

# ETP Contracts FY11-12

## Development, and Administrative Service Costs

### ETP Contracts Approved FY 11-12

KEY TERMS:     [Administrative Fees](#)     [Payment Earned](#)     [Performance Standards](#)     [Not Applicable](#)

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
American Business Catalysts, Inc. dba	\$1,000	2%	≤13%	ET12-0212-000	\$48,412
American Business Coaching	\$1,000	4%	≤13%	ET12-0216-000	\$26,208
Barry Menzel	\$19,000	7%	\$36363.60 (≤13%)	ET12-0430-000	\$279,720
BLI Co.	\$5,000	11%	≤13%	ET12-0113-000	\$47,520
	\$1,500	3%	≤13%	ET12-0214-000	\$49,920
	\$6,000	2%	≤13%	ET12-0332-000	\$247,386
Bright Training Solutions	\$4,000	4%	≤10%	ET12-0252-000	\$91,800
California Manufacturing & Technology Association (CMTA)	\$0	0%	≤8%	ET12-0183-000	\$499,500
	\$10,000	3%	\$29,988 (≤10%)	ET12-0211-000	\$349,713
	\$10,000	3%	N/A	ET12-0223-000	\$346,500
California Manufacturing & Technology Consulting (CMTC)	N/A	N/A	≤12%	ET12-0104-000	\$28,080
	N/A	N/A	TBD	ET12-0106-000	\$18,720
	N/A	N/A	TBD	ET12-0112-000	\$41,600
	N/A	N/A	TBD	ET12-0114-000	\$47,970
	N/A	N/A	TBD	ET12-0115-000	\$11,700
	N/A	N/A	TBD	ET12-0116-000	\$32,240
	N/A	N/A	TBD	ET12-0117-000	\$20,020
	N/A	N/A	TBD	ET12-0118-000	\$24,960
California Training Administration, Inc.	\$0	0%	≤13%	ET12-0449-000	\$99,648
	\$0	0%	≤13%	ET12-0135-000	\$499,680
	\$0	0%	≤13%	ET12-0233-000	\$243,000
	\$0	0%	≤13%	ET12-0408-000	\$351,000
	\$3,500	1%	≤09%	ET12-0188-000	\$468,920
	\$5,500	2%	≤13%	ET12-0218-000	\$323,920
California Training Coalition	N/A	N/A	≤13%	ET12-0108-000	\$15,600
	\$6,000	1%	≤13%	ET12-0144-000	\$420,800
	\$21,500	6%	≤13%	ET12-0345-000	\$349,848
	\$0	0%	≤11.5%	ET12-0348-000	\$300,000
	\$0	0%	≤13%	ET12-0367-000	\$10,920
	\$0	0%	≤11.5%	ET12-0420-000	\$228,000
	\$0	0%	≤13%	ET12-0444-000	\$30,914
Center for Manufacturing Education (CFME)	\$0	0%	≤13%	ET12-0301-000	\$75,600
	N/A	N/A	≤13%	ET12-0366-000	\$94,500
Community Business School	N/A	N/A	TBD	ET12-0250-000	\$18,200
Custom Corporate Communications	N/A	N/A	≤10%	ET12-0122-000	\$49,140
Custom Solutions Inc.	\$0	0%	≤13%	ET12-0100-000	\$8,320
Deloitte Tax LLP	\$37,600	9%	≤13%	ET12-0335-000	\$418,824
	≤\$25000	3%	N/A	ET12-0342-000	\$438,930
Glendale Community College	\$0	0%	≤ 10%	ET12-0374-000	\$748,381
Herrera & Company	\$0	0%	≤13%	ET12-0127-000	\$424,728
	\$0	0%	≤13%	ET12-0134-000	\$499,680
	\$0	0%	≤13%	ET12-0161-000	\$349,804
	\$0	0%	≤13%	ET12-0209-000	\$424,728
	\$0	0%	≤13%	ET12-0215-000	\$250,128
IFC International	\$0	0%	≤13%	ET12-0334-000	\$749,210

