

2021 SSD ROPA Negotiating Orchestras Workshop
Via Zoom; all times Eastern

Wednesday, July 21, 2021

12:00—12:10 Welcome and Introductions; overview of AFM resources for bargaining
(Rochelle Skolnick, SSD Director/Special Counsel)

12:10—12:40 Local and Committee Relationships; Best Practices for Committee Service
(Jane Owen, SSD Negotiator)

12:40—1:10 Internal Organizing for Bargaining (Todd Jelen, SSD
Negotiator/Organizer/Educator)

1:10—1:15 Break

1:15—1:45 Preparation for Bargaining & Bargaining at the Table (Jane/Todd)

1:45—2:00 Using wagechart.afm.org to Support Bargaining Proposals (Laurence Hofmann,
SSD Contract Administrator and Data Coordinator)

2:00—2:30 Q & A/wrap up

Thursday, July 22, 2021

Noon-12:45 Bargaining Tools of Last Resort/Mandatory and Permissive Subjects of
Bargaining (Rochelle)

12:45—1:15 Media Language (Debbie Newmark, Director of Symphonic Electronic Media)

1:15—1:20 Break

1:25—2:00 Communication Basics and Networking for Strength (Jane/Todd)

2:00—2:30 Q & A/wrap up

Attendees are asked to hold questions until the end of each section, time permitting or until
the Q&A period.