



Calling all Local Presidents, Chief Negotiators,
and Negotiating Team Members



Collective Bargaining Workshop

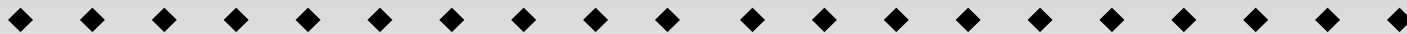
Thursday, April 30, 2020

Parkland High School

(Directions on back)

5:30 p.m.Registration/Dinner

6:15 p.m. Breakout Sessions



Breakout Sessions *(choose one):*

Healthcare Bargaining Basics (EA & ESP)

Presenters: Mark Lynn and Molly Mirabito, ER UniServ Representatives

So...what ARE the basics of healthcare bargaining?
Vocabulary—we need to learn the language before we can engage in meaningful discussions.
Designs—what options are available and what could the impact be on my local?
Trends—we will talk about what we're seeing, what you've experienced, and where we think we may be headed.

Salary Schedules 101 (EA ONLY)

Presenter: John McKiernan, ER UniServ Representative

In this session we will focus on a few of the major points of salary schedules and why they work. We will investigate the history and structure of salary schedules in Pa. and examine the underlying labor/economic theory behind our typical salary schedules in PSEA locals. Next, we will move on to learning about the salary matrix, step movement, and understanding the total cost of our schedules. We will get into how the total labor costs for our bargaining units are calculated, explain step movement and the raises earned within the schedule. We will also learn how important the salary matrix is to successful bargaining.

RSVP by April 22 via online (www.psea.org/er), phone (610-391-0835), or email (e-rgn@psea.org).

Directions to Parkland High School

2700 North Cedar Crest Boulevard

Allentown, PA 18104

(610) 351-5600

From Berks County:

Take Route 78 East to Route 22 East (exit 51) to the Cedar Crest Blvd. exit. At end of off ramp, turn right (north). Go approximately 3 miles. Turn left at the stop light at the entrance of Parkland High School. Turn right at the first driveway; then take another right at the end of the first parking lot to reach the lot closest to the building. The parking lot is outside the auditorium entrance.

OR

Take Route 222 North (toward Allentown) until you reach Route 309 North. Take Route 309 North to Route 22 East; follow directions above.

From Schuylkill County:

Take Route 61 to Route 78 East; follow directions above.

From Northampton County:

Take Route 22 West to Cedar Crest Blvd. exit; follow directions above.

From Carbon County:

Take Northeast Extension south to Allentown exit. Take Route 22 East; follow directions above.