

ETP Approved Contracts FY 23-24* **through January
Development and Administrative Service Costs
Consultant Fee Comparison Chart

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Aescher Consulting	\$0	0%	12%	ET24-0176	\$424,166
Betat Advisories	\$10,000	2%	10%	ET24-0920	\$499,965
	\$5,000	2%	13%	ET24-0943	\$276,812
	\$10,000	2%	13%	ET24-0206	\$499,560
	\$5,000	2%	13%	ET24-0902	\$251,320
	\$10,000	2%	13%	ET24-0908	\$499,653
	\$10,000	2%	13%	ET24-0910	\$499,827
	\$10,000	2%	13%	ET24-0912	\$499,913
	\$10,000	2%	13%	ET24-0917	\$499,845
	\$10,000	2%	13%	ET24-0922	\$499,941
	\$10,000	2%	7%	ET24-0930	\$499,438
	\$5,000	1%	13%	ET24-0937	\$499,786
	\$10,000	2%	10%	ET24-0939	\$499,960
	\$5,000	4%	12%	ET24-0940	\$142,449
	\$10,000	2%	13%	ET24-0948	\$495,618
	\$10,000	2%	13%	ET24-0961	\$498,317
	\$10,000	2%	13%	ET24-0121	\$498,755
	\$10,000	2%	10%	ET24-0909	\$499,797
	\$10,000	2%	10%	ET24-0934	\$499,892
Betat Advisories + LAUSD	\$10,000	2%	6.5%	ET24-0951	\$499,730
			6.5%		
CALBEC	\$15,000	8%	13%	ET24-0258	\$191,429
CALBEC Group	\$7,000	12%	10%	ET24-0135	\$56,580
California Labor Federation + Strategy Workforce Communications	\$0	0%	13%	ET24-0191	\$749,708
	\$0	0%	13%	ET24-0949	\$172,368
California Manufacturers & Technology Association	\$14,000	3%	13%	ET24-0170	\$499,790
California Training Administration, Inc	\$2,500	3%	13%	ET24-0211	\$74,704
	\$500	0%	13%	ET24-0165	\$322,000
	\$2,500	4%	13%	ET24-0225	\$69,000
	\$2,500	1%	13%	ET24-0300	\$173,880
CalTraining	\$5,000	1%	13%	ET24-0153	\$496,800
	\$5,000	4%	13%	ET24-0140	\$136,620
Carrasco LLP, Innovative Tax Solutions	\$1,408	3%	4%	ET24-0297	\$46,920
	\$5,202	3%	4%	ET24-0298	\$172,339
	\$7,300	10%	13%	ET24-0148	\$73,623
	\$6,693	10%	13%	ET23-0388	\$66,930
Carrasco LLP, Innovative Tax Solutions + Sierra Consulting Services	\$9,400	10%	13%	ET24-0248	\$94,944
	\$0	0%	3.9%	ET24-0275	\$95,680
			9.1%		
Consultrex, Inc.	\$2,000	6%	10%	ET24-0296	\$36,340
Downey, Smith & Fier (DSF)	\$7,500	4%	13%	ET24-0213	\$195,000
Dunton Consulting, Inc.	\$0	0%	13%	ET24-0245	\$335,616

