

# ETP Approved Contracts FY 13-14

## Development and Administrative Service Costs

### Consultant Fee Comparison Chart

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

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Anderson Business Coaching	\$1,997	7%	≤13%	ET14-0278-000	\$29,640
	\$1,997	4%	≤13%	ET14-0311-000	\$46,200
	\$15,000	5%	TBD	ET14-0183-000	\$293,506
Assured Incentives Partners	\$1,000	6%	≤6.5%	ET14-0315-000	\$15,860
Bertain Consulting Group	\$0	0%	≤13%	ET14-0107-000	\$49,348
BLI Company	\$6,000	1%	≤13%	ET14-0290-000	\$604,098
	\$1,500	6%	≤13%	ET14-0292-000	\$23,920
Bright Training Solutions	\$6,000	2%	≤13%	ET14-0190-000	\$286,670
California Labor Federation + Strategy Workplace Communications	\$0	0%	≤13%	ET14-0908-000	\$315,340
	\$0	0%	≤13%	ET14-0911-000	\$179,420
	\$0	0%	≤13%	ET14-0904-000	\$1,177,197
	\$0	0%	≤13%	ET14-0912-000	\$166,164
	\$0	0%	≤13%	ET14-0914-000	\$210,428
	\$0	0%	≤13%	ET14-0915-000	\$328,640
California Manufacturers & Technology Association	\$200,000	10%	≤13%	ET14-0156-000	\$2,000,000
	\$10,000	2%	N/A	ET14-0115-000	\$436,600
	\$7,500	7%	TBD	ET14-0210-000	\$101,520
	\$14,000	3%	≤13%	ET14-0208-000	\$495,000
California Manufacturing Technology	\$0	0%	≤13%	ET14-0166-000	\$32,760
California Training Administration	\$2,500	2%	≤13%	ET14-0181-000	\$140,400
	\$2,500	0%	≤13%	ET14-0202-000	\$504,000
California Training Administration, Inc.	\$0	0%	≤13%	ET14-0257-000	\$196,500
California Training Coalition	\$0	0%	≤13%	ET14-0128-000	\$10,140
	\$0	0%	≤13%	ET14-0147-000	\$1,486,200
	\$3,000	3%	≤13%	ET14-0201-000	\$99,840
Center for Manufacturing Experience	\$0	0%	≤13%	ET14-0106-000	\$99,000
DLI & Associates, Inc.	\$8,000	3%	≤10%	ET14-0307-000	\$229,300
Herrera & Company	\$0	0%	≤13%	ET14-0192-000	\$577,879
	\$0	0%	≤13%	ET14-0219-000	\$1,310,496
	\$0	0%	≤13%	ET14-0244-000	\$946,432
IM Group...	\$3,000	6%	≤13%	ET14-0162-000	\$54,392
	\$7,000	4%	≤10%	ET14-0167-000	\$172,800
	\$3,750	4%	≤13%	ET14-0179-000	\$99,684
Integrated Solutions	\$6,000	1%	≤13%	ET14-0294-000	\$483,507
Jewish Vocational Services	\$3,000	7%	≤13%	ET14-0111-000	\$40,248
	\$5,000	4%	≤13%	ET14-0124-000	\$113,500
	\$43,485	7%	≤13%	ET14-0134-000	\$584,600
	\$24,420	5%	≤13%	ET14-0247-000	\$488,400
Kirkpatrick Enterprises Int'l	\$0	0%	≤10%	ET14-0232-000	\$207,648
	\$0	0%	≤10%	ET14-0161-000	\$20,800
LanzTek, LLC	\$0	0%	≤13%	ET14-0129-000	\$99,906
Michael Jester of Strategic Business	\$1,084	7%	≤10%	ET14-0302-000	\$15,600
National Training Company, Inc.... →	\$5,000	5%	≤13%	ET14-0126-000	\$98,800
	\$5,000	5%	≤13%	ET14-0131-000	\$99,660
	\$5,000	5%	≤13%	ET14-0180-000	\$99,840
	\$15,000	2%	≤13%	ET14-0194-000	\$607,070
	\$15,000	3%	≤13%	ET14-0198-000	\$429,055
	\$10,000	6%	≤13%	ET14-0216-000	\$180,680
	\$0	0%	≤12%	ET14-0226-000	\$449,848
	\$10,000	3%	≤13%	ET14-0230-000	\$395,000
	\$5,000	5%	≤13%	ET14-0265-000	\$99,882
	\$5,000	5%	≤13%	ET14-0305-000	\$99,735
\$5,000	3%	≤13%	ET14-0318-000	\$197,325	

