



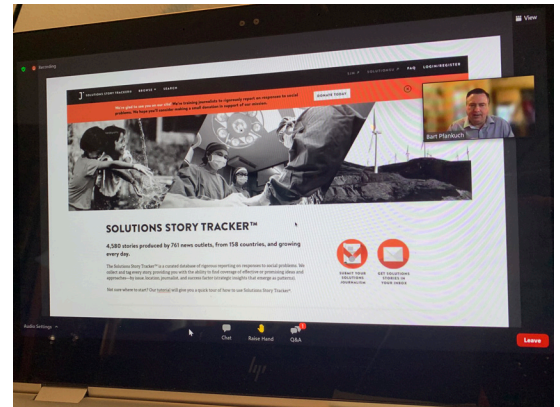
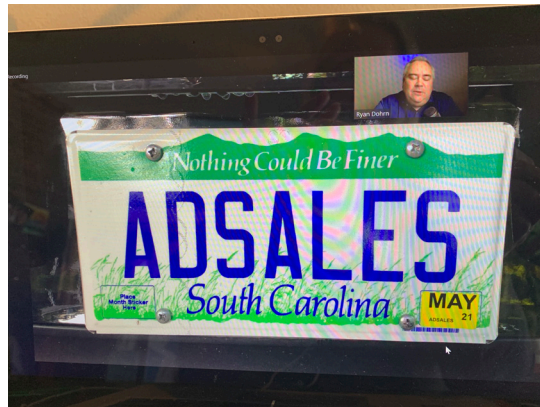
Iowa Newspaper Association Bulletin

www.INAnews.com

CALENDAR of EVENTS

WEBINARS

How To Get Better Photos
With Less
Friday, March 5



Ryan Dohrn presented "Re-Igniting The Post-COVID Sales Conversation With Advertisers" and Bart Pfankuch presented "Reporting on Problems While Seeking Solutions" at the 2021 Tri-State Newspaper Convention. (Photo: Susan Patterson Plank)

Tri-State Newspaper Convention draws more than 500 attendees

Newspaper professionals from 14 states participated in the 2021 Tri-State Newspaper Convention, a virtual program presented on Feb. 4-5 by the Iowa, Minnesota and Wisconsin newspaper associations.

More than 500 people registered for the two-day, virtual event that provided insights from more than 20 speakers on subjects ranging from "Publishing Through a Pandemic" to "Covering Misinformation and Disinformation" and "Reporting on Race." The program also included discussions about driving revenue, overcoming sales objections, increasing online traffic, improving storytelling and photography skills, and seeking out solutions in reporting, as well as sessions highlighting digital publishing and data journalism tools. In addition to workshops, attendees also interacted with peers and sponsors during roundtables and idea exchanges.

"I participated in several sessions and look forward to viewing a few recordings of those sessions I could not attend," said Jim Pumarlo, a newspaper consultant and author. "You obviously can't beat the face-to-face interaction of in-person conventions, but this was very good. Excellent programs on a variety of topics."

All convention attendees received access to a video archive of the entire convention, which is available



through March 15.

The convention — the first of its kind among the three groups — was a partnership prompted in part by the coronavirus pandemic, as the associations worked to serve members while adhering to gathering restrictions and other COVID-19 safety recommendations.

Many attendees expressed interest in including a virtual or on-demand component in future conventions.

"Not all of our staff can attend every year, so making [the convention] available to them on their time schedule is so helpful," one attendee explained.

The Tri-State Convention was sponsored by Coda Ventures; Interlink; Modulist; Metro Creative Graphics; Software Consulting Services; The Star Tribune; Our-Hometown; Tecnavia; Town News and Grimes, McGovern & Associates.

meeting minutes

INA Services Company Board of Directors | January 28, 2021



INA Services Company Board of Directors Meeting Minutes

The INA Services Co. Board met via Zoom at 1:35 p.m. with the following members present: Becky Maxwell, Albia Union-Republican; Karen Spurgeon; Bloomfield Democrat; Deb Anslem, Davenport Quad-City Times; Terry Christiansen, Fort Dodge Messenger; Tony Baranowski, Iowa Falls Times-Citizen and Matt Bryant, Washington Southeast Iowa Union. Also present were Samantha Fett, INA Services Co; Jana Shepard, INF; Susan Patterson Plank, INA.

