

ETP Approved Contracts FY 21-22* *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
	\$	%			
Aescher Consulting	\$0	0%	12%	ET22-0110-000	\$429,410
	\$0	0%	12%	ET22-0172-000	\$599,656
Altus Group US Inc.	\$28,670	7%	13%	ET22-0100-000	\$409,584
BLI Co.	\$6,000	2%	13%	ET22-0120-000	\$349,416
Butte Glenn Community College District	\$6,500	1%	13%	ET22-0320	\$504,252
CALBEC Group	\$10,000	9%	8%	ET22-0237	\$113,022
	\$7,500	5%	13%	ET22-0337	\$140,760
California Labor Federation AFL-CIO + Strategy Workplace Communications	\$0	0%	13%	ET22-0908-000	\$596,872
	\$0	0%	13%	ET22-0905-000	\$599,383
	\$0	0%	13%	ET22-0929-000	\$293,970
	\$0	0%	13%	ET22-0923-000	\$596,610
	\$0	0%	13%	ET22-0910-000	\$588,468
	\$0	0%	13%	ET22-0932-000	\$348,380
	\$0	0%	13%	ET22-0919-000	\$596,494
	\$0	0%	13%	ET22-0926-000	\$212,572
	\$0	0%	13%	ET22-0942-000	\$131,134
	\$0	0%	13%	ET22-0944-000	\$199,170
	\$0	0%	13%	ET22-0943-000	\$594,830
	\$0	0%	13%	ET22-0937-000	\$596,592
	\$0	0%	13%	ET22-0913-000	\$379,180
	\$0	0%	13%	ET22-0927-000	\$339,635
	\$0	0%	13%	ET22-0938-000	\$322,462
	\$0	0%	13%	ET22-0935-000	\$598,270
	\$0	0%	13%	ET22-0941-000	\$361,555
	\$0	0%	13%	ET22-0946-000	\$597,766
	\$0	0%	13%	ET22-0197-000	\$584,400
	\$0	0%	13%	ET22-0947-000	\$199,170
	\$0	0%	13%	ET22-0951-000	\$199,170
	\$0	0%	13%	ET22-0948-000	\$595,265
	\$0	0%	13%	ET22-0934-000	\$114,053
	\$0	0%	13%	ET22-0936-000	\$598,590
	\$0	0%	13%	ET22-0952-000	\$597,821
	\$0	0%	13%	ET22-0949-000	\$596,859
	\$0	0%	13%	ET22-0940-000	\$598,718
	\$0	0%	13%	ET22-0957-000	\$597,668
	\$0	0%	13%	ET22-0958-000	\$597,240
	\$0	0%	13%	ET22-0265-000	\$580,800
	\$0	0%	13%	ET22-0954-000	\$141,800
	California Manufacturers and Technology Association	\$4,000	2%	13%	ET22-0217
\$16,500		7%	13%	ET22-0268	\$247,250
\$0		0%	13%	ET22-0280	\$497,904
\$0		0%	13%	ET22-0316	\$458,850
California Manufacturing Technology Consulting	\$15,000	3%	13%	ET22-0173-000	\$499,744
	\$0	0%	13%	ET22-0245	\$299,920
	\$10,000	9%	13%	ET22-0273	\$109,365
	\$5,000	10%	13%	ET22-0332	\$49,680
California Training Administration, Inc.	\$2,500	1%	13%	ET22-0333	\$499,583
Carrazo LLP, Innovative Tax Solutions	\$6,000	10%	13%	ET22-0117	\$60,720
	\$3,000	10%	13%	ET22-0114-000	\$30,130
	\$7,000	10%	13%	ET22-0113-000	\$70,380
	\$16,000	10%	13%	ET22-0119-000	\$166,750
	\$11,500	10%	13%	ET22-0116-000	\$115,000
	\$5,888	7%	13%	ET22-0118-000	\$85,330
	\$19,000	8%	13%	ET22-0124-000	\$245,640
	\$10,000	8%	13%	ET22-0102-000	\$125,810
	\$12,000	11%	13%	ET22-0131-000	\$107,295
	\$13,100	10%	13%	ET22-0127-000	\$131,100
	\$19,000	8%	13%	ET22-0130-000	\$249,780
