

**From:** "Erickson, John G" <[JERICKS2@Fairview.org](mailto:JERICKS2@Fairview.org)>  
**Date:** January 8, 2019 at 3:23:58 PM CST  
**To:** "[cassy.fogale@mnnurses.org](mailto:cassy.fogale@mnnurses.org)" <[cassy.fogale@mnnurses.org](mailto:cassy.fogale@mnnurses.org)>  
**Cc:** "Heckmann, Robb D" <[RHECKMA1@Fairview.org](mailto:RHECKMA1@Fairview.org)>  
**Subject:** Fairview - MNA Negotiations

Dear Cassy,

To follow up on our conversations and correspondence regarding the negotiations between Fairview Health Services, University of Minnesota Medical Center – West Bank and Fairview Southdale Hospital and the MNA in 2019, I want to convey our thoughts on a potential approach.

Given the MNA's rejection of our offer to conduct a wages only negotiation, we propose bargaining jointly with both Fairview hospitals together on a local table basis.

Again, we look forward to a collaborative and productive negotiation with the MNA and await your response.

Sincerely,

John G. Erickson  
System Director, Labor Relations  
Fairview Health Services