,241	7%	<13%	ET20-0343-000	\$74,451
	\$3,239	8%	<13%	ET20-0198-000	\$41,561
	\$3,164	7%	<13%	ET20-0239-000	\$45,195

**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.