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	\$	%			
IM Group	\$5,000	6%	N/A	ET12-0242-000	\$80,640
	\$5,000	5%	≤13%	ET12-0253-000	\$97,200
	\$3,000	7%	≤10%	ET12-0350-000	\$43,740
	\$3,000	7%	≤10%	ET12-0350-000	\$43,740
Integrated Solutions	\$6,500	1%	≤13%	ET12-0193-000	\$469,440
International Optimum Solutions	\$0	0%	≤13%	ET12-0170-000	\$329,300
John Twomey	\$7,000	1%	≤13%	ET12-0365-000	\$495,000
Kirkpatrick Enterprises International	\$0	0%	≤10%	ET12-0210-000	\$333,520
KPMG	≤\$30000	8%	N/A	ET12-0317-000	\$399,960
Learning Right Technologies, LLC	\$0	0%	0	ET12-0442-000	\$4,680
Nathan E. Faulkner, CPA	\$3,500	7%	≤13%	ET12-0441-000	\$48,672
National Training Company, Inc.	\$0	0%	≤13%	ET12-0132-000	\$277,200
	\$10,000	2%	≤10%	ET12-0147-000	\$424,276
	\$10,000	2%	≤13%	ET12-0160-000	\$424,530
	\$9,500	4%	≤13%	ET12-0182-000	\$245,376
	\$5,000	1%	≤13%	ET12-0222-000	\$399,000
	\$10,000	3%	\$44,301 (≤13%)	ET12-0227-000	\$340,782
	\$4,895	3%	≤13%	ET12-0231-000	\$165,600
	\$5,000	2%	≤13%	ET12-0275-000	\$299,130
	\$5,000	2%	≤13%	ET12-0277-000	\$249,600
	\$5,000	2%	≤13%	ET12-0281-000	\$249,060
	\$14,989	5%	≤13%	ET12-0285-000	\$300,090
	\$17,939	9%	≤10%	ET12-0293-000	\$199,400
National Training Systems, Inc.	\$14,939	5%	≤13%	ET12-0299-000	\$325,752
	\$19,939	8%	≤10%	ET12-0380-000	\$248,976
	\$20,000	4%	TBD	ET12-0381-000	\$497,344
	\$7,938	3%	≤10%	ET12-0428-000	\$288,200
	\$10,000	9%	N/A	ET12-0192-000	\$107,736
Ocean Consulting Group	\$7,500	15%	N/A	ET12-0195-000	\$49,400
	\$15,000	19%	N/A	ET12-0197-000	\$77,000
	\$4,000	8%	N/A	ET12-0259-000	\$47,190
	\$4,500	14%	N/A	ET12-0320-000	\$31,680
	\$12,500	8%	N/A	ET12-0341-000	\$158,550
	\$7,500	3%	N/A	ET12-0354-000	\$230,400
	\$2,000	7%	N/A	ET12-0360-000	\$29,250
	\$4,000	9%	N/A	ET12-0369-000	\$44,880
	\$20,000	15%	N/A	ET12-0373-000	\$132,000
	\$20,000	5%	N/A	ET12-0376-000	\$424,310
	\$10,000	5%	N/A	ET12-0416-000	\$207,520
	Ocean Consulting Group (Dev) & True Market Solutions (Admin)	\$5,000	5%	\$5000 (≤13%)	ET12-0400-000
Pacifico Group	\$1,500	2%	TBD	ET12-0269-000	\$82,080
PAI	\$0	0%	TBD	ET12-0273-000	\$99,490
Performance Ascent	\$0	0%	TBD	ET12-0126-000	\$31,200
Saisoft, Inc.	\$0	0%	\$45,000	ET12-0241-000	\$748,622
	\$0	0%	≤13%	ET12-0189-000	\$749,913
	\$0	0%	≤13%	ET12-0330-000	\$749,900
	\$0	0%	\$11294 (≤13%)	ET12-0375-000	\$199,306
	\$0	0%	≤13%	ET12-0377-000	\$199,306

