

ETP Approved Contracts FY 12-13

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
	\$	%			
Alan Tsarovsky with the Tax Credit Company	\$18,690	10%	≤13%	ET13-0320-000	\$186,900
American Business Catalysts, Inc. dba American Business Coaching	\$2,500	7%	≤13%	ET13-0372-000	\$36,400
	\$1,000	2%	≤13%	ET13-0239-000	\$49,686
	\$2,000	6%	≤13%	ET13-0111-000	\$32,240
	\$2,000	9%	≤13%	ET13-0199-000	\$21,840
	\$2,000	7%	≤13%	ET13-0367-000	\$27,300
BLI Company	\$5,000	1%	≤13%	ET13-0283-000	\$598,644
	\$1,500	7%	≤13%	ET13-0290-000	\$21,528
Bright Training Solutions	\$2,500	3%	≤13%	ET13-0354-000	\$78,312
California Labor Federation	\$0	0%	≤13%	ET13-0903-000	\$337,552
	\$0	0%	N/A	ET13-0919-000	\$228,228
	\$0	0%	N/A	ET13-0920-000	\$323,803
California Labor Federation (Workforce Economic Development) + Strategy Workplace Communications	\$0	0%	≤13%	ET13-0907-000	\$346,738
California Labor Federation + Strategy Workplace Communications	\$0	0%	≤13%	ET13-0205-000	\$398,665
	\$0	0%	≤13%	ET13-0900-000	\$302,547
	\$0	0%	≤13%	ET13-0909-000	\$330,014
	\$0	0%	≤13%	ET13-0910-000	\$236,927
	\$0	0%	≤13%	ET13-0912-000	\$277,345
	\$0	0%	≤13%	ET13-0913-000	\$361,118
	\$0	0%	≤13%	ET13-0914-000	\$354,796
	\$0	0%	≤13%	ET13-0915-000	\$331,095
	\$0	0%	≤13%	ET13-0916-000	\$340,178
	\$0	0%	≤13%	ET13-0918-000	\$330,014
	\$0	0%	≤13%	ET13-0921-000	\$131,666
	\$0	0%	≤13%	ET13-0922-000	\$352,698
	\$0	0%	≤13%	ET13-0924-000	\$502,706
California Training Administration	\$0	0%	≤13%	ET13-0133-000	\$321,200
	\$0	0%	≤13%	ET13-0135-000	\$99,538
	\$0	0%	≤13%	ET13-0228-000	\$99,360
	\$2,500	5%	≤10%	ET13-0308-000	\$49,920
	\$0	0%	≤13%	ET13-0348-000	\$99,360
	\$2,500	6%	≤10%	ET13-0385-000	\$44,200
California Training Coalition	\$0	0%	≤13%	ET13-0145-000	\$65,520
	\$5,000	7%	≤13%	ET13-0379-000	\$70,200
Center For Manufacturing Education	\$0	0%	≤13%	ET13-0318-000	\$99,000
CMTA	\$10,000	2%	≤13%	ET13-0364-000	\$601,600
Computer Training Consultants	N/A	N/A	≤11%	ET13-0148-000	\$20,280
DLI & Associates, LLC	\$1,250	0%	≤13%	ET13-0281-000	\$250,286
Dunton Consulting	\$0	0%	≤12%	ET13-0130-000	\$283,500
Enterprise U	\$5,000	2%	≤13%	ET13-0120-000	\$249,640
Herrera & Company	\$0	0%	≤13%	ET13-0209-000	\$458,000
	\$0	0%	≤13%	ET13-0229-000	\$599,200
	\$0	0%	≤13%	ET13-0275-000	\$191,250
	\$0	0%	≤13%	ET13-0323-000	\$440,000
	\$0	0%	≤13%	ET13-0428-000	\$672,100
IM Group... →	\$4,500	10%	≤10%	ET13-0101-000	\$45,000
	\$3,500	4%	≤10%	ET13-0115-000	\$83,754
	\$3,500	5%	≤10%	ET13-0147-000	\$65,460
	\$3,500	1%	≤10%	ET13-0169-000	\$294,280
	\$2,500	3%	≤13%	ET13-0176-000	\$82,080

