

Labor Education Workshop



Contract Negotiation Strategies: Maximizing Our Leverage



Date: Tuesday, April 1, 2025
- and -
Wednesday, April 2, 2025

Time: 5:30 PM - 6:00 PM Registration
6:00 PM - 9:00 PM Program

Location: CSEA Local 870 Office
1731 North Ocean Drive
Suite D
Medford, NY 11763

To Register:

*Please contact the CSEA Long Island Region 1 Office at (631) 462-0030 to register. A light dinner will be provided. It is important to pre-register as the workshop attendance is used to determine the amount of materials and reservations for meals. **Reasonable accommodations are available upon request. This workshop is open to the Region.***

Workshop Description:

This interactive workshop is designed for local government units and private sector locals union officers and activists; who want to maximize the union's leverage in contract negotiations by organizing a contract committee, sometimes referred to as a Contract Action Team or CAT. A CAT is a representative group of local/unit activists who help to plan and implement both the contract negotiations and the contract campaign that accompanies the negotiations.

Who Should Attend:

This workshop is open to any local government/private sector CSEA member interested in becoming part of a Contract Action Team or Contract Committee.

Workshop Goals:

That participants come away with a basic understanding of

- *What distinguishes collective bargaining from other forms of contract negotiations.*
- *Why it's important for union negotiators to stay mindful of their leverage throughout the negotiations.*
- *How the union's leverage is impacted by the impasse procedures under the Taylor Law or the effect of contract expiration under the NLRB for private sector negotiations.*
- *Why planning and implementing a contract campaign is vital to maximizing the union's leverage.*



Please Bring Your Contract!!!

Workshop presented by: CSEA Education & Training Department

CSEA, AFSCME Local 1000, AFL-CIO
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