



FIXED-FEE REIMBURSEMENT RATES

Type of Trainees/Proposal/Program	Curriculum based reimbursement rate exemptions:				
	Class/Lab	CBT Delivery Method	Advanced Technology Training Types	Medical Skills (MST) Preceptor Training Types	Medical Skills (MST) Didactic Training Types
	Productive Lab				
	Instructor Led/Distance Learning Delivery Methods				
NEW HIRE:	\$28				
RETRAINING: (See below)					
Standard	\$24				
Small Business <i>(100 or fewer employees in CA but no more than 250 worldwide)</i>					
MEC Entrepreneurial					
Priority Industry/Initiative Standard					
Critical Proposal <i>Note: In extenuating circumstances, a higher reimbursement rate may be considered.</i>					
Veterans Program	\$28	\$11	\$28	\$28	\$28
Clean Technology Program <i>Formerly Alternative and Renewable Fuel and Vehicle Technology Program</i>					
Justice-Involved / Opportunity Youth					
CNA to LVN					
Journeyman/ Pre-Apprentice					
Apprenticeship Program <i>Apprentices</i>	\$22				

GUIDELINES AND PILOTS: Refer to [ETP Website](#) or your Monitoring Analyst.

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Guidelines for Applying Fixed-Fee Reimbursement Rates

- ETP has established standard (maximum) trainer-to-trainee ratio requirements for Class/Lab (CL)/Productive Lab (PL)/ Instructor Led/Distance Learning (E-Learning) and Advanced Technology (AT) training, regardless of the class composition (ETP trainees and non-ETP trainees), upon which the fixed-fee reimbursement rates for ETP agreements are based:

Retrainees:	1:20
New Hires:	1:15
AT:	1:10

Note: For variances, contact your ETP Development Analyst.

- Small Business:** The hourly rates are applicable to (1) single small businesses with 100 or fewer, full-time employees in California, **but** no more than 250 worldwide; and, (2) Multiple Employer Contracts (MEC) serving small businesses with 100 or fewer, full time employees in California, but no more than 250 worldwide.
- Advanced Technology (AT):** The AT rates are applicable to skills training which requires a trainer-to-trainee ratio of 1:10 or less and is customized to occupations which involve the production or use of the most sophisticated equipment and software in fields such as electronics, computers, and biotechnology.

Note: If the trainer-to-trainee ratio exceeds 1:10, a second trainer must be present during instruction, and the overall trainer-to-trainee ratio must not exceed 2:20. (Note: The 1:10 ratio is not applicable to small businesses as defined above).

- Budget:** An Applicant need not submit a budget if they are requesting: (a) a rate on the ETP's Fixed-Fee Reimbursement Rate Table; or, (b) a reimbursable rate for training and administration of less than the Fixed-Fee.
- Priority Industries:** Industry sectors and priority initiatives identified in the current ETP [Strategic Plan](#), and defined by the NAICS codes below, receive 20% more funding than standard reimbursement rates.

Industry sectors identified as priorities:

- Accommodation and Food Services
- Agriculture, Forestry, Fishing and Hunting
- Arts, Entertainment, and Recreation
- Construction
- Finance and Insurance
- Health Care and Social Assistance
- Information
- Manufacturing
- Mining, Quarrying, and Oil and Gas Extraction
- Other Services (except Public Administration)
- Professional, Scientific, and Technical Services
- Transportation and Warehousing
- Utilities
- Wholesale Trade

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Priority Industry designations may provide benefits of a higher reimbursement rate than the standard rate, or lower wage requirements (panel approval on case-by-case basis). Priority Industry status does not impact the application process nor does it indicate eligibility or guarantee funding.

