

Now a Webinar!



School
Services
of California
INC.
An Employee-Owned Company

Fiscal Aspects of Negotiations

An Interactive Two-Part Webinar Series

ABOUT THE WEBINAR

Collective bargaining in the post-Janus decision environment, and amidst the current pandemic, is complex. Revenues have stagnated, cost pressures for local educational agencies (LEAs) continue to escalate, and there is a realistic chance of decreased revenues in 2021–22. These fiscal pressures coupled with the safety and security concerns presented by the COVID-19 pandemic have further complicated labor negotiations. Collective bargaining is on a new course where the tried and true negotiations playbook falls short.

Many LEAs have shifted their mindset from “how much can we offer” to “how much do we need to cut”. While some of the basic principles of negotiations still apply, the bar is higher for management to be adequately prepared to answer key questions for stakeholders.

As a primer to School Services of California Inc.’s Advanced Collective Bargaining webinar, this webinar 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 webinar focuses on management’s tools for achieving the best outcome for your agency.

The webinar contains important information for all levels of the business and fiscal departments including accountants, fiscal directors, budget managers, and chief business officials. Be sure to attend to learn new ideas for the experienced negotiator, as well as training for the newest participant on the management side of the table.

WEBINAR TOPICS:

- Preparing for negotiations, mediation, factfinding, and the realities of impasse
- Illustrative examples of step and column, and cost of 1% calculations
- Costing concessions such as furlough days, and freezing step and column
- Establishing comparable agencies
- Pricing proposals and translating the costs into at-the-table language
- Simplified Multi-Year Projection tool for costing proposals
- Negotiation pitfalls and missteps
- Effective strategies to communicate the LEA’s financial position and offer

PRESENTED BY:

Matt Phillips, CPA
Director, Management
Consulting Services

Kathleen Spencer
Vice President

DATES AND TIMES:

Part 1: February 9, 2021
9:00 a.m.–10:30 a.m.

Part 2: February 11, 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

Email a completed registration form
(including purchase order or credit card
number) 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



Fiscal Aspects of Negotiations

DATES AND TIMES:

Online Webinars February 9, 2021 and February 11, 2021
 Programs Begin: 9:00 a.m. ■ Programs Adjourn: 10:30 a.m.
 To confirm registration, please send an email to: michelleb@sscal.com

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

Attendee #1 Name (required):	Attendee #3 Name (required):
Attendee #1 Email Address (required):	Attendee #3 Email Address (required):
Attendee #2 Name (required):	Attendee #4 Name (required):
Attendee #2 Email Address (required):	Attendee #4 Email Address (required):

REGISTRATION	CLIENT FEE	NONCLIENT FEE
<p>Online through our website at www.sscal.com/workshops Fax completed registration form (including P.O. or credit card number) to (916) 245-3645 Email completed registration form to michelleb@sscal.com 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>

<p style="text-align: center;">PAYMENT OPTIONS</p> <p>(Note: Registration <i>will not be accepted</i> 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 style="text-align: center;">CHECK 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 style="text-align: center;">PURCHASE ORDER/CREDIT CARD PAYMENT</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>
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Please Note: Cancellations received after 5:00 p.m. the Friday before the first webinar will be charged the full webinar 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.