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

Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
IM Group (CONTINUED)	N/A	NA	≤13%	ET13-0202-000	\$92,880
	\$2,500	2%	TBD	ET13-0212-000	\$149,280
	\$7,000	9%	0%	ET13-0213-000	\$81,000
	\$3,000	6%	N/A	ET13-0217-000	\$46,200
	\$4,400	5%	≤13%	ET13-0265-000	\$96,300
	\$2,500	0%	≤13%	ET13-0270-000	\$592,200
	\$3,500	1%	≤13%	ET13-0300-000	\$599,400
	\$4,166	1%	≤13%	ET13-0358-000	\$587,520
	\$10,000	4%	≤13%	ET13-0418-000	\$276,500
Jewish Vocational Services Business Services	\$0	0%	≤13%	ET13-0155-000	\$90,558
	\$0	0%	≤13%	ET13-0259-000	\$98,670
Kirkpatrick Enterprises International	\$0	0%	≤10%	ET13-0139-000	\$93,366
	\$0	0%	≤13%	ET13-0304-000	\$99,812
	\$0	0%	≤10%	ET13-0307-000	\$49,728
	\$0	0%	≤10%	ET13-0383-000	\$98,792
Manex	\$0	0%	≤6.5%	ET13-0136-000	\$500,829
	\$0	0%	≤13%	ET13-0177-000	\$14,400
Nathan Faulkner, CPA	\$7,500	3%	N/A	ET13-0329-000	\$254,880
	\$2,500	6%	≤13%	ET13-0390-000	\$41,600
National Training Company, Inc.	\$0	0%	≤12%	ET13-0123-000	\$399,750
	\$0	0%	≤13%	ET13-0236-000	\$447,750
	\$5,000	5%	≤13%	ET13-0245-000	\$99,750
	\$0	0%	≤13%	ET13-0279-000	\$356,400
	\$5,000	5%	≤13%	ET13-0292-000	\$99,980
	\$15,000	4%	≤13%	ET13-0296-000	\$349,400
	\$5,000	5%	≤13%	ET13-0313-000	\$99,400
	\$0	0%	≤10%	ET13-0317-000	\$563,000
	\$15,000	3%	≤13%	ET13-0362-000	\$465,810
	\$5,000	5%	≤13%	ET13-0407-000	\$99,720
National Training Systems, Inc.	\$0	0%	≤12%	ET13-0421-000	\$456,656
	\$14,874	6%	≤10%	ET13-0186-000	\$249,240
	\$14,939	15%	≤10%	ET13-0203-000	\$99,750
	\$14,939	10%	≤10%	ET13-0208-000	\$149,700
	\$14,939	10%	≤10%	ET13-0210-000	\$149,792
	\$8,756	4%	≤10%	ET13-0314-000	\$202,488
	\$14,989	4%	≤10%	ET13-0322-000	\$334,355
	\$14,939	6%	≤13%	ET13-0394-000	\$248,554
	\$14,939	5%	≤10%	ET13-0395-000	\$301,168
\$14,989	4%	≤13%	ET13-0419-000	\$396,660	
Ocean Consulting Group	\$4,500	5%	N/A	ET13-0285-000	\$83,250
Percell Milton	\$3,000	5%	N/A	ET13-0138-000	\$58,900
Sallyanne Monti Consulting	\$400	4%	≤13%	ET13-0109-000	\$10,608
	\$3,000	3%	≤13%	ET13-0122-000	\$96,100
	\$2,000	4%	≤13%	ET13-0153-000	\$49,296
	\$8,000	5%	≤13%	ET13-0167-000	\$169,248
	\$3,000	4%	≤13%	ET13-0194-000	\$75,600
	\$3,600	4%	≤13%	ET13-0195-000	\$90,272
	\$4,000	4%	≤13%	ET13-0211-000	\$99,900
	\$4,000	4%	≤13%	ET13-0353-000	\$99,840
	\$4,000	4%	N/A	ET13-0373-000	\$96,300
\$3,600	4%	N/A	ET13-0393-000	\$93,600	