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
National Training Company, Inc. (CONTINUED)	\$19,939	3%	≤10%	ET14-0154-000	\$583,938
	\$4,985	6%	≤13%	ET14-0209-000	\$89,760
	\$19,939	3%	≤10%	ET14-0212-000	\$596,622
	\$24,939	4%	≤9%	ET14-0231-000	\$680,148
	\$25,648	5%	≤10%	ET14-0269-000	\$561,020
Ocean Consulting	\$5,000	3%	N/A	ET14-0186-000	\$156,600
Performance Ascent, Inc. (Development)	\$0	0%	≤11%	ET14-0281-000	\$763,950
Saisoft	\$0	0%	74997	ET14-0101-000	\$1,249,867
Saisoft, Inc.	\$0	0%	≤\$75,000	ET14-0303-000	\$1,229,562
Sallyanne Monti Consulting	\$4,000	4%	N/A	ET14-0113-000	\$97,760
	\$375	5%	≤13%	ET14-0123-000	\$8,190
	\$4,000	4%	≤13%	ET14-0157-000	\$99,840
	\$3,500	4%	≤13%	ET14-0172-000	\$79,860
	\$4,000	4%	≤13%	ET14-0254-000	\$99,630
	\$5,200	4%	≤13%	ET14-0256-000	\$135,444
	\$8,500	4%	≤13%	ET14-0272-000	\$198,900
	\$8,500	4%	≤13%	ET14-0273-000	\$197,000
	\$7,800	4%	≤13%	ET14-0279-000	\$199,644
\$11,975	4%	≤13%	ET14-0283-000	\$299,240	
Smash Data, Inc.	\$0	0%	N/A	ET14-0200-000	\$51,840
Spectra Consulting, LLC	\$7,500	3%	≤13%	ET14-0164-000	\$270,000
	\$8,000	1%	≤13%	ET14-0207-000	\$1,278,200
Steve Duscha	\$0	0%	N/A	ET14-0117-000	\$600,000
Steve Duscha Advisories	\$10,000	4%	N/A	ET14-0249-000	\$227,960
	\$15,000	2%	≤10%	ET14-0900-000	\$849,738
	\$10,000	3%	≤13%	ET14-0910-000	\$312,380
	\$10,000	3%	≤12.2%	ET14-0913-000	\$299,250
Steve Duscha Advisories + LAUSD	\$10,000	1%	≤13%	ET14-0902-000	\$723,168
	\$10,000	2%	≤13%	ET14-0905-000	\$443,690
	\$10,000	2%	≤13%	ET14-0906-000	\$448,448
	\$10,000	1%	≤13%	ET14-0909-000	\$1,202,139
Strategic Business Solutions, LLC	\$1,200	6%	N/A	ET14-0242-000	\$19,008
	\$0	0%	N/A	ET14-0299-000	\$5,082
	\$3,750	7%	≤13%	ET14-0114-000	\$52,290
	\$3,500	7%	≤13%	ET14-0132-000	\$49,504
	\$3,500	7%	≤13%	ET14-0138-000	\$49,140
	\$5,750	6%	≤10%	ET14-0173-000	\$96,768
	\$5,250	7%	≤13%	ET14-0235-000	\$76,320
	\$10,000	2%	≤7%	ET14-0236-000	\$627,964
	\$4,000	7%	≤13%	ET14-0262-000	\$58,245
	\$1,299	7%	≤13%	ET14-0293-000	\$18,564
	\$725	9%	≤13%	ET14-0313-000	\$7,920
\$5,750	5%	≤13%	ET14-0317-000	\$118,800	
Synergy Management Consultants, LLC	\$0	0%	≤13%	ET14-0308-000	\$63,800
Tax Credit Co.	\$34,550	10%	≤10%	ET14-0228-000	\$354,360
Training Funding Partners	\$17,500	9%	≤13%	ET14-0135-000	\$205,360
	\$7,500	9%	≤12%	ET14-0171-000	\$80,400
	\$28,500	3%	≤13%	ET14-0229-000	\$1,131,200
	\$5,000	8%	≤12%	ET14-0241-000	\$64,600
	\$5,000	5%	≤12%	ET14-0258-000	\$98,850
	\$3,000	6%	≤13%	ET14-0100-000	\$49,920
	\$7,000	6%	≤13%	ET14-0120-000	\$111,072
	\$5,900	7%	≤13%	ET14-0127-000	\$89,112

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
Training Funding Source	\$3,800	7%	≤13%	ET14-0136-000	\$55,250
	\$2,700	7%	≤13%	ET14-0137-000	\$40,300
	\$0	0%	≤13%	ET14-0139-000	\$80,190
	\$3,500	7%	≤13%	ET14-0143-000	\$49,140
	\$2,800	7%	≤13%	ET14-0160-000	\$40,800
	\$3,400	10%	≤13%	ET14-0165-000	\$33,020
	\$2,800	7%	≤13%	ET14-0174-000	\$41,360
	\$1,200	6%	≤13%	ET14-0188-000	\$19,760
	\$2,800	7%	≤13%	ET14-0189-000	\$40,066
	\$14,000	8%	≤13%	ET14-0191-000	\$171,744
	\$4,000	7%	≤13%	ET14-0193-000	\$54,900
	\$20,000	3%	≤13%	ET14-0196-000	\$607,680
	\$4,900	8%	≤13%	ET14-0213-000	\$59,092
	\$10,000	6%	≤13%	ET14-0214-000	\$159,175
	\$5,000	6%	≤13%	ET14-0220-000	\$88,000
	\$4,900	6%	≤13%	ET14-0222-000	\$80,410
	\$6,500	7%	≤13%	ET14-0224-000	\$99,372
	\$3,000	7%	≤13%	ET14-0233-000	\$44,460
	\$5,000	5%	≤13%	ET14-0237-000	\$98,560
	\$3,000	6%	≤13%	ET14-0239-000	\$49,868
	\$5,000	6%	≤13%	ET14-0261-000	\$87,750
	\$2,000	5%	≤13%	ET14-0271-000	\$39,780
	\$3,000	3%	≤13%	ET14-0276-000	\$99,450
	\$3,000	3%	≤13%	ET14-0277-000	\$86,060
	\$2,800	6%	≤13%	ET14-0280-000	\$47,250
	\$3,000	7%	≤13%	ET14-0289-000	\$44,200
\$25,000	2%	≤13%	ET14-0309-000	\$1,046,300	
\$5,000	1%	≤13%	ET14-0310-000	\$376,158	

**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.