

ETP Approved Contracts FY 25-26 through January
Development and Administrative Service Costs
Consultant Fee Comparison Charts

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Arthur and Hansen, LLC	\$2,500	2%	13%	ET26-0146	\$107,820
Betat Advisories	\$10,000	3%	13%	ET26-0900	\$362,689
	\$10,000	3%	13%	ET26-0901	\$362,704
	\$10,000	3%	13%	ET26-0902	\$362,719
	\$10,000	3%	10%	ET26-0903	\$362,492
	\$5,000	2%	13%	ET26-0904	\$283,200
	\$10,000	3%	13%	ET26-0905	\$362,500
	\$10,000	3%	13%	ET26-0906	\$362,538
	\$10,000	3%	13%	ET26-0907	\$362,746
	\$10,000	3%	13%	ET26-0908	\$362,798
	\$5,000	3%	12%	ET26-0909	\$152,051
	\$10,000	3%	10%	ET26-0910	\$362,790
	\$10,000	3%	10%	ET26-0911	\$362,792
	\$10,000	3%	10%	ET26-0914	\$336,125
	\$10,000	3%	10%	ET26-0915	\$362,683
	\$10,000	3%	10%	ET26-0916	\$362,792
	\$10,000	3%	13%	ET26-0917	\$357,426
	\$10,000	3%	13%	ET26-0918	\$362,635
	\$5,000	3%	10%	ET26-0919	\$157,059
	\$10,000	3%	13%	ET26-0920	\$362,534
	\$10,000	3%	13%	ET26-0941	\$362,619
	\$10,000	3%	13%	ET26-0942	\$362,530
	\$10,000	3%	10%	ET26-0947	\$362,454
	\$10,000	3%	10%	ET26-0948	\$362,784
	\$10,000	3%	10%	ET26-0949	\$362,674
	\$10,000	3%	10%	ET26-0950	\$362,574
	\$10,000	3%	10%	ET26-0952	\$362,787
	\$10,000	3%	10%	ET26-0953	\$362,768
	\$10,000	3%	13%	ET26-0971	\$362,532
	\$5,000	2%	13%	ET26-0986	\$242,879
	\$10,000	3%	13%	ET26-0987	\$362,776
	\$10,000	3%	10%	ET26-0988	\$362,682
BLI Co.	\$13,000	2%	13%	ET26-0161	\$598,752
	\$9,000	2%	13%	ET26-0160	\$512,960
California Manufacturers and Technology Association + Sierra Consulting Services	\$2,700	1%	10%	ET26-0192	\$469,700
	\$6,300	1%	0%		
California Training Administration, Inc.	\$500	1%	13%	ET26-0172	\$67,200
Carrasco LLP, Innovative Tax Solutions + Sierra Consulting Services	\$910	3%	4%	ET26-0136	\$30,576
	\$2,125	7%	9%		
	\$5,502	3%	4%	ET26-0162	\$183,400
	\$12,838	7%	9%		
	\$2,318	3%	4%	ET26-0138	\$73,920
	\$5,410	7%	9%		
	\$1,470	3%	4%	ET26-0240	\$49,000
	\$3,430	7%	9%		
	\$1,350	3%	4%	ET26-0123	\$45,920
	\$3,150	7%	9%		
Economic Incentives Advisory Group	\$12,500	3%	12%	ET26-0237	\$495,040
El Camino Community College District	\$0	0%	13%	ET26-0144	\$849,195

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Herrera & Company	\$8,750	1%	13%	ET26-0110	\$599,200
	\$8,750	1%	13%	ET26-0113	\$599,760
	\$8,750	1%	13%	ET26-0153	\$599,200
	\$8,750	1%	13%	ET26-0167	\$599,424
JobForward	\$8,554	5%	13%	ET26-0152	\$171,080
	\$23,520	6%	12%	ET26-0156	\$392,000
Judith's Training Services	\$10,000	9%	10%	ET26-0174	\$106,400
Lourdes Uranday Consulting	\$2,000	0.4%	10%	ET26-0116	\$514,568
	\$2,000	1%	10%	ET26-0117	\$299,932
	\$2,000	1%	10%	ET26-0121	\$134,400
	\$2,000	3%	10%	ET26-0171	\$71,680
	\$2,000	1%	10%	ET26-0175	\$389,350
	\$2,000	1%	10%	ET26-0187	\$339,444
National Training Company, Inc.	\$12,400	5%	13%	ET26-0103	\$249,288
	\$13,800	5%	13%	ET26-0105	\$276,360
	\$15,000	3%	13%	ET26-0106	\$498,036
	\$15,000	3%	13%	ET26-0131	\$595,056
	\$1,500	5%	13%	ET26-0135	\$30,377
	\$15,000	3%	13%	ET26-0180	\$596,136
	\$15,000	4%	13%	ET26-0181	\$426,384
	\$15,000	3%	13%	ET26-0204	\$477,988
	\$3,700	5%	13%	ET26-0173	\$74,880
Propel Consulting Group	\$10,000	4%	13%	ET26-0199	\$274,820
	\$5,000	4%	13%	ET26-0208	\$112,000
	\$10,000	6%	13%	ET26-0244	\$166,600
Sierra Consulting Services, Inc.	\$1,000	0.1%	0%	ET26-0128	\$849,779
	\$2,600	7%	11%	ET26-0984	\$38,106
	\$19,000	6%	13%	ET26-0142	\$296,100
	\$10,962	5%	7%	ET26-0150	\$219,240
	\$3,100	8%	13%	ET26-0137	\$38,080
	\$19,000	5%	13%	ET26-0176	\$351,288
	\$19,000	8%	13%	ET26-0209	\$226,800
Soi Asoke LLC	\$750	1%	13%	ET26-0130	\$82,600
Strategic Business Solutions, LLC	\$7,250	7%	13%	ET26-0112	\$98,000
	\$5,180	7%	13%	ET26-0223	\$73,920
	\$0	0%	0%	ET26-0912	\$128,180
	\$0	0%	0%	ET26-0922	\$156,319
	\$0	0%	0%	ET26-0923	\$362,363
	\$0	0%	0%	ET26-0924	\$362,738
	\$0	0%	0%	ET26-0925	\$362,627
	\$0	0%	0%	ET26-0926	\$153,340
	\$0	0%	0%	ET26-0928	\$154,659
	\$0	0%	0%	ET26-0929	\$362,720
	\$0	0%	0%	ET26-0930	\$199,535
	\$0	0%	0%	ET26-0931	\$340,212
	\$0	0%	0%	ET26-0932	\$309,424
	\$0	0%	0%	ET26-0933	\$303,721
	\$0	0%	0%	ET26-0934	\$233,420
	\$0	0%	0%	ET26-0935	\$85,332