Votes taken:

- A. On a motion by Bryant, seconded by Baranowski, the minutes of the November 12, 2020 board meeting was approved.

Other items discussed:

- A. The board heard a sale update from Fett.
B. The board received a board attendance report.

There being no further business the meeting was recessed at 1:40 p.m.

The meeting was reconvened on at 3:28 p.m. for the election of officers, with a quorum present.

Votes taken:

- A. On a motion by Maxwell seconded by Baranowski the following slate of officers was elected:
- Ron Gutierrez, Clinton Herald, President
 - Tony Baranowski, Iowa Falls Times-Citizen, Vice President
 - Matt Bryant, Washington Southeast Iowa Union, Secretary/Treasure

The meeting was adjourned at 3:30 p.m.

Respectfully submitted,
Samantha Fett

INA General Excellence Award Winners

The INA found an error in the spreadsheet that is used to calculate General Excellence Awards. The error impacted second and third place winners in three circulation categories. Point totals for General Excellence Awards have been updated online at <https://inanews.com/convention/contestresult>. Newspapers impacted were contacted directly. We apologize for this error.

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BOARD PRESIDENTS

Iowa Newspaper Association

Karen Spurgeon, Bloomfield Democrat
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karen@bdemo.com

INA Services Company

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becky@albianews.com

Iowa Newspaper Foundation

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U.S. MAIL

Iowa Newspaper Association
319 East 5th St.
Des Moines, IA 50309

INA LEGAL HOTLINE

515-283-3100 (paid service)

**Iowa Newspaper Association
Annual Meeting | January 28, 2021**

The meeting was called to order at 3:00 p.m. via Zoom with a quorum present.



*Iowa Newspaper
Association Annual
Meeting Minutes*

Votes taken:

- A. On a motion of Paula Buenger, Spencer Daily Recorder, seconded by Matt Grohe, Clear Lake Mirror Reporter the following slate of candidates was elected to the INA Board of Directors:
- Bill Tubbs, Eldridge North Scott Press to a second, three-year term;
 - Jeff Wagner, Sheldon N'West Iowa REVIEW to a second, three-year term;
 - Zack Kucharski, Cedar Rapids Gazette to a first three-year term; and
 - Bob Woodward, Dubuque Telegraph-Herald to a first three-year term.

There being no further business, the meeting was adjourned at 3:15 p.m.

Respectfully submitted,
Susan Patterson Plank

**Iowa Newspaper Foundation
Annual Meeting | January 28, 2021**

The meeting was called to order at 3:15 p.m. via Zoom with a quorum present.



*Iowa Newspaper
Foundation Annual
Meeting Minutes*

Votes taken:

- A. On a motion by Corey Lindsey, Leon Reporter, seconded by Mike Ralston, Iowa Association of Business and Industry, the following candidates nominated by the INF Nominating Committee were elected to the INF Board of Directors:
- Chris Conetzkey, Des Moines Business Record to a second three-year term;
 - Carl Vieregger, Drake University to a second three-year term;
 - Mike Ralston, Iowa Association of Business and Industry to a second three-year term; and
 - Lisa Miller, Rock Rapids Lyon County Reporter to a first three-year term.

There being no further business, the meeting was adjourned at 3:18 p.m.

Respectfully submitted,
Susan Patterson Plank

**INA Services Company
Annual Meeting | January 28, 2021**

Becky Maxwell, Albia Union-Republican called the Annual Meeting of the Shareholders to order at 2:05 p.m. via Zoom. Susan Patterson Plank acted as secretary of the meeting.



*INA Services
Company Annual
Meeting Minutes*

Present was Karen Spurgeon, Bloomfield Democrat representing the Iowa Newspaper Association, the sole shareholder of the INA Services Company.

Upon a motion duly made and adopted, the following were elected as directors of the corporation:

- Sarah Lefeber, Ames Iowa State Daily
- Ron Gutierrez, Clinton Herald
- Deb Anselm, Davenport Quad-City Times
- Terry Christensen, Fort Dodge Messenger
- Tony Baranowski, Iowa Falls Times-Citizen
- Trevis Mayfield, Maquoketa Sentinel-Press
- Chad Pauling, Sioux City Journal
- Matt Bryant, Washington Evening Journal

There being no further business, the meeting was adjourned at 2:07 p.m.

