

ETP Approved Contracts FY 22-23* *through June
Development and Administrative Service Costs
Consultant Fee Comparison Chart

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Abbott Consulting Group	\$7,500	2%	10%	ET23-0136	\$321,494
	\$7,500	2%	10%	ET23-0160	\$429,640
	\$30,000	5%	13%	ET23-0311	\$590,640
Advanced Training Services	\$0	0%	13%	ET23-0345	\$259,440
Aescher Consulting	\$5,000	1%	12%	ET23-0167	\$383,640
	\$2,000	1%	13%	ET23-0206	\$330,648
Assured Incentives Group	\$5,000	9%	N/A	ET23-0304	\$57,040
Betat Advisories and Los Angeles Unified School District	\$10,000	2%	13%	ET23-0907	\$492,768
	\$7,500	2%	13%	ET23-0918	\$396,952
Betat Advisories	\$10,000	2%	13%	ET23-0931	\$494,479
	\$10,000	2%	13%	ET23-0951	\$489,514
	\$10,000	2%	13%	ET23-0952	\$494,479
	\$10,000	2%	10%	ET23-0953	\$441,507
	\$10,000	2%	13%	ET23-0954	\$413,800
	\$10,000	2%	10%	ET23-0955	\$493,433
	\$5,000	3%	10%	ET23-0956	\$157,343
	\$7,500	2%	10%	ET23-0957	\$349,044
	\$10,000	2%	10%	ET23-0958	\$494,000
	\$10,000	2%	10%	ET23-0959	\$494,126
	\$10,000	2%	7%	ET23-0960	\$494,000
	\$10,000	2%	13%	ET23-0961	\$494,661
	\$10,000	2%	10%	ET23-0962	\$493,641
BLI Company	\$8,000	2%	13%	ET23-0120	\$490,774
	\$800	0.2%	13%	ET23-0325	\$499,560
	\$9,000	2%	13%	ET23-0331	\$496,800
CALBEC Group	\$15,000	9%	10%	ET23-0150	\$174,915
California Manufacturers and Technology Association	\$6,000	1%	N/A	ET23-0210	\$597,780
	\$9,500	2%	13%	ET23-0314	\$411,240
California Training Administration, Inc.	\$2,500	1%	13%	ET23-0115	\$499,629
	\$2,500	1%	N/A	ET23-0128	\$498,525
	\$2,500	1%	13%	ET23-0133	\$499,675
	\$2,500	1%	13%	ET23-0139	\$499,928
	\$2,500	1%	13%	ET23-0116	\$223,100
	\$500	0.1%	13%	ET23-0298	\$496,800
Caltraining, Inc.	\$5,000	2%	13%	ET23-0358	\$202,400
Carrazo LLP, Innovative Tax Solutions	\$3,404	10%	13%	ET23-0252	\$34,040
	\$5,400	10%	13%	ET23-0246	\$54,970
	\$11,200	10%	13%	ET23-0341	\$112,332
	\$19,000	7%	13%	ET23-0339	\$285,200
Consultrex, Inc.	\$5,000	2%	12%	ET23-0146	\$285,200
DLI & Associates, LLC	\$0	0%	10%	ET23-0108	\$599,440
Dunton Consulting, Inc.	\$0	0%	13%	ET23-0383	\$499,698
	\$5,000	10%	9%	ET23-0109	\$50,094

