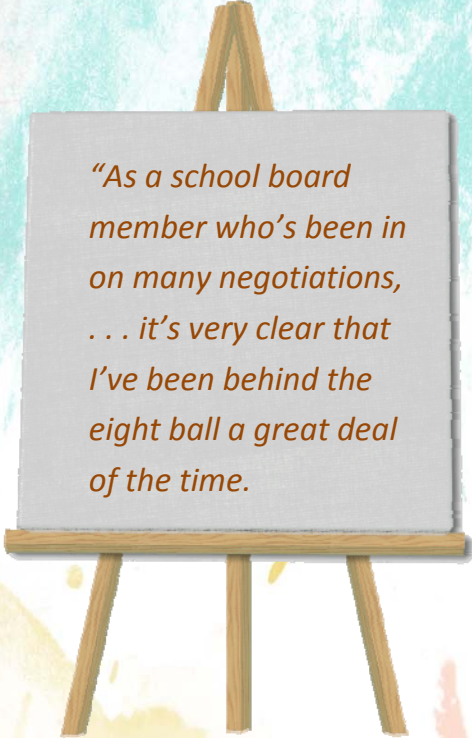


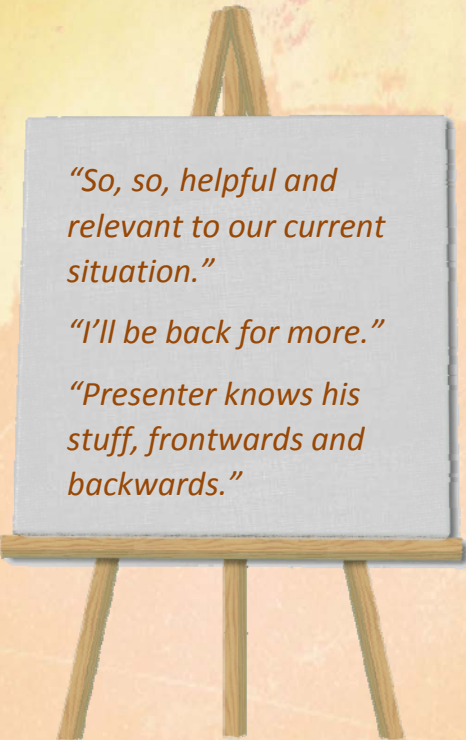
Fall 2016 Negotiations Workshops

In 2015, 150 school board members, superintendents and business managers attended VSBA's negotiations workshops: Surviving Contract Negotiations and Crisis Bargaining. These sessions are designed to bring balance back to the bargaining table by providing management with a better understanding of VT-NEA negotiations strategies and to develop more effective board responses to union tactics and strategies.

For the first time in Vermont, every school district will be negotiating at the same time. Vermont-NEA, through its Regional Bargaining Councils, will have a concerted statewide strategy and infrastructure in place to ensure their members continue to enjoy the most generous health insurance benefits available to any Vermonter. Boards and managers who don't fully understand union dynamics, tactics and strategies, and who fail to plan a response, will be seriously disadvantaged and unable to negotiate favorable settlements.



"As a school board member who's been in on many negotiations, . . . it's very clear that I've been behind the eight ball a great deal of the time."



"So, so, helpful and relevant to our current situation."

"I'll be back for more."

"Presenter knows his stuff, frontwards and backwards."

Session 1

09/24/16 – Winooski High School

10/08/16 – Green Mountain Union High School

10/15/16 – Southwest Vermont Career Dev Center

10/29/16 – Lyndon Town School

11/5/16 – Randolph Union High School

Session 2

11/12/16 – Lyndon Town School

12/03/16 – Green Mountain Union High School

12/06/16 – Winooski High School

12/10/16 – Randolph Union High School

Register online at www.vtvsba.org or call 800-244-8722