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El Camino Community College District	\$0	0%	13%	ET24-0304	\$499,872
Herrera & Company	\$8,750	2%	13%	ET24-0125	\$499,560
	\$8,750	1%	13%	ET24-0144	\$749,455
	\$8,750	2%	13%	ET24-0251	\$499,560
	\$8,750	3%	13%	ET24-0254	\$324,760
	\$8,750	2%	13%	ET24-0263	\$499,905
	\$8,750	1%	13%	ET24-0195	\$749,800
	\$8,750	2%	13%	ET24-0204	\$496,800
	\$8,750	2%	13%	ET24-0227	\$499,560
	\$8,750	5%	13%	ET24-0243	\$190,625
Judiths Training Services	\$8,600	10%	10%	ET24-0274	\$85,997
Kirkpatrick Enterprises International	\$0	0%	0%	ET24-0111	\$428,455
MarksNelson	\$2,500	16%	13%	ET24-0155	\$16,100
Propel Consulting Group	\$5,000	11%	13%	ET24-0149	\$44,160
	\$15,000	3%	10%	ET24-0287	\$461,725
	\$15,000	9%	13%	ET24-0129	\$176,115
	\$15,000	6%	13%	ET24-0166	\$244,720
	\$5,000	5%	13%	ET24-0174	\$106,720
	\$7,500	7%	13%	ET24-0187	\$100,045
	\$15,000	3%	13%	ET24-0205	\$462,480
	\$15,000	3%	13%	ET24-0235	\$438,840
Rightvarsity Technologies, LLC	\$23,000	10%	0%	ET24-0194	\$237,134
Robert Sanger Consulting	\$0	0%	13%	ET24-0232	\$361,494
Sierra Consulting Service	\$19,000	7%	13%	ET24-0271	\$261,050
	\$9,750	2%	0%	ET24-0130	\$497,880
	\$2,600	5%	11%	ET24-0946	\$49,700
	\$4,100	10%	13%	ET24-0142	\$41,860
	\$17,000	9%	13%	ET24-0249	\$186,392
Steve Duscha Advisories	\$10,000	1%	13%	ET24-0119	\$748,638
Strategic Business Solutions, LLC	\$5,250	7%	13%	ET24-0229	\$74,290
	\$5,215	7%	13%	ET24-0295	\$74,888
	\$0	0%	13%	ET24-0919	\$499,272
	\$0	0%	13%	ET24-0104	\$93,150
	\$0	0%	13%	ET24-0113	\$458,136
	\$0	0%	13%	ET24-0139	\$124,740
	\$0	0%	13%	ET24-0900	\$139,280
	\$0	0%	13%	ET24-0913	\$186,736
	\$0	0%	13%	ET24-0914	\$84,976
	\$0	0%	13%	ET24-0915	\$225,990
	\$0	0%	13%	ET24-0929	\$499,920
	\$0	0%	13%	ET24-0959	\$499,510
	\$0	0%	13%	ET24-0164	\$113,400
	\$0	0%	13%	ET24-0901	\$499,857

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	\$	%			
Strategy Workplace Communication	\$0	0%	13%	ET24-0903	\$166,525
	\$0	0%	13%	ET24-0904	\$156,914
	\$0	0%	13%	ET24-0905	\$102,114
	\$0	0%	13%	ET24-0906	\$499,610
	\$0	0%	13%	ET24-0907	\$86,226
	\$0	0%	13%	ET24-0911	\$283,370
	\$0	0%	13%	ET24-0916	\$499,989
	\$0	0%	13%	ET24-0918	\$134,968
	\$0	0%	13%	ET24-0921	\$499,600
	\$0	0%	13%	ET24-0923	\$193,725
	\$0	0%	13%	ET24-0924	\$192,698
	\$0	0%	13%	ET24-0925	\$167,811
	\$0	0%	13%	ET24-0926	\$154,717
	\$0	0%	13%	ET24-0927	\$475,258
	\$0	0%	13%	ET24-0928	\$58,561
	\$0	0%	13%	ET24-0931	\$499,860
	\$0	0%	13%	ET24-0933	\$499,950
	\$0	0%	13%	ET24-0935	\$499,604
	\$0	0%	13%	ET24-0938	\$499,587
	\$0	0%	13%	ET24-0941	\$287,175
	\$0	0%	13%	ET24-0942	\$181,720
	\$0	0%	13%	ET24-0944	\$499,468
	\$0	0%	13%	ET24-0945	\$499,352
	\$0	0%	13%	ET24-0947	\$499,857
	\$0	0%	13%	ET24-0950	\$173,000
	\$0	0%	13%	ET24-0952	\$499,339
	\$0	0%	13%	ET24-0953	\$104,411
	\$0	0%	13%	ET24-0954	\$293,555
	\$0	0%	13%	ET24-0955	\$104,168
	\$0	0%	13%	ET24-0956	\$393,188
	\$0	0%	13%	ET24-0957	\$499,599
	\$0	0%	13%	ET24-0958	\$168,783
	\$0	0%	13%	ET24-0960	\$287,872
Synergy Management Consultant, LLC	\$20,000	4%	13%	ET24-0208	\$499,790
	\$10,000	6%	13%	ET24-0116	\$161,805
	\$15,000	2%	13%	ET24-0124	\$749,885
	\$15,000	2%	13%	ET24-0126	\$749,885
	\$20,000	4%	13%	ET24-0132	\$460,575
	\$23,000	7%	13%	ET24-0157	\$336,260
	\$11,000	7%	13%	ET24-0158	\$159,620
	\$12,000	6%	13%	ET24-0219	\$201,250
	\$15,000	4%	13%	ET24-0246	\$386,147
	\$8,000	6%	13%	ET24-0265	\$133,400

