

**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**
- **Matthew U. Watkins, Township Administrator, Township of Bloomfield**

**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:**

- **Charles S. Cuccia, CFO/Township Administrator ,Township of Little Falls**
- **Matthew U. Watkins, Township Administrator, Township of Bloomfield**

- **Joseph Monzo, Certified Municipal Finance Officer- Retired**

**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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609-695-3481 extn 111

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