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Consultant	Develop Costs		Admin Costs	Contract #	Approved Amount
	\$	%			
SC&H Group	\$0	0%	0%	ET13-0321-000	\$439,500
Spectra Consulting, LLC	\$3,500	1%	≤13%	ET13-0168-000	\$522,720
	\$0	0%	≤13%	ET13-0235-000	\$99,840
	\$0	0%	≤13%	ET13-0274-000	\$320,775
Steve Duscha Advisories	\$15,000	5%	≤13%	ET13-0200-000	\$288,000
	\$10,000	2%	N/A	ET13-0278-000	\$500,331
	\$0	0%	≤10%	ET13-0282-000	\$401,640
	\$4,972	5%	≤12.2%	ET13-0295-000	\$99,408
	\$15,000	5%	≤13%	ET13-0319-000	\$294,300
	\$10,000	3%	≤12.5%	ET13-0355-000	\$387,240
	\$17,500	4%	≤13%	ET13-0412-000	\$482,400
	\$6,083	5%	≤12.2%	ET13-0923-000	\$121,660
Steve Duscha Advisories + LAUSD	\$10,000	3%	≤13%	ET13-0911-000	\$298,936
	\$10,000	2%	≤13%	ET13-0902-000	\$415,790
Steve Duscha Advisories; LAUSD Division of Adult and Career Education, Office of Apprenticeship Programs	\$10,000	1%	≤13%	ET13-0901-000	\$699,772
Strategic Business Solutions, LLC	\$5,500	8%	≤13%	ET13-0104-000	\$70,650
	\$3,750	8%	≤13%	ET13-0114-000	\$49,088
	\$3,750	6%	≤13%	ET13-0118-000	\$66,300
	\$1,800	6%	≤13%	ET13-0172-000	\$30,914
	\$5,750	4%	≤13%	ET13-0216-000	\$135,000
	\$0	0%	≤13%	ET13-0227-000	\$27,600
	\$1,200	16%	≤13%	ET13-0287-000	\$7,590
	\$2,800	18%	≤13%	ET13-0293-000	\$15,314
	\$4,000	8%	≤13%	ET13-0330-000	\$49,456
	\$1,200	8%	N/A	ET13-0331-000	\$14,960
	\$575	7%	≤13%	ET13-0345-000	\$8,250
	\$1,075	6%	≤10%	ET13-0349-000	\$18,200
	\$1,300	7%	≤13%	ET13-0382-000	\$19,136
	\$1,500	6%	≤13%	ET13-0415-000	\$23,232
	\$7,750	3%	≤13%	ET13-0425-000	\$235,440
Strategic Business Solutions (Michael Jester)	\$1,785	11%	≤13%	ET13-0137-000	\$16,224
Strategy Workplace Communications	\$0	0%	≤13%	ET13-0904-000	\$593,511
	\$0	0%	≤13%	ET13-0906-000	\$689,246
	\$0	0%	≤13%	ET13-0908-000	\$327,548
Synergy Management Consultants LLC	\$4,000	9%	N/A	ET13-0399-000	\$45,900
Technical Change Associates, Inc.	\$0	0%	0%	ET13-0363-000	\$37,440
Training Funding Partners ...→	\$6,000	9%	≤12%	ET13-0102-000	\$64,800
	\$6,500	7%	≤13%	ET13-0103-000	\$98,400
	\$9,954	10%	≤13%	ET13-0150-000	\$99,540
	\$16,176	8%	≤12%	ET13-0187-000	\$202,200
	\$24,000	4%	≤11%	ET13-0189-000	\$555,000
	\$21,000	7%	≤13%	ET13-0201-000	\$320,000
	\$23,500	5%	≤13%	ET13-0206-000	\$482,000
	\$22,500	6%	≤13%	ET13-0231-000	\$398,000
	\$9,500	7%	≤11%	ET13-0233-000	\$130,000
	\$6,500	7%	≤13%	ET13-0234-000	\$92,800
	\$23,500	7%	≤13%	ET13-0273-000	\$325,700
	\$6,500	10%	≤12%	ET13-0312-000	\$66,750
	\$26,500	6%	≤11%	ET13-0315-000	\$458,000
\$4,800	8%	≤13%	ET13-0339-000	\$61,880	