	\$7,900	10%	13%	ET22-0129-000	\$79,925
	\$5,000	9%	13%	ET22-0161-000	\$53,130
	\$9,000	10%	13%	ET22-0146-000	\$90,229
	\$18,000	10%	13%	ET22-0176-000	\$180,320
	\$9,200	10%	13%	ET22-0175-000	\$92,460
	\$9,500	10%	13%	ET22-0235	\$96,600
	\$19,000	8%	13%	ET22-0260	\$245,640
	\$8,000	10%	13%	ET22-0289	\$81,765
	\$14,000	10%	13%	ET22-0305	\$142,600
\$9,000	9%	13%	ET22-0317	\$97,750	
\$12,300	10%	13%	ET22-0311	\$123,280	

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	\$	%			
	\$9,000	9%	13%	ET22-0319	\$96,370
	\$14,000	6%	13%	ET22-0309	\$244,720
	\$19,000	8%	13%	ET22-0313	\$249,090
	\$5,000	9%	13%	ET22-0345	\$56,350
Consulttrex, Inc.	\$1,994	9%	13%	ET22-0341	\$21,318
DLI & Associates LLC + Training Funding Source	\$0	0%	10%	ET22-0132-000	\$599,428
	\$0	0%	10%	ET22-0225	\$599,440
	\$0	0%	10%	ET22-0285	\$599,428
	\$0	0%	10%	ET22-0323	\$354,000
Economic Incentives Advisory Group	\$15,000	5%	12%	ET22-0165-000	\$292,560
	\$12,500	5%	12%	ET22-0169-000	\$244,260
Hands On	\$5,000	5%	10%	ET22-0315	\$104,650
Herrera & Company	\$8,750	2%	13%	ET22-0157-000	\$499,100
	\$8,750	2%	13%	ET22-0154	\$498,640
	\$8,750	2%	13%	ET22-0158	\$494,500
	\$8,750	2%	13%	ET22-0177	\$494,500
	\$8,750	2%	13%	ET22-0153-000	\$494,500
	\$8,750	2%	13%	ET22-0203	\$496,800
	\$8,750	2%	13%	ET22-0195	\$499,100
	\$8,750	2%	13%	ET22-0218	\$391,000
	\$8,750	2%	13%	ET22-0261	\$499,100
	\$8,750	2%	13%	ET22-0310	\$499,100
Judiths Training Services	\$44,991	10%	11%	ET22-0108-000	\$444,360
	\$7,000	12%	11%	ET22-0214	\$59,800
	\$3,000	10%	10%	ET22-0222	\$29,095
	\$7,452	10%	10%	ET22-0271	\$74,520
	\$59,998	10%	11%	ET22-0302	\$599,978
Marquis Group	\$10,787	10%	11%	ET22-0328	\$107,870
National Training Company, Inc.	\$31,000	6%	13%	ET22-0151	\$499,744
	\$15,000	6%	13%	ET22-0112-000	\$253,000
	\$15,000	3%	13%	ET22-0125-000	\$429,732
	\$15,000	4%	13%	ET22-0106-000	\$397,440
	\$15,000	3%	13%	ET22-0105-000	\$443,716
	\$10,000	5%	13%	ET22-0160-000	\$199,479
	\$15,000	6%	13%	ET22-0135-000	\$269,400
	\$15,000	3%	13%	ET22-0145-000	\$468,050
	\$7,000	5%	13%	ET22-0141-000	\$148,120
	\$15,000	5%	13%	ET22-0152-000	\$322,575
	\$15,000	3%	13%	ET22-0148-000	\$499,744
	\$6,900	5%	13%	ET22-0159-000	\$138,000
	\$15,000	3%	13%	ET22-0269	\$499,560
	\$15,000	3%	13%	ET22-0272	\$499,008
National Training Systems, Inc. + Training Funding Partners	\$24,939	5%	13%	ET22-0164	\$499,560
	\$25,939	5%	13%	ET22-0196	\$497,904
Propel Consulting Group	\$8,000	5%	13%	ET22-0198	\$171,120
	\$7,000	7%	13%	ET22-0204	\$97,520
	\$7,000	7%	13%	ET22-0201	\$106,260
	\$10,000	5%	13%	ET22-0200	\$203,274
	\$21,000	7%	13%	ET22-0181	\$303,600