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Economic Incentives Advisory Group	\$0	0%	9%	ET23-0121	\$350,635
	\$9,600	5%	12%	ET23-0127	\$192,280
	\$3,375	10%	N/A	ET23-0253	\$34,270
Full Force Solutions, LLC	\$10,000	6%	13%	ET23-0214	\$165,600
	\$10,000	2%	N/A	ET23-0324	\$443,900
Hernandez Consulting	\$0	0%	12%	ET23-0281	\$544,464
	\$0	0%	10%	ET23-0276	\$577,980
Herrera & Company	\$8,750	2%	13%	ET23-0351	\$499,100
Judith's Training Services	\$5,494	9%	13%	ET23-0251	\$64,630
	\$4,900	10%	10%	ET23-0294	\$49,105
	\$50,000	10%	10%	ET23-0318	\$499,468
National Training Company	\$15,000	5%	13%	ET23-0348	\$313,590
	\$5,000	3%	12%	ET23-0338	\$172,040
	\$15,000	3%	13%	ET23-0382	\$445,050
	\$15,000	3%	13%	ET23-0361	\$489,118
	\$10,000	4%	13%	ET23-0101	\$255,258
	\$10,000	3%	13%	ET23-0114	\$298,800
	\$15,000	4%	13%	ET23-0189	\$416,990
	\$10,000	3%	13%	ET23-0186	\$298,540
	\$15,000	3%	13%	ET23-0188	\$450,800
	\$15,000	5%	13%	ET23-0218	\$299,805
	\$15,000	3%	13%	ET23-0164	\$457,470
	\$15,000	3%	13%	ET23-0237	\$491,280
	\$3,125	2%	12%	ET23-0232	\$187,404
	\$10,000	3%	13%	ET23-0260	\$294,630
	\$9,000	5%	13%	ET23-0267	\$173,705
	\$5,000	6%	13%	ET23-0289	\$87,739
	\$7,000	5%	13%	ET23-0290	\$139,725
	\$6,900	4%	13%	ET23-0297	\$195,776
\$15,000	3%	13%	ET23-0191	\$496,800	
National Training Systems, Inc. + Training Funding Partners	\$24,939	5%	13%	ET23-0113	\$499,560
Propel Consulting Group	\$13,000	6%	13%	ET23-0122	\$226,550
	\$10,000	3%	13%	ET23-0171	\$349,320
	\$10,000	3%	13%	ET23-0221	\$319,600
	\$20,000	5%	13%	ET23-0229	\$425,500
	\$5,000	3%	13%	ET23-0258	\$185,150
	\$10,000	3%	13%	ET23-0277	\$292,100
	\$20,000	4%	13%	ET23-0279	\$496,800
	\$10,000	2%	13%	ET23-0227	\$463,680
	\$5,000	6%	13%	ET23-0320	\$80,040
Sierra Consulting Service	\$2,800	10%	13%	ET23-0198	\$28,635
	\$8,500	10%	13%	ET23-0265	\$85,560
	\$17,000	10%	13%	ET23-0362	\$177,215
	\$9,000	9%	13%	ET23-0352	\$98,440

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	\$1,000	0.2%	N/A	ET23-0363	\$599,011
Steve Duscha Advisories	\$5,000	3%	7%	ET23-0904	\$174,521
	\$10,000	2%	13%	ET23-0282	\$524,320
Strategic Business Solutions, LLC	\$4,900	7%	13%	ET23-0119	\$70,150
	\$5,750	6%	13%	ET23-0183	\$102,810
	\$8,250	2%	13%	ET23-0192	\$499,100
	\$1,950	10%	13%	ET23-0200	\$19,550
	\$8,250	3%	13%	ET23-0205	\$262,890
	\$2,300	7%	13%	ET23-0209	\$32,775
	\$7,250	4%	13%	ET23-0241	\$199,364
	\$2,500	7%	13%	ET23-0249	\$37,030
	\$3,550	8%	13%	ET23-0328	\$41,860
	\$7,250	3%	13%	ET23-0364	\$282,900
	Strategy Workplace Communications	\$0	0%	13%	ET23-0901
\$0		0%	13%	ET23-0902	\$471,144
\$0		0%	13%	ET23-0905	\$171,247
\$0		0%	13%	ET23-0906	\$499,740
\$0		0%	13%	ET23-0908	\$499,720
\$0		0%	13%	ET23-0909	\$78,788
\$0		0%	13%	ET23-0910	\$129,090
\$0		0%	13%	ET23-0913	\$499,962
\$0		0%	13%	ET23-0919	\$499,930
\$0		0%	13%	ET23-0921	\$499,935
\$0		0%	13%	ET23-0926	\$499,149
\$0		0%	13%	ET23-0929	\$208,531
\$0		0%	13%	ET23-0930	\$271,230
\$0		0%	13%	ET23-0935	\$104,085
\$0		0%	13%	ET23-0939	\$367,012
\$0		0%	13%	ET23-0940	\$499,373
\$0		0%	13%	ET23-0942	\$204,116
\$0		0%	13%	ET23-0943	\$490,020
\$0		0%	13%	ET23-0945	\$151,886
\$0		0%	13%	ET23-0946	\$336,250
\$0	0%	13%	ET23-0949	\$244,080	
Strategy Workplace Communications, California Labor Federation	\$0	0%	13%	ET23-0911	\$342,987
	\$0	0%	13%	ET23-0912	\$101,173
	\$0	0%	13%	ET23-0914	\$210,230
	\$0	0%	13%	ET23-0915	\$499,990
	\$0	0%	13%	ET23-0917	\$499,522
	\$0	0%	13%	ET23-0923	\$493,848
	\$0	0%	13%	ET23-0925	\$499,876
	\$0	0%	13%	ET23-0934	\$473,678
	\$0	0%	13%	ET23-0936	\$452,361
	\$0	0%	13%	ET23-0937	\$499,746
\$0	0%	13%	ET23-0938	\$26,225	

