

ETP Approved Contracts FY 20-21* **through June
Development and Administrative Service Costs
Consultant Fee Comparison Chart

KEY TERMS: Administrative Fees Payment Earned Performance Standards Not Applicable

Consultant	Develop Costs \$	Costs %	Admin Costs	Contract #	Approved Amount
Abbott Consulting Group	\$7,500	4%	≤10%	ET21-0108-000	\$195,040
Aescher Associates	\$0	0%	≤12%	ET21-0190-000	\$200,000
Altus Group US Inc.	\$11,060	19%	≤13%	ET21-0258-000	\$58,000
	\$31,000	7%	≤13%	ET21-0181-000	\$441,945
	\$10,500	7%	≤13%	ET21-0212-000	\$150,000
CALBEC Group	\$3,000	10%	10%	ET21-0359-000	\$30,000
	\$11,400	10%	≤10%	ET21-0125-000	\$114,954
California Labor Federation + Strategy Workplace Communications	\$0	0%	≤13%	ET21-0276-000	\$200,000
	\$0	0%	≤13%	ET21-0941-000	\$369,452
	\$0	0%	≤13%	ET21-0942-000	\$380,932
	\$0	0%	≤13%	ET21-0943-000	\$378,845
	\$0	0%	≤13%	ET21-0944-000	\$378,140
	\$0	0%	≤13%	ET21-0945-000	\$377,543
	\$0	0%	≤13%	ET21-0946-000	\$375,085
	\$0	0%	≤13%	ET21-0949-000	\$101,668
	\$0	0%	≤13%	ET21-0950-000	\$114,053
	\$0	0%	≤13%	ET21-0953-000	\$101,255
	\$0	0%	N/A	ET21-0142-000	\$173,790
	\$0	0%	≤13%	ET21-0900-000	\$375,833
	\$0	0%	≤13%	ET21-0901-000	\$196,174
	\$0	0%	≤13%	ET21-0903-000	\$295,542
	\$0	0%	≤13%	ET21-0904-000	\$139,067
	\$0	0%	≤13%	ET21-0905-000	\$272,768
	\$0	0%	≤13%	ET21-0911-000	\$297,366
	\$0	0%	≤13%	ET21-0912-000	\$296,466
	\$0	0%	≤13%	ET21-0913-000	\$161,921
	\$0	0%	≤13%	ET21-0916-000	\$409,288
	\$0	0%	≤13%	ET21-0917-000	\$378,860
	\$0	0%	≤13%	ET21-0202-000	\$200,000
	\$0	0%	≤13%	ET21-0919-000	\$381,068
	\$0	0%	≤13%	ET21-0920-000	\$143,637
	\$0	0%	≤13%	ET21-0921-000	\$211,120
	\$0	0%	≤13%	ET21-0923-000	\$379,266
	\$0	0%	≤13%	ET21-0925-000	\$363,462
	\$0	0%	≤13%	ET21-0927-000	\$378,860
	\$0	0%	≤13%	ET21-0209-000	\$499,662
	\$0	0%	≤13%	ET21-0928-000	\$128,410
	\$0	0%	≤13%	ET21-0929-000	\$377,168
	\$0	0%	≤13%	ET21-0930-000	\$151,728
	\$0	0%	≤13%	ET21-0931-000	\$362,425
\$0	0%	≤13%	ET21-0934-000	\$354,835	
\$0	0%	≤13%	ET21-0935-000	\$114,871	
\$0	0%	≤13%	ET21-0937-000	\$222,312	
\$0	0%	≤13%	ET21-0939-000	\$379,430	
California Manufacturers & Technology Association (CMTA)	\$10,000	5%	≤13%	ET21-0264-000	\$200,000
	\$16,500	6%	≤13%	ET21-0279-000	\$299,345
	\$9,500	3%	≤13%	ET21-0116-000	\$299,000
	\$7,500	4%	≤13%	ET21-0146-000	\$200,000