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	\$	%			
Sallyanne Monti Consulting	\$7,000	5%	≤13%	ET12-0128-000	\$145,800
	\$15,000	5%	≤13%	ET12-0129-000	\$297,000
	\$6,000	4%	≤13%	ET12-0133-000	\$139,860
	\$13,500	5%	≤13%	ET12-0142-000	\$276,390
	\$4,500	5%	≤13%	ET12-0145-000	\$99,918
	\$9,500	5%	≤13%	ET12-0146-000	\$199,584
	\$6,000	5%	≤13%	ET12-0148-000	\$129,204
	\$9,000	9%	≤13%	ET12-0164-000	\$99,828
	\$8,000	4%	≤13%	ET12-0187-000	\$187,200
	\$3,500	5%	≤13%	ET12-0305-000	\$70,224
	\$8,500	4%	≤13%	ET12-0329-000	\$223,200
Sara Cagle	\$3,975	1%	≤13%	ET12-0232-000	\$499,950
Spectra Consulting, LLC	\$4,000	1%	≤13%	ET12-0163-000	\$497,250
	\$0	0%	≤13%	ET12-0280-000	\$269,830
	\$0	0%	\$26998 (≤13%)	ET12-0284-000	\$207,680
Steve Duscha Advisories	\$15,000	4%	≤13%	ET12-0131-000	\$424,452
	\$15,000	6%	≤13%	ET12-0140-000	\$252,720
	\$5,000	5%	≤13%	ET12-0158-000	\$94,100
	\$15,000	2%	≤10 %	ET12-0175-000	\$723,780
	\$15,000	4%	N/A	ET12-0179-000	\$398,376
	\$10,000	3%	N/A	ET12-0224-000	\$370,435
	\$10,000	6%	≤13% (Steve in Sac; LAUSD in LA)	ET12-0297-000	\$172,640
	\$15,000	3%	≤12.2%	ET12-0349-000	\$482,120
	\$17,500	4%	≤13%	ET12-0353-000	\$447,700
	\$15,000	3%	≤13%	ET12-0427-000	\$600,000
Strategic Business Solutions, LLC	\$3,750	14%	≤13%	ET12-0107-000	\$27,720
	\$4,500	10%	≤13%	ET12-0121-000	\$43,680
	\$10,000	2%	≤13%	ET12-0137-000	\$421,200
	\$8,500	2%	≤13%	ET12-0176-000	\$420,852
	\$10,500	3%	≤13%	ET12-0191-000	\$349,112
	\$3,750	8%	≤13%	ET12-0200-000	\$49,400
	\$688	8%	≤13%	ET12-0248-000	\$8,190
	\$3,750	8%	≤13%	ET12-0257-000	\$45,240
	\$2,000	9%	≤13%	ET12-0302-000	\$22,880
	\$3,750	8%	≤13%	ET12-0311-000	\$49,972
	\$500	5%	≤10%	ET12-0315-000	\$10,208
	\$0	0%	\$0	ET12-0324-000	\$9,768
	\$12,500	3%	≤13%	ET12-0344-000	\$461,808
	\$1,200	7%	≤13%	ET12-0357-000	\$16,588
	\$900	6%	≤13%	ET12-0363-000	\$16,120
	\$7,750	2%	≤13%	ET12-0371-000	\$423,000
	\$7,750	4%	≤13%	ET12-0384-000	\$174,600
	\$1,400	7%	≤13%	ET12-0393-000	\$19,604
	\$8,500	5%	≤13%	ET12-0403-000	\$169,560
	\$12,500	3%	≤13%	ET12-0404-000	\$495,000
\$10,500	3%	≤13%	ET12-0431-000	\$407,610	
TGII (Training Grants Intelligence Inc.)	\$0	0%	≤10%	ET12-0351-000	\$99,180
The IM Group	\$5,000	2%	≤13%	ET12-0206-000	\$288,000