	\$15,000	7%	13%	ET22-0211	\$209,760
	\$10,000	4%	13%	ET22-0183	\$244,260
	\$15,000	3%	13%	ET22-0207	\$451,950
	\$1,500	3%	13%	ET22-0216	\$43,700
	\$10,000	6%	13%	ET22-0223	\$155,940
	\$5,000	2%	13%	ET22-0238	\$213,210
	\$7,500	4%	13%	ET22-0220	\$166,980
	\$8,000	3%	13%	ET22-0219	\$232,300
	\$5,000	5%	13%	ET22-0241	\$96,140
	\$15,000	6%	13%	ET22-0230	\$264,776
	\$15,000	3%	13%	ET22-0215	\$483,000
	\$10,000	6%	13%	ET22-0239	\$156,078
	\$10,000	3%	13%	ET22-0234	\$330,510
	\$15,000	3%	13%	ET22-0248	\$499,560
	\$15,000	5%	13%	ET22-0205	\$313,260
	\$5,000	6%	13%	ET22-0290	\$84,180
	\$10,000	3%	13%	ET22-0282	\$319,700
	\$5,000	2%	13%	ET22-0304	\$272,320
\$5,000	4%	13%	ET22-0318	\$140,070	
\$5,000	8%	13%	ET22-0322	\$65,320	

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	\$	%			
Ryan, LLC	\$5,000	17%	13%	ET22-0343	\$30,130
	\$3,000	8%	13%	ET22-0257	\$36,225
	\$27,462	10%	13%	ET22-0233-000	\$269,928
Sierra Consulting Service	\$19,000	9%	13%	ET22-0103-000	\$219,305
	\$2,600	3%	11%	ET22-0907-000	\$96,558
	\$11,600	5%	7%	ET22-0121-000	\$213,440
	\$19,000	7%	13%	ET22-0101-000	\$281,106
	\$8,700	10%	13%	ET22-0115-000	\$87,768
	\$18,000	10%	13%	ET22-0122-000	\$188,600
	\$3,800	10%	13%	ET22-0133-000	\$38,180
	\$14,000	10%	13%	ET22-0156-000	\$144,532
	\$18,600	10%	13%	ET22-0128	\$186,760
	\$2,300	10%	13%	ET22-0208-000	\$23,000
	\$3,200	10%	13%	ET22-0262	\$32,200
	\$12,900	10%	13%	ET22-0342	\$129,260
	Steve Duscha	\$10,000	2%	13%	ET22-0901-000
\$5,000		2%	13%	ET22-0909-000	\$229,440
\$5,000		3%	13%	ET22-0126-000	\$191,880
\$10,000		2%	13%	ET22-0904-000	\$598,680
\$10,000		2%	13%	ET22-0906-000	\$598,080
\$10,000		2%	13%	ET22-0900-000	\$598,675
\$7,500		2%	13%	ET22-0903-000	\$490,200
\$10,000		2%	10%	ET22-0921-000	\$599,820
\$10,000		2%	13%	ET22-0924-000	\$484,100
\$10,000		2%	13%	ET22-0918-000	\$598,770
\$10,000		2%	13%	ET22-0914-000	\$599,872
\$10,000		2%	10%	ET22-0925-000	\$599,251
\$7,500		1%	13%	ET22-0922-000	\$598,290
\$5,000		4%	12%	ET22-0928-000	\$123,753
\$10,000		2%	10%	ET22-0930-000	\$598,290
\$10,000		2%	10%	ET22-0931-000	\$599,200
\$7,500		1%	10%	ET22-0911-000	\$598,752
\$15,000		3%	13%	ET22-0210	\$499,100
\$5,000		3%	13%	ET22-0916-000	\$190,930
\$10,000		2%	13%	ET22-0209	\$491,530
\$5,000		1%	13%	ET22-0206	\$381,250
\$15,000		3%		ET22-0275	\$598,950
\$1,000		2%	10%	ET22-0298	\$52,935
Strategic Business Solutions, LLC	\$7,250	5%	13%	ET22-0167-000	\$150,190
	\$7,250	5%	13%	ET22-0155-000	\$132,365
	\$8,250	5%	10%	ET22-0166-000	\$175,628
	\$12,500	3%	13%	ET22-0227	\$464,600
	\$10,500	3%	13%	ET22-0247	\$402,040
	\$5,250	15%	13%	ET22-0266	\$34,638
