

Labor Negotiations

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New Educational Series Practical Management Workshops

Over the past decade and accelerated by post-pandemic retirements, vacancies have substantially increased for key positions such as Business Administrators and Managers. As a result, many dedicated individuals have stepped into these key municipal positions; a tremendous task of navigating the varying laws, regulations, and procedures particular to New Jersey, without formal training.


The League is partnering with a long-time professional manager, Matt Watkins, founder of NJ Community Solutions, LLC, to provide practical municipal management instruction.

These Practical Management Workshops are a big step forward in the educational support of municipal officials throughout the State. They will provide small group instruction and hands-on learning to educate those working in key local government positions.

The program is designed for flexibility and affordability of instruction, providing options to select single workshops, choose a particular series based on an area of concentration, or the full 5-part series. Workshops are open to anyone currently working in, or interested in, local government. Those who finish the full 5-part series will be awarded a certificate at completion. Municipalities may also take advantage of pricing by utilizing the per class pricing discounts between multiple staff members. Private sessions will also be available, as the classes would be brought directly to your municipality and each class could accommodate up to 25 of your staff. For more details on current pricing, visit www.njlm.org/ManagementSeries.

Classes will be held in 3 - hour increments and include breakfast and a light snack when on attended on location. Each series will be offered twice per year to accommodate those travelling from both North and South Jersey.

Classes will be led by me, League Labor Consultant, Matt Watkins. My experience in municipal management spans 40 years in both local and state government administration, serving in three different states but primarily in New Jersey.

I have served in seven different New Jersey communities, ranging from urban to suburban municipalities. In addition, my previous roles have included the New Jersey Director of Local Government Services, Commissioner of the Public Employment Relations Commission, and President of the New Jersey Municipal Managers Association. 



WORKSHOPS The following list outlines 25 Workshops, divided into five series. All workshops include 3 hours of in-person instruction. For dates and more information, visit www.njlm.org/ManagementSeries.

General Management Series

1. Financial and Personnel Management
2. Public Works and Public Safety Management
3. Organizational Management (other departments), Supervision, and Labor Management
4. Council and Community Relations
5. Insurance, Understanding the Audit, Ethics

Labor Management Series

1. Contract Construction
2. Negotiations
3. Health Insurance Programs
4. Arbitration and Grievance Arbitration
5. Disciplinary Action

Human Relations Series


1. Health & Disability Management and Personnel Records
2. Payroll Management
3. FLSA and Paid Time Off Management
4. Labor Contract Management
5. Conducting Hearings

Council Relations Series

1. Communications
2. Managing a Split Council
3. Agenda Prep
4. Community Relations
5. Setting Expectations

Financial Management Series

1. Developing a budget
2. Reporting: State documents
3. Understanding the AFS
4. Capital Planning 1 year
5. Capital Planning 6 years.

 For more information about the NJLM Labor Advisory Service, email Matt@njcs.us or call 973-259-6177.