



SACRAMENTO OFFICE

t: 916-258-8800

f: 916-258-8801

gcochran@mgmt-strategies.com

PRACTICE AREAS

HR Management

Labor and Employee Relations

Operations Consulting

EDUCATION

California State University,
Sacramento, BA

CERTIFICATIONS

Certificates in Senior Professional in
Human Resources (SPHR)

Certificates in Labor Management
Relations – UC Davis Extension

Certificates in Human Resources
Management – CSU Sacramento
Extension

Georgia Cochran

Consultant

NEGOTIATIONS EXPERIENCE

Ms. Cochran has more than 28 years of experience in labor relations and human resource management which includes experience as a labor union negotiator and as a public sector executive manager. A high level overview of her California labor relations experience includes:

- **Operating Engineers Local #3 and City of Vacaville Employees Association**
Served as a member of the Local #3 bargaining team during concession negotiations; served as chief negotiator for the City's General Employees Association which included negotiating a restructure of certification and on-call pay as well as overtime concessions.
- **Sacramento County**
Served as Human Resources Manager, IT Manager and Chief Negotiator for multiple contracts. Served as Chief Negotiator for the Water Quality Unit (Local 39), Operations and Maintenance Unit (Local 39), Engineers and Architects Units (APECS), Engineering Technicians and Technical Inspectors (ETTI), General Supervisory Unit (Teamsters Local 150), Building Trades Unit (Sacramento-Sierra Building and Construction Trades Council Association). Served as chief negotiator during the bargaining to reduce the County's health care contributions from 100% of the Kaiser rate to an 80% across the board share. Negotiated the close of the 2006 labor strike to a successful conclusion.
- **Solano County**
Served as Assistant Director of Human Resources from 2006 – 2011 and as Director of Human Resources from 2011-2012. Managed the human resources function for the County which included serving as chief negotiator for multiple labor contracts. Also negotiated concession contracts from 2009 through 2011.
- **Sloan Sakai Yeung & Wong**
Georgia has worked as a Consultant with the firm from March 2013 to present. During that time, she has served as chief spokesperson in negotiations for the City and County of San Francisco, the Counties of Solano, Sacramento and San Joaquin, and the City of Roseville. She has also served as the Interim HR Director for the County of San Benito and the County of Stanislaus. Georgia has also completed several projects related to the City of Stockton's Municipal Utilities Department.

Management Strategies Group

SLOAN SAKAI YEUNG & WONG LLP

BERKELEY | SACRAMENTO | SAN FRANCISCO

555 Capitol Mall, Ste. 600

Sacramento, CA 95814

O: 916.258.8800

F: 916.258.8801

mgmt-strategies.com