

Fiscal Aspects of Negotiations



About the Workshop

Collective bargaining in the cost-of-living adjustment-only Local Control Funding Formula and post-*Janus* decision environment is complex—revenues have slowed, but cost pressures continue to escalate. Coupled with an increase in highly contentious labor negotiations, collective bargaining is on a new course where the tried and true negotiations playbook often falls short.

As a primer to School Services of California Inc.'s Advanced Collective Bargaining workshop, this workshop focuses on steps to successfully navigate the labyrinth of fiscal and program pitfalls that plague collective bargaining. Being prepared with strategies to communicate your agency's fiscal situation at the negotiating table is the cornerstone of any positive settlement, and this workshop focuses on management's tools for achieving the best outcome for your agency.

The workshop contains new ideas for the experienced negotiator, as well as training for the newest participant on the management side of the table.

Workshop Topics

- ◇ Understanding the key aspects of the Educational Employment Relations Act
- ◇ Preparing for negotiations, mediation, factfinding, and the realities of impasse
- ◇ Identifying comparable agencies and proposals prior to impasse
- ◇ Pricing proposals and translating the costs into at-the-table language
- ◇ The role of the chief business official in negotiations—what's a fair expectation
- ◇ Negotiation pitfalls and missteps

To bring this workshop to your agency or county office, please contact Sheila G. Vickers at (916) 446-7517 or sheilav@sscal.com.

Presented By

Matt Phillips, CPA, Director, Management Consulting Services

Kathleen Spencer, Vice President

Dates, Locations, and Times

February 7, 2020

Fresno County Office of Education

February 11, 2020

Alameda County Office of Education

February 12, 2020

Corona-Norco Unified School District

Registration:

8:30 a.m.

Workshop Times:

9:00 a.m. to 12:00 p.m.

Client Workshop Fee:

\$275 per attendee

Nonclient Workshop Fee:

\$550 per attendee

Workshop Registration

Online through our website at www.sscal.com/workshops

Email a completed registration form (including purchase order or credit card) to michelleb@sscal.com

Fax a completed registration form to (916) 245-3645

Mail a completed registration form to Michelle Berge, Event Coordinator School Services of California Inc. 1121 L Street, Suite 1060 Sacramento, CA 95814



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SCHEDULED LOCATIONS, DATES, AND TIMES:

February 7, 2020—Fresno County Office of Education ■ February 11, 2020—Alameda County Office of Education
 February 12, 2020—Corona-Norco Unified School District
Registration: 8:30 a.m. ■ **Program Begins:** 9:00 a.m. ■ **Adjourns:** 12:00 p.m.
 To confirm registration, please send an email to: michelleb@sscal.com

District/Organization:		Contact Person:
Address:	City: Zip:	Contact's Phone Number: Extension:
Phone Number:	Fax Number:	Contact's Email Address:

Attendee #1 Name (required):	Select Location	Attendee #3 Name (required):	Select Location
Attendee #1 Email Address (required):	Fresno Alameda Corona-Norco <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Attendee #3 Email Address (required):	Fresno Alameda Corona-Norco <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Attendee #2 Name (required):	Select Location	Attendee #4 Name (required):	Select Location
Attendee #2 Email Address (required):	Fresno Alameda Corona-Norco <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	Attendee #4 Email Address (required):	Fresno Alameda Corona-Norco <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

REGISTRATION	CLIENT FEE	NONCLIENT FEE
<p>Online through our website at www.sscal.com/workshops</p> <p>Fax completed registration form (including P.O. or credit card number) to (916) 245-3645</p> <p>Email completed registration form to michelleb@sscal.com</p> <p>Mail completed registration form to Michelle Berge, Event Coordinator School Services of California Inc., 1121 L Street, Suite 1060, Sacramento, CA 95814</p>	<p>_____ Attendee(s) @ \$275</p> <p>TOTAL: \$ _____</p>	<p>_____ Attendee(s) @ \$550</p> <p>TOTAL: \$ _____</p>

PAYMENT OPTIONS	CHECK PAYMENT	PURCHASE ORDER/CREDIT CARD PAYMENT
<p>(Note: Registration will not be accepted without a method of payment indicated.)</p> <p><input type="checkbox"/> Check enclosed. Make checks payable to School Services of California Inc. Check # _____</p> <p><input type="checkbox"/> Credit card authorization—MasterCard® or Visa® only. Cardholder name: _____ Account #: _____ Exp. Date: _____</p> <p><input type="checkbox"/> Purchase order #: _____ (A fax copy of the purchase order is an acceptable form of payment.)</p>	<p>If you are prepaying by check, please mail with a copy of the registration form to:</p> <p>School Services of California Inc. P.O. Box 516613 Los Angeles, CA 90051-0599</p> <p>Note: For faster processing, please also email or fax your registration form with a copy of the check.</p>	<p>If you are paying with a credit card or have a purchase order, please fax the registration form to (916) 245-3645 or email it to michelleb@sscal.com</p> <p>Or send by mail to:</p> <p>Michelle Berge, Event Coordinator School Services of California Inc. 1121 L Street, Suite 1060 Sacramento, CA 95814</p>

Please Note: All cancellations received up to three weeks prior to your scheduled workshop will be charged a cancellation fee of \$115 per person (\$230 for nonclients); however, if you are a client and order the materials for \$115 (\$230 for nonclients), the fee will be waived. Cancellations received after 5:00 p.m. the Friday before the workshop will be charged the full workshop fee. If you have a cancellation, please email michelleb@sscal.com and you will be given a cancellation number. This number should be retained for your records. Please call Michelle Berge at (916) 446-7517 or send an email to michelleb@sscal.com if you have any questions.