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount	
	\$	%				
The Marquis Group	\$12,600	7%	\$23400 (≤13%)	ET12-0303-000	\$180,000	
Training Funding Partners	\$17,500	11%	≤12%	ET12-0124-000	\$162,810	
	\$14,500	7%	≤13%	ET12-0138-000	\$195,570	
	\$13,500	11%	≤09%	ET12-0149-000	\$119,880	
	\$8,500	11%	≤10%	ET12-0150-000	\$80,910	
	\$21,500	9%	≤11%	ET12-0154-000	\$232,056	
	\$22,500	5%	≤12%	ET12-0162-000	\$499,392	
	\$16,500	11%	≤11%	ET12-0166-000	\$153,900	
	\$7,000	9%	≤12%	ET12-0167-000	\$77,835	
	\$9,500	13%	≤10%	ET12-0171-000	\$75,600	
	\$20,000	5%	≤13% (Job 1) + ≤20% (Job 2)	ET12-0177-000	\$436,292	
	\$11,750	5%	≤07%	ET12-0178-000	\$222,750	
	\$12,500	13%	≤11%	ET12-0190-000	\$98,280	
	\$12,000	15%	≤10%	ET12-0194-000	\$80,925	
	\$7,500	8%	≤13%	ET12-0204-000	\$88,740	
	\$7,500	10%	≤12%	ET12-0205-000	\$75,276	
	\$29,500	6%	≤13%	ET12-0208-000	\$529,505	
	\$9,500	10%	≤12%	ET12-0219-000	\$99,180	
	\$19,500	10%	\$23990 (≤12%)	ET12-0237-000	\$199,920	
	\$12,000	8%	≤10%	ET12-0286-000	\$151,110	
	\$6,500	9%	≤13%	ET12-0362-000	\$74,250	
	\$24,500	6%	≤13%	ET12-0382-000	\$381,000	
	\$10,000	6%	\$22769 (≤13%)	ET12-0386-000	\$175,150	
	\$17,500	9%	≤12%	ET12-0418-000	\$189,810	
	\$14,700	9%	≤13%	ET12-0419-000	\$154,836	
	Training Funding Source	\$4,900	10%	≤13%	ET12-0111-000	\$49,400
		\$0	0%	≤13%	ET12-0119-000	\$18,720
		\$3,900	15%	≤13%	ET12-0155-000	\$26,000
		\$4,900	10%	≤13%	ET12-0156-000	\$48,906
		\$2,000	11%	≤13%	ET12-0157-000	\$17,680
		\$6,000	5%	≤13%	ET12-0168-000	\$131,672
\$2,000		0%	≤13%	ET12-0181-000	\$499,824	
\$1,800		7%	≤13%	ET12-0185-000	\$24,960	
\$2,000		4%	≤13%	ET12-0196-000	\$49,062	
\$14,000		4%	≤13%	ET12-0228-000	\$385,560	
\$2,000		8%	≤13%	ET12-0234-000	\$26,000	
\$5,000		5%	≤13%	ET12-0239-000	\$103,284	
\$0		0%	≤13%	ET12-0251-000	\$31,200	
\$2,000		4%	≤13%	ET12-0254-000	\$44,928	
\$2,000		4%	≤13%	ET12-0256-000	\$51,876	
\$2,000		5%	≤13%	ET12-0260-000	\$40,560	
\$2,000		4%	≤13%	ET12-0261-000	\$49,920	
\$1,000		4%	≤13%	ET12-0262-000	\$24,960	
\$1,000		3%	≤13%	ET12-0263-000	\$31,680	
\$2,000		6%	≤13%	ET12-0266-000	\$35,156	
\$2,000		4%	≤13%	ET12-0270-000	\$49,192	
\$1,500		7%	≤13%	ET12-0274-000	\$22,000	
\$2,000		4%	≤11%	ET12-0304-000	\$53,460	
\$1,000		6%	≤13%	ET12-0306-000	\$17,160	
\$1,500		5%	≤13%	ET12-0314-000	\$31,500	
\$500		6%	≤13%	ET12-0316-000	\$8,778	

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Training Funding Source (Cont)	\$2,500	4%	≤13%	ET12-0327-000	\$58,608
	\$12,000	5%	≤13%	ET12-0336-000	\$218,365
	\$12,000	5%	≤13%	ET12-0337-000	\$231,840
	\$12,000	5%	≤13%	ET12-0338-000	\$240,534
	\$12,000	7%	≤13%	ET12-0340-000	\$177,480
	\$2,500	5%	≤13%	ET12-0361-000	\$49,010
	\$4,500	5%	≤13%	ET12-0385-000	\$97,308
	\$2,000	4%	≤13%	ET12-0395-000	\$45,630
	\$2,000	4%	\$6705 (≤13%)	ET12-0399-000	\$51,584
	\$4,000	4%	≤13%	ET12-0409-000	\$99,360
	\$2,000	4%	\$6489.60 (≤13%)	ET12-0417-000	\$49,920
	\$2,000	5%	≤13%	ET12-0421-000	\$42,120
	\$2,000	4%	≤13%	ET12-0422-000	\$49,972
	\$1,000	4%	\$3447.60 (≤13%)	ET12-0433-000	\$26,520
	\$2,500	5%	≤13%	ET12-0435-000	\$48,880
	\$5,000	5%	≤13%	ET12-0437-000	\$98,940
	\$2,500	5%	≤13%	ET12-0445-000	\$49,608
\$4,000	4%	≤13%	ET12-0446-000	\$99,840	
Training Grants Intelligence, Inc.	\$0	0%	≤10%	ET12-0220-000	\$249,390
	\$0	0%	≤10%	ET12-0221-000	\$448,920
	\$0	0%	≤10%	ET12-0279-000	\$498,780

<b>Key Terms:</b>
<b>Administrative Fees</b> paid to a consultant are capped at 13% of payment earned for incumbent worker training and 20% of payment for new hire training.
<b>Payment Earned</b> means the amount of funding a company or other contractor is entitled to retain, if all performance standards are met.
<b>Performance Standards</b> are measured per-trainee. There are three basic standards: hours of training delivered, period of time retained in employment and wages earned post-retention.
<b>Not Applicable</b> means the company or other contractor did not, or has not decided whether to hire a consultant.

**This data represents 63% of the contracts to date that have identified a consultant for development and/or administration.**