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	\$0	0%	13%	ET23-0941	\$128,880
	\$0	0%	13%	ET23-0944	\$216,567
	\$0	0%	13%	ET23-0947	\$499,886
	\$0	0%	13%	ET23-0948	\$82,843
	\$0	0%	13%	ET23-0950	\$168,510
	\$0	0%	13%	ET23-0903	\$499,931
Synergy Management Consultants	\$25,000	3%	13%	ET23-0369	\$749,340
	\$15,500	6%	13%	ET23-0123	\$244,651
	\$7,000	5%	13%	ET23-0142	\$133,975
	\$15,500	5%	13%	ET23-0143	\$297,804
	\$5,890	4%	13%	ET23-0145	\$140,944
	\$25,000	6%	13%	ET23-0163	\$449,075
	\$2,500	2%	13%	ET23-0213	\$162,035
	\$8,500	6%	13%	ET23-0216	\$151,110
	\$10,000	9%	13%	ET23-0225	\$109,825
	\$15,000	6%	13%	ET23-0230	\$250,470
	\$11,788	8%	13%	ET23-0233	\$147,361
	\$12,144	8%	13%	ET23-0269	\$151,800
	\$15,000	4%	13%	ET23-0271	\$393,000
	\$15,000	8%	13%	ET23-0266	\$197,570
	\$24,000	5%	10%	ET23-0322	\$499,560
	\$14,000	8%	13%	ET23-0333	\$175,720
	\$5,000	11%	13%	ET23-0323	\$47,150
	\$20,000	5%	6%	ET23-0346	\$393,185
	\$12,000	5%	13%	ET23-0360	\$243,800
	\$14,500	6%	13%	ET23-0350	\$251,390
\$20,000	5%	6%	ET23-0332	\$377,200	
Trailhead Strategies	\$2,500	1%	13%	ET23-0238	\$395,600
Training Funding Partners	\$14,500	6%	13%	ET23-0112	\$250,125
	\$27,500	6%	13%	ET23-0126	\$496,800
	\$6,500	6%	11%	ET23-0144	\$110,400
	\$4,140	5%	13%	ET23-0219	\$82,800
	\$8,900	3%	12%	ET23-0264	\$299,000
	\$2,208	7%	13%	ET23-0329	\$32,660
	\$17,500	4%	13%	ET23-0368	\$499,675
	\$21,500	4%	13%	ET23-0371	\$499,560
	\$21,500	4%	13%	ET23-0367	\$499,520
	\$17,500	4%	13%	ET23-0370	\$499,376
	\$21,500	4%	13%	ET23-0366	\$499,928
	\$21,500	4%	13%	ET23-0384	\$499,928
	\$21,500	4%	13%	ET23-0374	\$499,928
	\$19,500	4%	13%	ET23-0385	\$499,928
	\$1,900	12%	13%	ET23-0100	\$16,100
	\$2,900	1%	13%	ET23-0104	\$289,800
	\$1,950	2%	13%	ET23-0105	\$99,820