Respectfully submitted,
Samantha Fett

SPECIAL RECOGNITION

BEST OF CLASS ADVERTISING

Spencer Daily Reporter
Dubuque Telegraph Herald
Hawarden Independent/
Ireton Examiner
Eldora Newspapers
Sheldon N'West Iowa Review

GENERAL EXCELLENCE

Iowa City Daily Iowan
Des Moines Register
Hawarden Independent/
Ireton Examiner
Sheldon Mail-Sun
Sheldon N'West Iowa Review

JAY P. WAGNER PRIZE FOR YOUNG JOURNALISTS

ELIJAH DECIOUS
Fort Dodge Messenger
ANDREA SAHOURI
Des Moines Register
ROBERT MAHARRY
The Grundy Register

OUTSTANDING YOUNG IOWA JOURNALIST

ELIJAH DECIOUS
Fort Dodge Messenger
ANDY ABEYTA
Cedar Rapids Gazette

HARRISON "SKIP" WEBER INVESTIGATIVE REPORTING

JEFF MONTGOMERY
Dubuque Telegraph Herald
SARA KONRAD BARANOWSKI
Iowa Falls Times Citizen

BILL MONROE INNOVATION

Cedar Rapids Gazette



The Surf Ballroom in 1948. (Photo: State Historical Society of Iowa)

INF offers free content from Iowa Department of Cultural Affairs

New articles available today! The February series of articles are available today for download from the INA website, and cover the follow topics:

- **'The Film Lounge'** - Seven Iowa filmmakers showcase their latest short films, each between 2 and 20 minutes, in the fifth season of "The Film Lounge," which premieres statewide Feb. 6 on Iowa PBS. This year's entries include stories about a lighthouse keeper in Ireland, a guy who skates down the California coast, and a husband who worries his wife might replace him with a mail-order clone.

- **Surf Ballroom Now a National Historic Landmark** - Few places conjure up the sounds of the past as vividly as the Surf Ballroom on the north shore of Clear Lake. Iowans are justly proud of it, and now, other Americans can be, too: The U.S. Department of the Interior recently designated the ballroom as a National Historic Landmark.

Visit <https://inanews.com/resources/sponsoredcontent/> to download this month's series and to view the archive of articles from previous months.

FREE MEMBER EXCHANGE

▼ HELP WANTED

ADVERTISING SALES OPPORTUNITIES. Eastern Iowa Media Group - Mount Vernon/Lisbon Sun in Mount Vernon, Iowa. Support your business community and your neighbors with local advertising in print and online. This position is full-time, ensures a competitive wage and is eligible for a truly comprehensive benefit package. Apply online and include your resume and a cover letter. The Mount Vernon/Lisbon Sun is a product of Woodward Community Media, a division of Woodward Communications, Inc. Account Executive - Outside Sales - EIMG-S - Mt. Vernon wcinet.com/careers 0224

ADVERTISING SALES OPPORTUNITIES. Eastern Iowa Media Group - Solon Economist in Solon, Iowa. Support your business community and your neighbors with local advertising in print and online. This position is full-time, ensures a competitive wage and is eligible for a truly comprehensive benefit package. Apply online and include your resume and a cover letter. The Solon Economist is a product of Woodward Community Media, a division of Woodward Communications, Inc. Account Executive - Outside Sales - EIMG-S - Solon wcinet.com/careers 0224

FEATURE/SPORTS REPORTER. Feature/Sports reporter needed for The News of Kalona Iowa. Must be able to cover meetings, do features and help with covering high school sports events. Full or part time position Must also be able to do some photography. Hourly pay depends on ability and experience. Contact Ron Slechta, The News 319-400-7072 or publisher@thenews-ia.co.m

