



# December Bi-Monthly

December 9, 2021  
Hybrid Meeting

## Agenda

8:45 Welcome  
Margaret Driscoll, MASBO Executive Director & Mary Ellen Normen, MASBO President



**8:50 The 7 Habits of Highly Effective Collective Bargaining: Critical Steps in Preparation, Creating the Right Culture and Managing the Dollars**

*Dr. Thomas Campbell, Dennis-Yarmouth Regional School District, Human Resources Director*

When you enter your next round of negotiations, consider your role and how you can help make the experience highly effective for all stakeholders.

10:45 Coffee Break



**11:00 COVID and Collective Bargaining: Tips and Techniques**

*Joseph Bartulis Jr., Fletcher Tilton, Attorney*

Collective bargaining was hard enough in a pre-COVID environment. With 18 months of the pandemic under our belts, hear how we can integrate what's been learned into enhanced Collective Bargaining and Memoranda of Agreements.

12:00 Lunch

12:45 Board Elections & Positive Impact Fund, Daniel Gale & Anne Gulati, MASBO Board Directors



**1:00 Using Collective Bargaining to Increase Student Achievement**

*Nicholas Dominello, Valerio, Dominello & Hillman, LLC, Shareholder*

Learn how collective bargaining changes within districts, such as common planning time, improve teachers' instructional practices resulting in greater student achievement.



**2:00 Helping Your Stakeholders Understand Salary Budgets**

*Daniel Gale, Hudson Public Schools, Director of Finance and Operations*  
*Panel of SBAs*

A panel of SBAs will discuss how they have projected and explained the budget impact of salaries, including steps and lanes and COLAs, for union negotiations and at community stakeholder meetings. There will be small group breakout sessions to discuss how this has played out within your district with a wrap up in the full group to enhance your learning!



**2:45 DESE Update**

*Jay Sullivan, Department of Elementary and Secondary Education*

Hear the latest updates on what's coming down the pike from the Department.

3:00 Adjourn



**Feb 8: Educational Funding and Legislation**  
**March 9: Family & Community Engagement**  
**April 7: National Law Topics**

**\*Cancellations MUST be received in writing no later than December 2 in order to avoid being charged.\***