	\$9,500	5%	≤13%	ET21-0150-000	\$200,000
	\$7,000	4%	≤13%	ET21-0219-000	\$200,000
	\$7,500	4%	≤13%	ET21-0228-000	\$198,950
California Manufacturing Technology Consulting (CMTC)	\$4,200	10%	≤13%	ET21-0143-000	\$42,550
	\$10,000	8%	≤13%	ET21-0187-000	\$131,008
California Training Administration (CTA)	\$15,000	3%	≤13%	ET21-0250-000	\$524,400
	\$2,500	1%	≤10%	ET21-0107-000	\$212,750
	\$2,500	1%	≤10%	ET21-0111-000	\$435,183
	\$2,500	1%	≤10%	ET21-0115-000	\$215,625
	\$2,500	2%	≤10%	ET21-0132-000	\$138,000
	\$2,500	1%	≤10%	ET21-0139-000	\$358,800
CALTRAINING, INC	\$5,000	3%	≤13%	ET21-0257-000	\$200,000
	\$5,000	6%	13%	ET21-0320-000	\$80,000
Carrazo LLP, Innovative Tax Solutions	\$19,000	8%	13%	ET21-0362-000	\$223,560
	\$19,000	8%	≤13%	ET21-0180-000	\$248,630
Chaffey Community College Consultrex, Inc.	\$25,000	6%	≤13%	ET21-0245-000	\$399,990
	\$1,950	1%	13%	ET21-0351-000	\$143,398
Corporate Tax Incentives LLC	\$4,200	7%	≤11%	ET21-0266-000	\$60,000
	\$9,000	9%	≤13%	ET21-0267-000	\$100,000
	\$18,000	9%	≤13%	ET21-0301-000	\$200,000
	\$0	0%	≤10%	ET21-0252-000	\$446,925
	\$0	0%	≤13%	ET21-0297-000	\$309,960

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	\$	%			
DLI & Associates LLC	\$0	0%	≤10%	ET21-0118-000	\$599,440
	\$0	0%	≤10%	ET21-0231-000	\$398,840
	\$0	0%	≤10%	ET21-0233-000	\$200,000
	\$0	0%	≤10%	ET21-0242-000	\$200,000
Economic Incentives Advisory Group	\$0	0%	9%	ET21-0308-000	\$100,000
	\$4,800	8%	12%	ET21-0360-000	\$64,000
Glendale Community College Professional Development Center (PDC)	\$0	0%	≤12%	ET21-0131-000	\$599,472
Herrera & Company	\$0	0%	≤13%	ET21-0288-000	\$200,000
	\$8,750	2%	13%	ET21-0338-000	\$399,280
	\$0	0%	≤13%	ET21-0162-000	\$200,000
	\$0	0%	≤13%	ET21-0169-000	\$200,000
	\$0	0%	≤13%	ET21-0170-000	\$200,000
	\$0	0%	≤13%	ET21-0171-000	\$200,000
Kirkpatrick Enterprise International	\$0	0%	N/A	ET21-0191-000	\$200,000
	\$0	0%	N/A	ET21-0220-000	\$200,000
National Training Company, Inc.	\$5,000	3%	≤10%	ET21-0285-000	\$196,000
	\$10,000	5%	≤13%	ET21-0300-000	\$196,000
	\$15,000	5%	≤13%	ET21-0119-000	\$327,060
	\$10,000	5%	13%	ET21-0327-000	\$194,000
	\$10,000	5%	13%	ET21-0329-000	\$188,000
	\$10,000	6%	13%	ET21-0335-000	\$173,264
	\$4,000	7%	≤13%	ET21-0160-000	\$57,794
	\$7,000	7%	≤13%	ET21-0179-000	\$107,610
	\$10,000	5%	≤13%	ET21-0206-000	\$200,000