MANAGING EDITOR. Enterprise Media Group, a progressive regional publishing company headquartered in Blair, Neb., is seeking a managing editor for our community newspaper group based out of Seward, Neb. Duties will include managing an editorial staff, story assignments, reporting, photography and oversight of our online digital products. If you're an experienced journalist, with good management skills, this could be a great opportunity for you. We're looking for someone who has a love of community journalism, and can bring new ideas to the table to help us better serve our communities. At Enterprise Media, you'll know your bosses. We have been a family-owned media company for six generations with 12 community newspapers in Nebraska and Iowa. We offer competitive pay, paid vacation, health insurance, retirement plan and other benefits. Let us tell you more about this great opportunity. Please send your resume and cover letter to Group Editorial Director Leeanna Ellis: editor@enterprisepub.com

NEWS REPORTER. The Le Mars Daily Sentinel, a four-day-a-week newspaper in northwest Iowa, seeks a motivated news reporter who can generate ideas, turn in accurate and well-organized stories, meet daily deadlines and work well with our newsroom. The ideal candidate must have experience using InDesign and be comfortable with digital photography. The Daily Sentinel also offers a competitive starting salary and solid benefits package. Please forward resume, cover letter and clips to Kim Fickett, senteditor@gmail.com, or mail to Editor, Le Mars Daily Sentinel, 41 First Ave. N.E., Le Mars, IA, 51031.

MANAGING EDITOR. What's not to like? Great newspaper town, big coverage area, assistant editor, sports editor, experienced ad and design staff, publisher from the news side, insurance and benefits, family ownership that cares about the product in addition to the bottom line - how does it get better in this modern media age? So, are you

interested in discussing being the next managing editor of the Kossuth County Advance in Algona, where you will plan, write, shoot, design and impress the community with a great product? Are you ready to step in where our retiring ME is leaving off? Email your credentials, list of skill sets, accomplishments and resume to publisher@algona.com. This position requires relocation to the immediate area. All applications held in the highest confidence.

REPORTER. The Globe Gazette in Mason City seeks a talented reporter who can apply their skills as an insatiably curious and colorful writer to our education and public safety beat. We aim high - we're looking for someone who understands and believes in using analytics as a tool to help inform coverage, who can respond quickly and accurately to news as it develops and who can dig deep and ask tough questions as a watchdog. If you can only write institutional stories, this is not the job for you. Social media and mobile reporting skills (photography, video, Facebook Live) are also a must. So, what do you get? A close-knit, collegial newsroom with editors ready and willing to push you to do your best work. Some of the lowest living costs in the Midwest and a home less than a day's drive away from Minneapolis/St. Paul, Chicago, St. Louis, Kansas City and five Major League ballparks. Competitive wages, benefits, vacation time and a 401K are part of the package. Please submit a resume, cover letter that explains what you'd do to develop education and public safety sources in Mason City and five of your best clips with your online application. The North Iowa Media Group is a division of Lee Enterprises, a leading provider of high quality, trusted, local news and information, and a major platform for advertising, with daily newspapers, rapidly growing digital products and nearly 300 weekly and specialty publications serving 49 markets in 20 states. Lee's local media organizations generate more than 70 million monthly web visits and have a total circulation of 0.8 million daily and 1.1 million Sunday. Lee's markets include St. Louis, MO; Lincoln, NE; Madison, WI; Davenport, IA; Billings, MT; Bloomington, IL; and Tucson, AZ. Lee Common Stock is traded on the New York Stock Exchange under the symbol LEE. For more information about Lee, please visit <http://www.lee.net>. Drug free and Equal Opportunity Employer. 0217

▼ FOR SALE

NEW LISTING! For sale: Bunn Tying machine for sale. Very little use. Excellent condition. \$300 or OBO. Call Jeff Wagner at The N'West Iowa REVIEW by phone at 712-348-3351 or email jwagner@iowainformation.com.

For sale: Northwest Iowa weekly newspaper with supplement and printing shop. County legal plus legal for four towns. Newly remodeled brick/block building, equipment, large inventory included. Selling because of age/health. Phone 712/230/1405 or e-mail rouse@nethtc.net

Considering a sale of your newspaper but not sure where to start? Iowa's newest media broker, Scenic Trail Media Brokers, LLC, is here to help you. Scenic Trail Media Brokers will work with you in every step of the process to properly market your newspaper to help you attract the right buyer for your property. We'll work with you until the final closing to make sure you get top dollar. Call Ryan Harvey today at 515-689-1151 or reach him by email at scenictrailmediabrokers@gmail.com for more information.

