



BARGAINING SUMMIT 2018

For New and Returning Summit Participants

Reimagining Bargaining



*Building Our Union and
Winning on the Issues
Important to Our Students,
Members and Communities*

Saturday, December 1, 2018

Sheraton Framingham Hotel and Conference Center
1657 Worcester Road, Framingham

8 – 9 a.m. Registration & Breakfast | 9 a.m. – 4 p.m. Summit

Over the past few years we've made important strides in how we bargain contracts and win on the issues that matter to our members, students and communities. The 2018 MTA Bargaining Summit will build upon this important work. Please join us to hear stories, gather resources and learn strategies for how to:

- Go on the offense in negotiations.
- Build our union by strengthening member engagement during negotiations and growing solidarity between bargaining units and locals.
- Incorporate strategies from “Bargaining for the Common Good” to be bolder and broader in our bargaining demands. (Learn more at bargainingforthecommongood.org.)
- Organize with community partners and other unions.
- Break new ground and strengthen the union's voice in the aftermath of the U.S. Supreme Court's *Janus* decision.

The summit is being planned and will be facilitated by a committee made up of preK-12 and higher education members and staff. We encourage broad-based local teams to attend. This summit is for all MT A bargaining units, prekindergarten through higher education, no matter where you are in the bargaining cycle.

Register today at cvent.com/d/lbqsw8



New this year!

The 2018 MTA Bargaining Summit builds upon the work of previous summits and is designed for locals to engage more deeply on bargaining strategies that build our union and our power to win in negotiations. Summit participants will choose between the following workshop tracks:

Track 1: Deepening Open Bargaining

This track explores how we can open our negotiations, include members throughout the process and stand in solidarity to win stronger contracts. It will feature inspiring stories, reflections and lessons learned from MTA locals that have engaged in open bargaining. We will also share how to implement open bargaining best practices, including ratifying bargaining platforms, inviting members to the table and building solidarity between bargaining units. *Recommended for negotiating team members*

Track 2: Reimagining Contract Campaigns

What you win at the bargaining table is directly related to what you do away from it. To win stronger contracts, our members need to lead campaigns, stand together and take action in support of negotiations. This track focuses on how to conduct a contract campaign that works in tandem with your strategy at the table. It will cover contract action teams, how negotiations and contract action teams work together, how to develop a campaign strategy using power mapping, and how to engage in escalating contract actions that are creative and unite members. *Recommended for contract action team members and any member who wants to support negotiations*

Track 3: 'Bargaining for the Common Good'

This track explores how we can be bolder and broader in our contract negotiations and engage in inspiring Common Good campaigns that connect members more deeply with their union and communities. This track will discuss what we mean by the Common Good; the theory, strategy and seven key elements behind a Common Good campaign; and concrete steps for implementing one. This track will also provide inspiring examples of Common Good demands, including demands related to student, housing and racial justice issues. MTA locals will share their experiences with these campaigns. *Recommended for all*

Track 4: The Bargaining Summit 'Tasting Menu'

This track is for participants who want to learn about each of the negotiation strategies above. It will include three shorter workshops on open bargaining, contract campaigns and Bargaining for the Common Good. This is for those who want a broad exposure to ideas and strategies for how to build our power to win in negotiations. *Recommended for those who have not attended a previous bargaining summit*

PLENARY

9 – 10:15 a.m.

SESSION #1

10:30 – 11:45 a.m.

SESSION #2

12:45 – 2 p.m.

SESSION #3

2:15 – 3:30 p.m.

CLOSING SESSION

3:30 – 4 p.m.