	\$13,910	5%	≤13%	ET21-0274-000	\$278,208
National Training Systems, Inc.	\$19,000	5%	≤12%	ET21-0141-000	\$379,178
	\$10,000	5%	≤10%	ET21-0291-000	\$200,000
	\$10,000	5%	≤13%	ET21-0293-000	\$200,000
	\$10,000	5%	≤13%	ET21-0299-000	\$200,000
	\$10,000	5%	≤13%	ET21-0303-000	\$200,000
	\$19,939	4%	≤10%	ET21-0103-000	\$496,432
	\$19,939	5%	≤13%	ET21-0109-000	\$439,300
	\$0	0%	13%	ET21-0325-000	\$160,000
	\$0	0%	13%	ET21-0330-000	\$200,000
	\$0	0%	13%	ET21-0346-000	\$92,000
	\$5,400	5%	10%	ET21-0347-000	\$108,000
	\$10,000	6%	10%	ET21-0349-000	\$166,000
	\$10,000	5%	12%	ET21-0355-000	\$200,000
	\$20,000	5%	≤9%	ET21-0149-000	\$425,040
	\$21,652	5%	≤10%	ET21-0165-000	\$433,044
	\$20,000	4%	≤10%	ET21-0176-000	\$487,968
	\$24,999	5%	≤10%	ET21-0188-000	\$499,583
	\$6,586	5%	≤10%	ET21-0205-000	\$131,721
	\$6,000	5%	≤13%	ET21-0225-000	\$120,000
	\$10,000	17%	≤10%	ET21-0237-000	\$60,000
PricewaterhouseCoopers LLC	\$10,000	10%	N/A	ET21-0270-000	\$100,000
Propel Consulting Group	\$1,000	2%	≤13%	ET21-0251-000	\$54,000
	\$0	0%	≤13%	ET21-0283-000	\$200,000
	\$12,536	7%	≤13%	ET21-0113-000	\$179,088
	\$5,888	4%	13%	ET21-0317-000	\$147,200
	\$10,000	20%	13%	ET21-0318-000	\$50,000
	\$7,500	5%	13%	ET21-0348-000	\$143,543
	\$1,000	2%	13%	ET21-0354-000	\$42,000
	\$0	0%	13%	ET21-0357-000	\$46,000
	\$13,000	44%	≤13%	ET21-0138-000	\$29,394
	\$7,484	5%	≤13%	ET21-0145-000	\$138,600
	\$13,000	7%	≤13%	ET21-0152-000	\$187,010
	\$13,000	7%	≤13%	ET21-0156-000	\$192,780
	\$12,466	7%	≤13%	ET21-0159-000	\$178,090
	\$13,629	7%	≤13%	ET21-0183-000	\$194,700
	\$1,000	1%	≤13%	ET21-0223-000	\$200,000
	\$0	0%	≤7%	ET21-0229-000	\$160,000
	\$1,000	1%	≤13%	ET21-0230-000	\$90,000
	\$0	0%	≤13%	ET21-0232-000	\$100,000
	\$1,000	1%	≤13%	ET21-0235-000	\$110,000
	RSM US LLP	\$6,000	5%	≤13%	ET21-0100-000
San Joaquin Valley College	\$7,000	4%	13%	ET21-0344-000	\$200,000
	\$6,500	2%	≤13%	ET21-0210-000	\$276,345
	\$0	0%	≤13%	ET21-0239-000	\$200,000

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	\$	%			
Sierra Consulting Service	\$18,500	10%	≤13%	ET21-0261-000	\$185,150
	\$5,290	5%	13%	ET21-0352-000	\$113,160
	\$3,800	10%	13%	ET21-0358-000	\$38,000
	\$19,000	8%	13%	ET21-0361-000	\$235,520
	\$7,500	10%	≤13%	ET21-0123-000	\$75,900
Steve Duscha	\$2,500	1%	≤13%	ET21-0259-000	\$200,000
	\$10,000	2%	≤12.5%	ET21-0262-000	\$419,892