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Training Funding Source	\$1,900	4%	13%	ET23-0106	\$53,360
	\$1,900	2%	13%	ET23-0117	\$100,740
	\$1,900	5%	13%	ET23-0107	\$35,880
	\$1,900	5%	13%	ET23-0124	\$41,400
	\$1,900	2%	13%	ET23-0129	\$76,360
	\$1,950	0.4%	13%	ET23-0130	\$437,460
	\$1,900	2%	13%	ET23-0131	\$89,470
	\$1,900	1%	13%	ET23-0137	\$196,650
	\$900	6%	13%	ET23-0138	\$14,145
	\$1,900	1%	13%	ET23-0140	\$193,200
	\$1,900	4%	13%	ET23-0141	\$50,600
	\$5,353	7%	13%	ET23-0148	\$75,555
	\$1,950	1%	13%	ET23-0151	\$225,400
	\$1,500	7%	13%	ET23-0153	\$23,000
	\$1,900	4%	13%	ET23-0154	\$50,370
	\$1,900	10%	13%	ET23-0156	\$19,320
	\$1,900	2%	13%	ET23-0158	\$115,460
	\$1,900	2%	13%	ET23-0159	\$85,100
	\$1,900	4%	13%	ET23-0162	\$48,714
	\$1,900	3%	13%	ET23-0166	\$74,520
	\$1,900	2%	13%	ET23-0168	\$108,675
	\$0	0%	10%	ET23-0170	\$599,428
	\$1,900	1%	13%	ET23-0173	\$158,700
	\$1,900	1%	13%	ET23-0174	\$247,020
	\$1,900	2%	13%	ET23-0175	\$102,350
	\$1,950	6%	13%	ET23-0176	\$33,120
	\$1,900	5%	13%	ET23-0177	\$41,745
	\$1,900	2%	13%	ET23-0184	\$89,700
	\$1,900	1%	10%	ET23-0185	\$144,900
	\$1,950	6%	13%	ET23-0194	\$30,590
	\$950	6%	13%	ET23-0195	\$14,950
	\$500	5%	13%	ET23-0196	\$10,120
	\$1,950	4%	13%	ET23-0197	\$54,671
	\$1,900	0.4%	13%	ET23-0202	\$487,600
	\$1,900	2%	13%	ET23-0203	\$98,325
	\$1,900	2%	13%	ET23-0204	\$108,896
	\$1,900	2%	13%	ET23-0211	\$91,195
	\$1,900	1%	13%	ET23-0215	\$209,300
	\$2,900	1%	13%	ET23-0217	\$451,145
	\$1,900	1%	13%	ET23-0235	\$314,640
\$1,900	2%	13%	ET23-0223	\$117,300	
\$1,900	1%	13%	ET23-0224	\$132,480	
\$1,900	3%	13%	ET23-0236	\$59,915	
\$700	5%	13%	ET23-0239	\$12,880	
\$1,900	7%	13%	ET23-0240	\$29,118	

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	\$1,900	4%	13%	ET23-0245	\$46,460
	\$1,900	3%	13%	ET23-0247	\$59,800
	\$1,900	3%	13%	ET23-0250	\$64,170
	\$1,900	5%	13%	ET23-0254	\$41,860
	\$1,900	4%	13%	ET23-0256	\$46,575
	\$1,700	10%	13%	ET23-0257	\$17,020
	\$1,900	5%	13%	ET23-0259	\$37,375
	\$1,900	1%	13%	ET23-0262	\$261,648
	\$1,900	2%	13%	ET23-0272	\$102,120
	\$1,900	1%	13%	ET23-0278	\$143,750
	\$1,900	8%	13%	ET23-0280	\$24,150
	\$1,900	3%	13%	ET23-0285	\$65,780
	\$1,900	3%	13%	ET23-0286	\$73,370
	\$0	0%	10%	ET23-0293	\$599,440
	\$1,900	0.4%	13%	ET23-0295	\$493,695
	\$500	6%	13%	ET23-0283	\$7,820
	\$1,900	6%	13%	ET23-0307	\$30,360
	\$1,900	2%	13%	ET23-0308	\$109,710
	\$1,900	2%	13%	ET23-0342	\$112,930
	\$0	0%	13%	ET23-0343	\$586,710
\$1,900	3%	13%	ET23-0337	\$56,580	
\$1,900	1%	13%	ET23-0349	\$310,500	
Training Grants Intelligencec, Inc	\$3,880	2%	13%	ET23-0373	\$199,410
	\$2,500	2%	13%	ET23-0377	\$113,827
	\$11,950	2%	13%	ET23-0149	\$599,886
	\$0	0%	13%	ET23-0208	\$127,420
	\$8,831	3%	13%	ET23-0222	\$333,270
	\$2,557	2%	13%	ET23-0302	\$128,685
	\$9,840	2%	13%	ET23-0284	\$498,111
	\$9,996	2%	13%	ET23-0306	\$499,560
Training Refund Group	\$8,000	3%	13%	ET23-0110	\$253,460
Welsh Advisors, Inc.	\$4,025	8%	13%	ET23-0228	\$51,750
	\$1,700	7%	13%	ET23-0309	\$24,380

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.