MEMBER EXCHANGE - cont. on page 5



Iowa Newspaper Association

Bulletin

www.INAnews.com

IN THIS ISSUE...

- How to Take Better Photos With Less

MEMBER EXCHANGE - cont. from page 4

View and submit ads on the Internet at www.INAnews.com. Students and professionals may also submit their resumés for online viewing.

There is no charge for most of these ads. They are a free service to INA active (newspaper) members only. The name of the newspaper in the ad must be the same as published in the current INA Directory.

If you are trying to help an employee relocate, please send us the ad information on your letterhead, rather than having the employee write us. We will not run ads for persons living in a member's town without first clearing the ad with the publisher.

Please have copy to the INA office no later than noon on Monday. The INA will make the determination of whether an ad qualifies for free or paid publication. If payment for an ad is not enclosed with the ad, the INA will require payment in advance before the ad will be published.

Ads for products or services which could be marketed for a profit may be published for a fee of \$10 per insertion, paid in advance, with a 40-word maximum.

Recruitment (help wanted) ads for positions in states other than Iowa may be published for a fee of \$25 per insertion, with a 100-word maximum.

For more information, contact Cicely Gordon at cgordon@inanews.com.

Submit your proposal for a grant up to \$5,000!

Applications accepted March 1-22, 2021

The Iowa Newspaper Foundation will make grants available for local journalism projects that would not be otherwise be funded or executed as well without financial support. The Foundation anticipates providing up to \$5,000 in for worthy projects.

WHAT IS THE PURPOSE OF THIS PROGRAM?

To advance the cause for local journalism in Iowa, by providing financial support for specific journalism initiatives that are of high value to stakeholders [INA members, general public] and address areas of particular need or could not otherwise be accomplished without the support.

WHAT CAN THE FUNDS BE USED FOR? BY WHOM?

Grant requests covering a variety of purposes will be considered; all requests must align with the statement of purpose. Proposals must be for a specific project— general or operational funding proposals will not be considered. The Grant Review Committee has discretion over the approval of grant funds. INA members, nonprofit organizations, institutions of higher education, K-12 schools, and individuals associated with these organizations may apply.

THE STRONG COMMUNITIES STRONG NEWSPAPERS FUND

EXAMPLES OF PROJECTS INCLUDE:

- an investigative reporting project
- costs associated with staff professional development training
- support for a project by a like-minded non-profit organization

WHO WILL COMPRISE THE GRANT REVIEW COMMITTEE?

All requests are considered by the Grant Review Committee. The committee is comprised of the INF Executive Committee, additional committee members may be nominated by the INF President.

HOW CAN I APPLY?

The link to apply will be available at INAnews.com from March 1-22, 2021

If you have any questions feel free to reach out to Jana Shepherd at (515) 422-9051 or jshepherd@inanews.com.



An Iowa Newspaper Foundation webinar...

HOW TO GET BETTER PHOTOS WITH LESS



Iowa New Member
Benefit: **FREE!**
Use Discount Code:
IAwebinars

Friday, March 5 · 1-2 p.m.

Registration fee: FREE · Deadline: March 2

IN THIS WEBINAR...

Journalists are being asked to do everything these days: write, edit, post to social, take the photos, take the video, design the layout and don't miss deadline. This course will go over some basic and advanced techniques to improve your photography with whatever kind of camera and amount of time you must work with. If you're shooting with a phone or DSLR, this discussion is for you.

THE PRESENTERS...

Kelsey Kremer



Kelsey Kremer is an Emmy award winning photojournalist and life-long Iowan. She's been making photos and videos for the state's largest newspaper, the Des Moines Register, since 2013. In her time at the Register she's traveled all over the state and half-way around the world sharing stories about Iowans. In 2017, she was the recipient of a Pulitzer Center on Crisis Reporting grant for a two-week reporting trip to China to document Iowa's role in U.S., China relations. She is a graduate of Iowa State University's Greenlee School of Journalism and Communication.



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