	\$7,500	4%	≤10%	ET21-0947-000	\$212,110
	\$7,500	2%	≤10%	ET21-0948-000	\$395,010
	\$4,000	3%	≤12.2%	ET21-0951-000	\$125,405
	\$7,500	2%	≤10%	ET21-0952-000	\$339,193
	\$5,000	3%	12%	ET21-0307-000	\$189,050
	\$7,500	3%	13%	ET21-0331-000	\$223,079
	\$7,500	2%	13%	ET21-0336-000	\$447,720
	\$2,500	1%	≤13%	ET21-0133-000	\$198,000
	\$0	0%	N/A	ET21-0129-000	\$499,560
	\$7,500	2%	≤13%	ET21-0906-000	\$427,350
	\$7,500	2%	≤13%	ET21-0907-000	\$427,350
	\$7,500	2%	≤10%	ET21-0909-000	\$427,350
	\$2,500	1%	≤12%	ET21-0161-000	\$198,000
	\$7,500	2%	≤13%	ET21-0910-000	\$427,350
	\$7,500	2%	≤10%	ET21-0914-000	\$427,350
	\$7,500	2%	≤10%	ET21-0915-000	\$427,160
	\$7,500	2%	≤13%	ET21-0918-000	\$427,952
	\$2,500	1%	≤13%	ET21-0184-000	\$200,000
	\$7,500	2%	≤13%	ET21-0922-000	\$427,350
	\$7,500	2%	≤13%	ET21-0924-000	\$428,130
	\$7,500	2%	≤13%	ET21-0926-000	\$427,686
	\$0	0%	≤10%	ET21-0236-000	\$449,647
	\$7,500	3%	≤13%	ET21-0932-000	\$278,800
	\$7,500	2%	≤13%	ET21-0933-000	\$429,290
	\$7,500	2%	≤13%	ET21-0936-000	\$343,888
\$7,500	2%	≤10%	ET21-0938-000	\$427,774	
Strategic Business Solutions, LLC	\$5,750	6%	≤10%	ET21-0284-000	\$96,000
	\$5,750	6%	≤10%	ET21-0286-000	\$100,000
	\$7,250	5%	9%	ET21-0324-000	\$143,172
	\$5,750	6%	≤13%	ET21-0144-000	\$96,830
	\$8,250	4%	≤13%	ET21-0158-000	\$199,548
Strategy Workplace Communications	\$8,250	5%	≤10%	ET21-0211-000	\$180,000
	\$0	0%	≤13%	ET21-0273-000	\$200,000
	\$0	0%	≤13%	ET21-0955-000	\$190,640
	\$0	0%	≤13%	ET21-0956-000	\$377,061
	\$0	0%	13%	ET21-0332-000	\$163,600
Synergy Managment Consultants, LLC	\$26,711	6%	13%	ET21-0304-000	\$437,000
	\$30,452	8%	13%	ET21-0305-000	\$380,650
	\$16,000	8%	N/A	ET21-0186-000	\$200,000
	\$41,400	8%	≤13%	ET21-0216-000	\$517,500
Think, LLP	\$20,000	14%	≤13%	ET21-0306-000	\$140,415
	\$25,000	5%	≤13%	ET21-0192-000	\$477,940
Training Funding Partners	\$6,800	5%	≤13%	ET21-0263-000	\$130,134
	\$3,500	6%	≤13%	ET21-0268-000	\$60,000
	\$7,500	4%	≤10%	ET21-0282-000	\$200,000
	\$3,500	9%	10%	ET21-0309-000	\$40,000
	\$5,564	6%	≤13%	ET21-0110-000	\$92,736
	\$33,120	8%	≤13%	ET21-0114-000	\$414,000
	\$4,800	3%	13%	ET21-0313-000	\$150,000
	\$4,500	2%	10%	ET21-0314-000	\$200,000
	\$9,500	3%	≤11.5%	ET21-0127-000	\$276,000
	\$23,460	7%	≤13%	ET21-0135-000	\$331,200
	\$29,500	7%	≤13%	ET21-0137-000	\$416,576
	\$29,500	6%	≤13%	ET21-0151-000	\$498,180
