

Summer Bargaining Bootcamp



Are you preparing to bargain? Then you can't miss this.

Sign up for one or more sessions to learn more about collective bargaining essentials, engage in bargaining simulations, and prepare to negotiate a strong contract for your local union.

Sessions will cover:

Bargaining Basics

Compensation and Benefits

Understanding school finances

Organizing to win a strong contract

*There is **no cost** for registration. Registrations must be received no later than two business days prior to each workshop's scheduled date. Participants registered for both the workshop and simulation will receive a lunch and refreshments.*

Bringing a team from your local is encouraged.

Make sure to sign up!



Scan to RSVP



<https://forms.microsoft.com/r/Eviei9LTKg>

PSEACR
Central Region
Pennsylvania State Education Association



Session Schedule

All sessions are located at the PSEA Central Region office at 400 Shiloh Rd., State College, PA, 16801.

June 4, 2025

Bargaining Basics (10:00 AM to 12:00 PM)

This session will cover the basic fundamentals of collective bargaining process and strategy.

Bargaining Simulation (12:30 PM to 2:30 PM)

This optional bargaining simulation will provide participants with an opportunity to engage in a bargaining scenario with the assistance of Central Region staff.

June 25, 2025

Salary Schedules 101 (10:00 AM to 12:00 PM)

This session will cover the basic fundamentals of PSEA's bargaining principles for professional and support staff salary and wages.

Bargaining Simulation (12:30 PM to 2:30 PM)

June 30, 2025

Bargaining Healthcare (10:00 AM to 12:00 PM)

This session will cover the essentials of bargaining healthcare coverage, the differences between different plan types, and strategies to minimize member healthcare costs.

Bargaining Simulation (12:30 PM to 2:30 PM)

July 16, 2025

Navigating School Financials (10:00 AM to 12:00 PM)

This session will cover how to understand and use employer finances as part of the bargaining process, including how schools are funded and how to read standard financial reports.

Bargaining Simulation (12:30 PM to 2:30 PM)

August 6, 2025

Organizing for Bargaining (10:00 AM to 12:00 PM)

This session will cover how to use organizing strategies to engage members, strengthen your bargaining position, and achieve better contract settlements.

Bargaining Simulation (12:30 PM to 2:30 PM)



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