NAICS	Priority Industry	Code Range	Industry Name
11	SOME ↓	Agriculture, Forestry, Fishing, Hunting	
	✓	111110 - 111998	Crop Production
21	SOME ↓	Mining, Quarrying, and Oil and Gas Extraction	
	✓	212210 - 212390	Mining (except Oil and Gas)
22	ALL	Utilities	
23	SOME ↓	Construction	
	✓	236115 - 237110	Construction of Buildings
	✓	237130 - 238992	Specialty Trade Contractors
31-33	SOME ↓	Manufacturing	
	✓	311111 - 332991	Food, Beverage and Tobacco Product, Textile Mills, Apparel, Leather and Allied Product; Wood Product, Paper, Printing and Related Support Activities, Petroleum and Coal Products, Chemical, Plastics and Rubber Products, Nonmetallic Mineral Products; Primary Metal, Fabricated Metal Product, Machinery, Computer and Electronic Product, Electrical Equipment, Appliance, and Component, Transportation Equipment, Furniture and Related Product, Miscellaneous Manufacturing
	✓	332996 - 339999	
42	NONE	Wholesale Trade	
	✓	424110 - 424590 424810 - 424990	Merchant Wholesalers of Printing and Writing Paper, Stationery and Office Supplies, Industrial and Personal Service Paper, Drugs and Druggists' Sundries, Piece Goods, Notions, and Other Dry Goods, Footwear, Clothing and Clothing Accessories, General Line Grocery, Packaged Frozen Food, Dairy Product (except Dried or Canned), Poultry and Poultry Product, Confectionery, Fish and Seafood, Fresh Fruit and Vegetable, Meat and Meat Product, Grain and Field Bean, Livestock, Other Farm Product Raw Material, Beer and Ale, Wine and Distilled Beverage, Farm Supplies, Book, Periodical, and Newspaper, Flower, Nursery Stock, and Florists' Supplies, Paint, Varnish, and Supplies
44-45	NONE	Retail Trade	
48-49	SOME ↓	Transportation and Warehousing	
	✓	481112	Scheduled Freight Air Transportation
	✓	481212	Nonscheduled Chartered Freight Air Transportation
	✓	482111- 483111	Rail Transportation, Deep Sea Freight Transportation, Deep Sea Freight Transportation
	✓	483113	Coastal and Great Lakes Freight Transportation
	✓	483211	Inland Water Freight Transportation
	✓	484110- 484230	Truck Transportation
	✓	486990	All other Pipeline Transportation (except Crude Oil)
	✓	488119 - 488999	Other Support Activities for Air Transportation, Support Activities for Rail Transportation, Support Activities for Water Transportation, Motor Vehicle Towing, Other Support Activities, Freight Transportation Arrangement, Packing and Crating
	✓	492110	Couriers and Express Delivery Service
✓	493110 - 493190	Warehousing and Storage	

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NAICS	Priority Industry	Code Range	Industry Name
51	SOME ↓	Information	
	✓	512110 - 512240	Motion Picture and Video Production & Distribution, Teleproduction and Other Postproduction Services, Other Motion Picture Video Industries, Music Publishers, Sound Recording Studios
	✓	516110 - 516210	Radio and Television Broadcasting Stations, Media Streaming Distribution Services, Social Networks, and Other Media Networks and Content Providers
	✓	517111 - 517810	Wired and Wireless Telecommunications (except Satellite), Telecommunication Resellers, Satellite Telecommunications, All Other Telecommunications
	✓	518210	Data Processing, Hosting, and Related Services
52	SOME ↓	Finance and Insurance	
	✓	522110 - 522390	Credit Intermediation and Related Activities
53	NONE	Real Estate and Rental and Leasing	
54	SOME ↓	Professional, Scientific, and Technical Services	
	✓	541211 - 541380	Accounting, Tax Preparation, Bookkeeping, and Payroll Services, Architectural Services, Engineering & Drafting Services, Surveying, Geophysical Surveying, and Mapping Services, Testing Laboratories and Services
	✓	541511 - 541519	Custom Computer Programming Services; Computer Systems Design Services; Computer Facilities Management Services, Other Computer Related Services
	✓	541713 - 541720	Custom Computer Programming and Design Services, Other Scientific and Technical Consulting Services, Research and Development in the Social Sciences and Humanities
55	NONE	Management of Companies and Enterprises	
56	NONE	Administrative and Support and Waste Management and Remediation	
61	NONE	Educational Services	
62	SOME ↓	Health Care and Social Assistance	
	✓	621111 - 623990	Ambulatory Health Care Services, Hospitals, Nursing and Residential Care Facilities
71	SOME ↓	Arts, Entertainment, and Recreation	
	✓	711110 - 711510	Performing Arts, Spectator Sports, and Related Industries
72	ALL	Accommodation and Food Services	
81	SOME ↓	Other Services (except Public Administration)	
	✓	811111 - 811191 811198 - 811490	General and Specialized Automotive Auto Repair, Automotive Body, Paint, and Interior Repair and Maintenance, Automotive Glass Replacement, Automotive Oil Change and Lubrication Shops, Electronic and Precision Equipment Repair, Commercial and Industrial Machinery and Equipment (except Automotive and Electronic), Home and Garden Equipment, Appliance, Reupholstery, Footwear and Leather Goods Repair and Maintenance
	✓	813311 - 813319	Social Advocacy Organizations
92	NONE	Public Administration	

To verify a valid NAICS, see [North American Industry Classification System \(NAICS\) Main Page U.S. Bureau of Labor Statistics](#)