

The New Jersey State League of Municipalities, Government Finance Officers Association, and the New Jersey Municipal Managers Association

Present:

Prepping For Labor Negotiations: Who Needs to be Involved, What's Negotiable, and the Expected Costs Webinar

October 7, 2020

9:00am-3:00pm

Location: Your Computer

Schedule of Events:

9:00a.m.-9:50a.m. Labor Negotiations-Who are the Key Players and what are their Roles

- Discuss Timeline of Negotiation Process
- Checklist of tasks that need to be done

Speakers:

- **Jennifer Roselle, Esq, Genova Burns, LLC**
- **Joseph Hannon, Esq, Genova Burns, LLC**
- **Gerry Seneski CPA, RMA, President, Government Finance Officers Association of NJ, Chief Financial Officer & County Treasurer, The County of Cumberland**
- **Matthew U. Watkins, Township Administrator, Township of Bloomfield**

10:00a.m.-10:50a.m. Costs of Labor Negotiations

Overall Budgeting Review including:

- Cost Out Life of Labor Contract
- What Items are in the Cap, What Items aren't

Speakers:

- **Gerry Seneski CPA, RMA, President, Government Finance Officers Association of NJ, Chief Financial Officer & County Treasurer, The County of Cumberland**
- Representative from NJMMA

11:00a.m.-11:50 a.m. - Interest Arbitration-The 9 Factors

- Discuss the New Law and the costs
- Also outline the Arbitration Process

Speaker:

- **Joseph Hannon, Esq, Genova Burns, LLC**

12:00p.m.-1:00p.m. Break

1:05p.m.-1:55p.m. - Negotiable Issues-What is negotiable on a Labor contract and what is not

- Discuss 8-10 Most Common Issues

Speaker:

- **Jennifer Roselle, Esq, Genova Burns, LLC**

2:05p.m.-2:55p.m. Administrative Issues

- Discuss Trends
- Hiring and the Total cost of Career
- Succession Planning

Speakers:

- Representative from GFOA
- Representative from NJMMA

REGISTRATION FEE: Member Rate*: **\$85.00**
Non-Member: **\$105.00**

*Member rate applies to: Municipalities, State, County, and Municipal Utilities & Authorities.

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Questions about registering – contact Donna Bijou dbijou@njlm.org or

609-695-3481 extn 111

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