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	\$	%			
Training Funding Partners (CONTINUED)	\$29,000	5%	≤13%	ET13-0361-000	\$579,600
	\$19,500	7%	≤13%	ET13-0374-000	\$300,000
	\$5,800	6%	≤11%	ET13-0375-000	\$97,120
	\$5,600	8%	≤12%	ET13-0381-000	\$70,000
	\$17,000	7%	≤9%	ET13-0389-000	\$230,000
	\$5,500	7%	≤13%	ET13-0414-000	\$81,120
	\$12,500	9%	≤13%	ET13-0423-000	\$139,150
	\$5,500	9%	≤13%	ET13-0427-000	\$60,650
Training Funding Source	\$3,500	7%	≤13%	ET13-0106-000	\$49,504
	\$1,000	4%	≤13%	ET13-0110-000	\$27,000
	\$4,500	5%	≤13%	ET13-0140-000	\$98,424
	\$0	0%	≤11%	ET13-0143-000	\$84,864
	\$2,000	4%	≤13%	ET13-0149-000	\$48,100
	\$2,000	4%	≤13%	ET13-0154-000	\$49,686
	\$1,400	5%	≤13%	ET13-0156-000	\$28,600
	\$5,000	1%	≤13%	ET13-0157-000	\$382,360
	\$9,000	4%	≤13%	ET13-0171-000	\$228,960
	\$2,000	4%	≤13%	ET13-0178-000	\$48,400
	\$5,000	2%	≤13%	ET13-0184-000	\$324,600
	\$4,000	5%	≤13%	ET13-0188-000	\$81,900
	\$2,000	5%	≤13%	ET13-0192-000	\$39,780
	\$7,000	4%	≤13%	ET13-0207-000	\$193,200
	\$2,500	5%	≤13%	ET13-0214-000	\$49,972
	\$1,500	5%	≤13%	ET13-0220-000	\$32,760
	\$2,000	4%	≤13%	ET13-0222-000	\$48,516
	\$1,900	4%	≤13%	ET13-0230-000	\$49,764
	\$4,500	5%	≤13%	ET13-0248-000	\$99,320
	\$8,500	10%	≤13%	ET13-0267-000	\$88,250
	\$2,000	5%	≤13%	ET13-0294-000	\$43,680
	\$1,300	6%	≤13%	ET13-0301-000	\$23,322
	\$19,000	4%	≤13%	ET13-0303-000	\$439,200
	\$4,000	5%	≤13%	ET13-0311-000	\$86,496
	\$2,000	4%	≤13%	ET13-0324-000	\$49,400
	\$14,000	4%	≤13%	ET13-0325-000	\$324,640
	\$2,500	4%	≤13%	ET13-0341-000	\$58,300
	\$2,500	7%	≤13%	ET13-0342-000	\$36,660
	\$2,000	4%	≤13%	ET13-0344-000	\$49,500
	\$3,000	8%	≤13%	ET13-0369-000	\$39,000
	\$0	0%	≤13%	ET13-0370-000	\$81,430
	\$5,000	5%	≤13%	ET13-0371-000	\$99,710
	\$3,200	7%	≤13%	ET13-0380-000	\$48,360
	\$1,600	7%	≤13%	ET13-0384-000	\$23,400
\$3,000	6%	≤13%	ET13-0404-000	\$49,348	
\$6,000	8%	≤13%	ET13-0416-000	\$72,800	
\$9,500	6%	≤13%	ET13-0417-000	\$157,560	

Key Terms:

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