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	\$	%			
Strategy Workplace Communications	\$0	0%	0%	ET26-0936	\$362,465
	\$0	0%	0%	ET26-0937	\$101,378
	\$0	0%	0%	ET26-0938	\$362,712
	\$0	0%	0%	ET26-0939	\$362,285
	\$0	0%	0%	ET26-0943	\$91,923
	\$0	0%	0%	ET26-0944	\$282,504
	\$0	0%	0%	ET26-0945	\$149,810
	\$0	0%	0%	ET26-0946	\$317,550
	\$0	0%	0%	ET26-0951	\$362,627
	\$0	0%	0%	ET26-0954	\$362,736
	\$0	0%	0%	ET26-0955	\$182,011
	\$0	0%	0%	ET26-0956	\$362,610
	\$0	0%	0%	ET26-0957	\$134,816
	\$0	0%	0%	ET26-0958	\$106,444
	\$0	0%	0%	ET26-0959	\$362,320
	\$0	0%	0%	ET26-0961	\$362,798
	\$0	0%	0%	ET26-0962	\$124,509
	\$0	0%	0%	ET26-0963	\$362,729
	\$0	0%	0%	ET26-0965	\$153,288
	\$0	0%	0%	ET26-0966	\$362,247
	\$0	0%	0%	ET26-0967	\$122,848
	\$0	0%	0%	ET26-0968	\$127,922
	\$0	0%	0%	ET26-0969	\$362,786
	\$0	0%	0%	ET26-0970	\$299,150
	\$0	0%	0%	ET26-0972	\$154,656
	\$0	0%	0%	ET26-0973	\$362,670
	\$0	0%	0%	ET26-0974	\$239,325
	\$0	0%	0%	ET26-0976	\$208,438
	\$0	0%	0%	ET26-0977	\$172,200
	\$0	0%	0%	ET26-0978	\$94,192
	\$0	0%	0%	ET26-0979	\$362,313
	\$0	0%	0%	ET26-0980	\$219,315
Synergy Peak Performance Inc.	\$11,200	8%	13%	ET26-0126	\$145,600
	\$15,000	5%	13%	ET26-0940	\$314,996
	\$17,000	6%	13%	ET26-0147	\$269,500
	\$15,000	5%	13%	ET26-0154	\$302,400
	\$15,000	8%	13%	ET26-0184	\$182,000
	\$17,000	6%	13%	ET26-0195	\$280,000
	\$25,000	4%	12%	ET26-0197	\$592,620
	\$20,000	6%	13%	ET26-0236	\$315,840
Think LLP	\$20,000	3%	13%	ET26-0239	\$598,780
Trailhead Strategies Inc.	\$5,000	5%	13%	ET26-0185	\$109,620
Training Funding Partners	\$24,000	5%	13%	ET26-0207	\$487,200
Training Funding Partners + JobForward	\$28,500	6%	13%	ET26-0111	\$490,560
	\$15,000	3%	13%	ET26-0115	\$585,200
	\$4,140	6%	13%	ET26-0210	\$65,604
	\$1,900	1%	13%	ET26-0102	\$132,720
	\$1,900	2%	13%	ET26-0104	\$112,000

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	\$	%			
Training Funding Source	\$1,900	1%	13%	ET26-0108	\$196,000
	\$0	0%	10%	ET26-0114	\$849,852
	\$1,900	4%	13%	ET26-0133	\$44,800
	\$1,900	2%	13%	ET26-0151	\$109,200
	\$1,900	4%	13%	ET26-0141	\$47,040
	\$1,900	3%	13%	ET26-0169	\$74,340
	\$1,900	0%	13%	ET26-0177	\$449,280
	\$1,900	1%	13%	ET26-0182	\$177,800
	\$1,900	0%	N/A	ET26-0198	\$432,600
	\$1,900	1%	13%	ET26-0212	\$157,724
	\$1,900	3%	13%	ET26-0218	\$70,000
	\$1,900	7%	13%	ET26-0220	\$28,000
	\$1,900	3%	13%	ET26-0221	\$74,620
	\$0	0%	10%	ET26-0243	\$849,928
Training Grants Intelligence Inc.	\$7,500	2%	13%	ET26-0211	\$312,620
Webber Growth Resources	\$0	0%	13%	ET26-0242	\$414,540

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.