



Collective Bargaining on the New Frontier

An Interactive Two-Part Webinar Series

**School
Services
of California**
INC.™
An Employee-Owned Company

ABOUT THE WEBINAR

Local educational agency bargaining teams are tasked with bargaining the “new normal” which may include changes in instructional models, fluctuations in staffing needs, and the use of emergency COVID-19 funding resources. In addition, the 5.07% mega cost-of-living adjustment may provide opportunity for employee compensation adjustments, but this should be applied with a sense of caution as there are many ongoing expenses which must be reconciled. The lines between what is a mandatory subject of bargaining and what is a management prerogative have been blurred by the pandemic, particularly as it relates to the instructional program. The uncertainty that lies on the horizon requires management negotiating teams to understand the fiscal implications of bargaining outcomes, while also integrating a comprehensive communication plan in their bargaining strategies. While the Educational Employment Relations Act provides certificated employees with the right to consult on limited instructional matters, decisions related to the instructional program are a management right and not subject to bargaining. However, the impacts of those decisions are negotiable, as they may impact matters within scope such as wages, hours of employment, and other terms and conditions.

School Services of California Inc.’s 2021 Collective Bargaining on the New Frontier webinar will be delivered in an interactive two-part webinar series that offers management negotiators the information, tools, and resources they will need to be successful at the bargaining table during these unprecedented times.

Part I of the webinar series is scheduled for September 14, 2021, 9:00 a.m.–11:00 a.m., and will include an economic update, overview of the collective bargaining landscape, and a panel discussion with these leading labor attorneys:



Namita S. Brown
Partner, Fagen Friedman & Fulfroost LLP



Anthony P. De Marco
Partner, Atkinson, Andelson, Loya, Ruud & Romo



Louis T. Lozano
Partner, Lozano Smith



Jonathan A. Pearl
Shareholder, Dannis Woliver Kelly

Part II of the webinar series will include the following:

- Lessons from the Pandemic
- Negotiating in the Post-Pandemic Workplace
- Common Union Tactics and Developing a Communications Strategy
- Positional and Alternative Bargaining Strategies
- Developing a Collaborative Bargaining Relationship

WHO SHOULD ATTEND?

This webinar is for the management side of the table only—if you are going to be involved in negotiations on the management side of the table this year, you need this webinar. This webinar is a “must attend” if you are responsible for the preparation of financial information, proposal development, or at the table for negotiations. We encourage you to bring your entire negotiations team.

PRESENTED BY:

Danyel Conolley
Director, Management
Consulting Services

John Gray
President and CEO

Suzanne Speck
Executive Vice President

DATES AND TIMES:

Part 1: September 14, 2021
9:00 a.m.–11:00 a.m.

Part 2: September 16, 2021
9:00 a.m.–10:30 a.m.

WEBINAR FEE:

Client Fee:

\$275 per attendee

Nonclient Fee:

\$550 per attendee

Fee includes both webinars

WEBINAR REGISTRATION

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

If you have any questions about
the webinar or registration,
please contact:

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