	\$7,250	6%	13%	ET22-0258	\$117,760
	\$7,250	25%	13%	ET22-0297	\$28,497
\$7,250	7%	13%	ET22-0335	\$103,960	
Strategy Workplace Communications	\$0	0%	13%	ET22-0902-000	\$597,160
	\$0	0%	13%	ET22-0933-000	\$242,201
	\$0	0%	13%	ET22-0917-000	\$233,550
	\$0	0%	6%	ET22-0221	\$479,218
	\$0	0%	13%	ET22-0253	\$462,784
	\$0	0%	13%	ET22-0244	\$497,168
	\$0	0%	13%	ET22-0956-000	\$593,387
\$0	0%	13%	ET22-0955-000	\$597,012	
Synergy Management Consultants, LLC	\$20,000	4%	13%	ET22-0174-000	\$448,500
	\$12,000	5%	13%	ET22-0246	\$253,805
	\$18,000	6%	13%	ET22-0292	\$319,930
	\$18,500	5%	13%	ET22-0226	\$397,670
	\$16,250	6%	13%	ET22-0259	\$270,020
	\$20,750	5%	13%	ET22-0263	\$404,340
	\$12,000	2%	10%	ET22-0336	\$483,960
	\$15,000	3%	13%	ET22-0346	\$564,620
\$15,000	3%	13%	ET22-0347	\$564,640	
Trailhead Strategies Inc.	\$5,000	3%	13%	ET22-0291	\$198,375
	\$6,600	10%	13%	ET22-0142-000	\$65,550
	\$3,860	7%	13%	ET22-0139-000	\$55,200
	\$2,366	7%	13%	ET22-0162-000	\$33,810
	\$3,200	8%	13%	ET22-0163-000	\$40,250

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Training Funding Partners	\$5,000	1%	13%	ET22-0144-000	\$496,800
	\$23,500	7%	13%	ET22-0147-000	\$345,000
	\$5,500	1%	13%	ET22-0136-000	\$590,780
	\$28,500	8%	13%	ET22-0134-000	\$354,200
	\$21,735	5%	13%	ET22-0149-000	\$400,200
	\$5,589	6%	13%	ET22-0140-000	\$93,150
	\$4,370	6%	13%	ET22-0213-000	\$74,382
	\$6,800	4%	13%	ET22-0249	\$174,800
	\$19,500	4%	12%	ET22-0278	\$499,100
	\$19,500	4%	12%	ET22-0279	\$498,525
	\$24,500	5%	13%	ET22-0270	\$499,100
	\$27,500	6%	12%	ET22-0267	\$499,100
	\$24,500	5%	13%	ET22-0281	\$498,916
	\$8,625	5%	13%	ET22-0300	\$172,500
Training Funding Source	\$3,950	5%	13%	ET22-0137-000	\$74,800
	\$5,000	9%	13%	ET22-0243	\$56,580
	\$2,900	1%	13%	ET22-0314	\$399,648
	\$9,500	2%	13%	ET22-0301	\$404,800
	\$1,900	7%	13%	ET22-0327	\$27,600
	\$1,900	5%	13%	ET22-0325	\$36,225
	\$1,900	4%	13%	ET22-0339	\$54,096
	\$1,900	3%	13%	ET22-0331	\$55,200
	\$1,900	4%	13%	ET22-0340	\$45,540
	\$1,900	1%	13%	ET22-0329	\$131,100
	\$1,950	1%	13%	ET22-0324	\$178,250
Training Grants Intelligence Inc.	\$9,500	2%	13%	ET22-0143-000	\$477,135
	\$0	0%	13%	ET22-0171-000	\$249,941
	\$2	0%	13%	ET22-0236	\$288,650
	\$8,188	2%	13%	ET22-0242	\$409,400
	\$10,685	3%	13%	ET22-0283	\$347,415
	\$9,901	2%	13%	ET22-0286	\$485,760
	\$3,615	2%	13%	ET22-0288	\$161,460
	\$0	0%	13%	ET22-0274	\$76,590
Training Refund Group	\$15,000	3%	13%	ET22-0228	\$499,905
	\$0	0%	13%	ET22-0240	\$249,845
	\$3,500	5%	13%	ET22-0277	\$68,655
	\$0	0%	13%	ET22-0294	\$496,440
	\$10,000	2%	13%	ET22-0276	\$499,675

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.