

# Monday Morning Quarterback



**AGC of America**  
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA  
Quality People. Quality Projects.



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### EVENTS

### COLLECTIVE BARGAINING

#### Registration Now Open for AGC's Collective Bargaining Webinar Series

*February 16, 18, and 23, 2010*

Chapter staff, contractors and attorneys involved in the negotiation of collective bargaining agreements should [register now](#) for AGC of America's first-ever Web-based collective bargaining workshop. The webinar will be conducted in three 90-minute sessions on **February 16, 18, and 23**, starting at **2:00 p.m. Eastern Standard Time**.

#### Agenda:

*Note: Topics on any given day may be adjusted due to time considerations. Register for the bundle to be sure you don't miss any information of interest.*

#### **Feb. 16: Legal Issues**

- Intro to the NLRA
- Duty to bargain
- Unfair labor practices
- 8(f) vs. 9(a) relationships
- Project labor agreements
- Multiemployer bargaining
- Clauses: subcontract, anti-dual shop, PAC check-off, job targeting check-off, industry fund contribution, benefit fund contribution, hiring hall, scope of work
- Jurisdictional disputes
- Contract termination and renewal

#### **February 18: Preparing for Bargaining**

- Team organization
- Planning logistics
- Deciding strategy
- Reviewing background info
- Setting objectives
- Preparing proposals
- Gathering and using data

#### **Feb. 23: Bargaining Time**

- "Costing" the contract
- Negotiation strategies and techniques
- Bargaining table "do's and don'ts"
- Between sessions
- Impasse, strikes and lockouts

- ➔ One Mistake from Collapse: The 5 Things Construction Executives Must Know to Survive in 2010
- ➔ AGC Federal Contractors Conference

### CONSENSUSDOCS

- ➔ Check Out the Newly-Designed ConsensusDOCS Website!
- ➔ WEBINAR – Comparing AIA and ConsensusDOCS in a Real World Setting

### AGC PAC

- ➔ 2009 PAC Chapter Board Contest Recap and 2010 Contest Kick-off

### BOOKSTORE

- ➔ Bookstore Featured Product - Drawing the Line: How to Prevent Sexual and Other Harassment

### AGC AT YOUR SERVICE

- ➔ What Has AGC of America Done For Your Lately?
- ➔ Updated Chapter Exec Master Calendar

### Other Newsletters

- ➔ Construction Legislative Week in Review
- ➔ News & Views
- ➔ Data DIGest
- ➔ Environmental Observer
- ➔ Human Resource and Labor News
- ➔ The Knowledge Source
- ➔ Safety and Health
- ➔ Building Material
- ➔ Highway Facts Bulletin
- ➔ Federal Contractor Report
- ➔ The Pipeline
- ➔ Specialty News

### Presenters and Moderators:

- Michael Boldt, Partner, Law Firm of Ice Miller LLP
- Robert Gasperow, Executive Director, Construction Labor Research Council
- Mark Potnick, Director of Employment Law, Labor Relations & Safety Affairs, Ohio Contractors Association
- Steve Clark, Director of Labor Relations, Granite Construction Company
- Denise Gold, Associate General Counsel, Associated General Contractors of America

### Registration:

Click [here](#) to register.

Per Webinar: \$79 Members, \$99 Non-Members

Bundle: \$199 Members, \$250 Non-Members

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