

Intensive Labor Negotiations Academy

BUCKEYE ASSOCIATION OF SCHOOL ADMINISTRATORS

Presented by BASA and Bricker Graydon

December 3, 2026 | 8:30 a.m. – 2:15 p.m.

BASA | 8050 N. High Street, Suite 150 | Columbus, OH 43235

***Session is offered in-person or virtual**

AGENDA

- | | |
|-------------------------|---|
| 8:30 a.m. – 8:50 a.m. | Registration |
| 8:50 a.m. – 9:00 a.m. | Welcome |
| 9:00 a.m. – 9:40 a.m. | The Rules of the Road: Management Rights, Past Practice and Mandatory Bargaining
<i>Nicole Donovan and Joe Jenkins</i> |
| 9:40 a.m. – 10:10 a.m. | The Negotiator's Playbook: Part I – Building Your Bargaining Team
<i>Jason Stuckey and Aaron Ross</i> |
| 10:10 a.m. – 10:40 a.m. | The Negotiator's Playbook: Part II – Navigating Roadblocks at the Table
<i>Beverly Meyer</i> |
| 10:40 a.m. – 10:50 a.m. | BREAK |
| 10:50 a.m. – 11:20 a.m. | The Negotiator's Playbook: Part III – Using Financial Data to Drive Decisions
<i>Dane Gaschen and Sam Edwards</i> |
| 11:20 a.m. – 11:50 a.m. | The Negotiator's Playbook: Part IV – Benchmarking for Better Outcomes
<i>David Lampe</i> |
| 11:50 a.m. – 12:20 p.m. | LUNCH (provided for in-person attendees) |
| 12:20 p.m. – 1:00 p.m. | Avoiding Negotiation Pitfalls: Unfair Labor Practices and Good Faith Bargaining
<i>Kate Davis and Shannon Richards</i> |
| 1:00 p.m. – 2:00 p.m. | What's Next? A Discussion and Q&A About Legislative Trends, Early Bargaining Strategies, Contract Rollovers, and More
<i>Bricker Graydon Team</i> |
| 2:00 p.m. – 2:15 p.m. | Closing and Evaluation |