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	\$10,000	7%	13%	ET24-0266	\$153,525
Think, LLP	\$20,000	4%	13%	ET24-0138	\$499,905
Trailhead Strategies, Inc.	\$2,500	1%	13%	ET24-0114	\$497,475
Training Funding Partners	\$19,500	4%	13%	ET24-0108	\$499,928
	\$19,500	4%	13%	ET24-0109	\$499,928
	\$19,500	4%	13%	ET24-0110	\$499,928
	\$25,000	5%	13%	ET24-0112	\$499,928
	\$24,150	5%	13%	ET24-0127	\$483,000
	\$5,980	5%	13%	ET24-0181	\$119,600
	\$19,500	6%	13%	ET24-0250	\$303,600
	\$6,550	6%	13%	ET24-0276	\$109,181
	\$24,978	5%	13%	ET24-0283	\$456,120
	\$11,592	6%	13%	ET24-0100	\$193,200
	\$6,923	7%	13%	ET24-0156	\$98,900
	\$21,850	5%	13%	ET24-0175	\$437,000
	\$19,500	5%	13%	ET24-0179	\$427,800
	\$23,000	5%	13%	ET24-0184	\$499,100
	\$19,500	4%	13%	ET24-0185	\$499,859
	\$14,500	3%	13%	ET24-0186	\$498,640
	\$7,866	5%	13%	ET24-0231	\$157,320
	\$9,936	5%	13%	ET24-0253	\$198,720
	\$1,900	3%	13%	ET23-0336	\$67,620
	\$1,900	3%	13%	ET23-0387	\$74,400
	\$0	0%	10%	ET24-0103	\$377,298
	\$0	0%	10%	ET24-0107	\$746,610
	\$1,900	4%	13%	ET24-0150	\$46,230
	\$500	5%	13%	ET24-0196	\$10,350
	\$1,900	0%	13%	ET24-0214	\$458,850
	\$1,900	2%	13%	ET24-0217	\$105,800
	\$1,900	4%	13%	ET24-0223	\$52,440
Training Funding Source	\$1,900	3%	13%	ET24-0233	\$73,140
	\$1,900	1%	13%	ET24-0262	\$140,300
	\$1,900	1%	13%	ET24-0279	\$371,450
	\$1,900	6%	13%	ET24-0260	\$31,050
	\$1,900	3%	13%	ET24-0294	\$67,390
	\$1,900	4%	13%	ET24-0292	\$46,920
	\$0	0%	10%	ET24-0301	\$694,950
	\$1,900	3%	13%	ET24-0264	\$64,400
	\$0	0%	10%	ET24-0202	\$749,808
	\$0	0%	10%	ET24-0203	\$749,808
	\$1,900	1%	13%	ET24-0209	\$300,150
	\$1,900	0%	13%	ET24-0210	\$483,000
	\$1,900	1%	13%	ET24-0239	\$133,400

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	\$	%			
Training Grants Intelligence Inc.	\$7,200	2%	13%	ET24-0152	\$302,220
	\$9,933	3%	13%	ET24-0169	\$300,840
	\$5,000	3%	13%	ET24-0171	\$192,280
	\$6,825	2%	13%	ET24-0220	\$391,000
	\$9,950	2%	13%	ET24-0252	\$594,895
	\$9,998	2%	13%	ET24-0163	\$497,260
	\$2,800	1%	13%	ET24-0178	\$208,495
Training Refund Group	\$8,000	2%	13%	ET24-0198	\$441,600
Webber Growth Resources	\$0	0%	13%	ET24-0284	\$356,500
WELSH ADVISORS, INC.	\$15,939	7%	13%	ET24-0273	\$227,700

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.