For unionized employers, the relationship between management and the union is often a delicate one. In many situations, employers feel that the pendulum swings too far in favor of organized labor—particularly when the employer is trying to compete in a global market during difficult economic times. But that doesn’t have to be the case. Join Jackson Lewis labor attorneys for this half-day seminar and learn how to recapture your rights as a unionized employer.

**TOPICS INCLUDE:**

**Withdrawal Liability.** If you’re not already dealing with this, you eventually will be. Low rates of return, significant benefit obligations, changing demographics and dwindling numbers of represented employees have made many collectively bargained defined benefit plans unsustainable. We will discuss strategies for dealing with this real, growing problem before it dramatically impacts your company’s net worth.

**Corporate Restructuring.** Corporate transactions such as mergers and acquisitions have significant consequences for unionized employers that extend beyond the terms of the transaction documents. In this context, we will discuss strategic pre-purchase approaches, due diligence, tips for negotiation of purchase/sale agreements, opportunities in union negotiations, and post-transaction steps available to employers.

**Affordable Care Act.** Now that health care reform is a reality, how will your organization prepare for the changes that go into effect this year, in 2014, and beyond? We will discuss how unionized employers can assess the financial impact of health care reform, meet any bargaining obligations, and develop proposals to protect their companies’ interests.

**Corrective Bargaining.** There are many hidden costs as well as restrictive language in collective bargaining agreements that impede an employer’s ability to compete. However, there are opportunities through what we call “corrective bargaining” to restore the needed balance.

**Contract Administration.** There also are opportunities to exercise management rights during the term of the union contract. We will discuss “big picture” and action plan approaches that employers have used to achieve their goals mid-term.

**WHO SHOULD ATTEND?**
*Jackson Lewis welcomes all corporate decision makers, in-house counsel, management-side labor relations professionals, and human resources executives to this program.*

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**DATES & LOCATIONS**

**May 21st | San Francisco**
Offices of Jackson Lewis LLP
50 California Street | 9th Floor
San Francisco, CA 94111

**May 30th | New York City**
Offices of Jackson Lewis LLP
666 Third Avenue | 29th Floor
New York, NY 10017

**May 31st | Boston**
Offices of Jackson Lewis LLP
75 Park Plaza | 4th Floor
Boston, MA 02116

All programs will run from 8:00 a.m. – 1:00 p.m.
Breakfast and Registration: 8:00 – 8:30
Program: 8:30 – 1:00 with a working lunch

**REGISTRATION FEE**
$125 per person
(Includes breakfast, lunch and program materials)

**Questions?**
Please contact Regan Harrison at regan.harrison@jacksonlewis.com

**CREDITS**
This program has been approved for 4.0 HRCL credits.

We will apply for CLE credit following the program, upon request. This program may be eligible for up to 4.0 hours of credit.

The number of credits approved in each jurisdiction will vary, and approval is not guaranteed.