	\$7,500	4%	≤10%	ET21-0194-000	\$200,000
	\$7,500	4%	≤13%	ET21-0204-000	\$200,000
	\$11,500	3%	≤13%	ET21-0248-000	\$331,200
		\$950	5%	13%	ET21-0316-000
\$0		0%	13%	ET21-0319-000	\$15,525
\$3,900		4%	13%	ET21-0326-000	\$93,863
\$9,500		4%	13%	ET21-0337-000	\$248,032
\$9,500		2%	13%	ET21-0345-000	\$499,629
\$1,900		6%	13%	ET21-0353-000	\$33,120

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount	
	\$	%				
Training Funding Source	\$9,500	2%	≤13%	ET21-0101-000	\$436,172	
	\$2,900	5%	≤13%	ET21-0122-000	\$55,200	
	\$2,900	6%	≤13%	ET21-0130-000	\$51,750	
	\$1,900	5%	≤13%	ET21-0140-000	\$36,225	
	\$1,900	4%	≤13%	ET21-0153-000	\$50,600	
	\$3,900	5%	≤13%	ET21-0154-000	\$74,520	
	\$4,900	7%	≤13%	ET21-0155-000	\$71,645	
	\$500	5%	≤13%	ET21-0196-000	\$10,005	
	\$1,900	4%	≤13%	ET21-0198-000	\$45,011	
	Training Grants Intelligence Inc.	\$0	0%	≤13%	ET21-0295-000	\$180,000
\$0		0%	≤13%	ET21-0296-000	\$449,650	
\$0		0%	≤13%	ET21-0302-000	\$200,000	
\$0		0%	≤13%	ET21-0112-000	\$499,836	
\$12,998		2%	≤13%	ET21-0117-000	\$649,911	
\$0		0%	≤13%	ET21-0126-000	\$330,740	
\$0		0%	≤13%	ET21-0172-000	\$200,000	
\$0		0%	≤13%	ET21-0173-000	\$100,000	
\$3,000		2%	≤13%	ET21-0175-000	\$200,000	
\$0		0%	≤13%	ET21-0182-000	\$30,000	
\$0		0%	≤13%	ET21-0201-000	\$200,000	
Training Refund Group		\$0	0%	≤13%	ET21-0249-000	\$149,609
		\$0	0%	≤13%	ET21-0256-000	\$200,000
	\$0	0%	≤13%	ET21-0287-000	\$200,000	
	\$0	0%	≤13%	ET21-0289-000	\$200,000	
	\$0	0%	≤13%	ET21-0292-000	\$200,000	
	\$0	0%	≤13%	ET21-0294-000	\$200,000	
	\$2,000	1%	≤13%	ET21-0298-000	\$200,000	
	\$5,000	1%	≤13%	ET21-0105-000	\$499,928	
	\$0	0%	13%	ET21-0311-000	\$200,000	
	\$0	0%	13%	ET21-0312-000	\$160,000	
	\$0	0%	13%	ET21-0321-000	\$70,000	
	\$0	0%	≤13%	ET21-0136-000	\$199,245	
	\$0	0%	≤13%	ET21-0157-000	\$199,924	
	\$0	0%	≤13%	ET21-0195-000	\$200,000	
	\$8,000	3%	≤13%	ET21-0197-000	\$294,285	
	\$8,000	2%	≤13%	ET21-0217-000	\$396,290	
	\$0	0%	≤13%	ET21-0226-000	\$200,000	
	\$0	0%	≤13%	ET21-0227-000	\$100,000	
	\$8,000	4%	≤13%	ET21-0234-000	\$200,000	
	\$0	0%	≤13%	ET21-0243-000	\$100,000	
	\$0	0%	≤13%	ET21-0244-000	\$200,000	
	\$0	0%	≤13%	ET21-0246-000	\$91,305	
	\$0	0%	≤13%	ET21-0247-000	\$200,000	
Welsh Advisors	\$3,209	10%	≤13%	ET21-0120-000	\$31,556	

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.