



SCHOOL NEGOTIATIONS WORKSHOPS

Embassy Suites Columbus - Dublin
Dublin, Ohio
Thursday, January 16, 2025

Holiday Inn
Independence, Ohio
Thursday, January 23, 2025

5:30 - 6:00 p.m.

REGISTRATION/DINNER

6:00 - 6:10 p.m.

WELCOME AND INTRODUCTION

6:10 - 6:40 p.m.

HOW TO PREPARE, PERSUADE AND PREVAIL IN NEGOTIATIONS

Christian M. Williams, Esq.

- Choosing the right theme and team for negotiations
- Identifying issues that need to be fixed
- Establishing financial and other goals
- Past is prelude – know your history before you bargain

6:40 - 7:10 p.m.

THE INS AND OUTS OF BARGAINING NON- TEACHING CONTRACTS

Donna M. Andrew, Esq.

- Controlling overtime costs
- Making sure regular and extra trip routes are staffed
- Approving and scheduling vacation leave and absenteeism
- The impact of inflation on salary demands

7:10 - 7:40 p.m.

THE OUTS AND INS OF BARGAINING TEACHING CONTRACTS

Kevin J. Locke, Esq.

- Hiring the most qualified person for the job
- Including discipline not limited to termination
- Paying twice for professional development
- Defining academic freedom protections

7:40 - 7:50 p.m.

BREAK

7:50 - 8:20 p.m.

BARGAINING ISSUES FOR 2025 & BEYOND

Daniel L. Lautar, Esq.

- Senate Bill 29 implications
- Luring bus drivers
- Security cameras

8:20 - 8:50 p.m.

EFFECTIVE MEDIA RELATIONS DURING NEGOTIATIONS

Brian J. DeSantis, Esq.

- Responding to public records requests
- Proactive vs. reactive approaches
- Use of social media by the board and union
- Contract language that impacts media relations

8:50 - 9:20 p.m.

UNION TACTICS, STRIKES AND MILITANCY

Tony K. Telidis, Esq.

- How national strike activity could impact you
- Burdensome public records requests
- Crisis committee and other union tactics