



Iowa Newspaper Association Bulletin

www.INAnews.com

CALENDAR of EVENTS

MEETINGS

INA, INF, INA Services
Company Board Meetings
Friday, June 18

WEBINARS

Effective Advertising for a
Small Business Budget
Thursday, July 22

EVENTS

INA Summer Workshop
Thursday, June 17
Arrowhead Resort &
Convention Center
Okoboji, IA

The legislative session— good news and bad news

SUSAN PATTERSON PLANK
IOWA NEWSPAPER ASSOCIATION



Susan
Patterson Plank

The First Session of Iowa's 89th General Assembly adjourned just prior to midnight on Wednesday, May 19, 2021. It was a challenging session with some significant wins and some significant losses. In 2021 the following activity was monitored on behalf of Iowa Newspaper Association members:

- 1,556 bills and study bills (study bills are prospective committee bills) were introduced
- 37 resolutions were introduced
- 782 amendments were filed. Amendments can be as simple as changing a single word in a bill or can be the equivalent of a lengthy, complicated bill.
- 168 bills and resolutions passed both chambers and were sent to the Governor

PUBLIC NOTICES

We were successful in killing four public notice bills that would have effectively provided all levels of government the ability to place public notices on governmental websites instead of in newspapers. I want to thank all of you who reached out to your legislators to stop these bills. Our approach during this process was laser-focused and we were able to kill two of these bills prior to subcommittee meetings. To give you a sense for the level of the fight during one subcommittee meeting approximately five different organizations spoke—representing all forms of government entities. All spoke in favor of the bill. We were the only organization speaking against the bill. And yet the bill did not pass. That is due to the emails and phone calls made by publishers in the very short window between the bill being introduced and getting to subcommittee; and to the work of our lobby team working directly with legislators. And the same day this public notice bill died—another was literally introduced.

We did lose some battles though. The largest loss was a bill that we had no expectation of it moving. It was

an election bill. It was the last bill passed shortly before midnight. Bill SF 289 was approximately 15 pages long. The bill addressed the conduct of elections, including nominations, procedures for proposed amendments to the Iowa constitution, absentee voting and effective date provision. About halfway through this bill, a small change was made. The ballot notice shall now LIST the names of all candidates or nominees and the office each seeks versus SHOWING the names by publishing a facsimile of the ballot.

Another battle lost was with the Area Education Agency budget meetings. SF 289 amends the provisions for notice of budget meetings to be published by a newspaper of general circulation in the territory and on the AEA's internet website.

The final impact to public notice requirements was a minor change in a specific public notice as it relates to the amount of the assessment of costs and expenses of construction of improvements as apportioned to each owner.

The final impact to the public notice requirements is a small change in a specific public notice. SF 353 is a bill relating to drainage and levee districts, by providing for notices to interested persons including landowners in the district, and for repairs that require a report by an engineer or soil and water conservation district conservationist. The bill provides that the newspaper publication is not required to include a statement listing the amount of the assessment of costs and expenses of construction of improvements as apportioned to each owner if it is posted in the office of the county auditor and on the county's internet site.

FREEDOM OF INFORMATION

Although SF 480 did not pass, we made significant strides on this effort. SF 480 would require public record request fees be reasonable and not include charges for legal services. This bill remains alive for next year's session. I would like to thank Carol Hunter, The Des Moines Register; Randy Evans, Iowa FOI Council; and Zack Kucharski, Cedar Rapids Gazette for their assistance on this bill.

SF 342, known as the "Back the Blue" bill added a

LEGISLATIVE SESSION - cont. on page 6

We can't wait to see you at the INA Summer Workshop!

Join your colleagues for a day of idea sharing. Lunch will be included during our moderated panel discussion, followed by idea exchanges from 1:00-4:00 p.m. Happy hour starts at 5:00 p.m. on the Sundeck Patio with an optional dinner at 6:00 p.m. Sessions that are currently being planned include:

- **RETAINING (OR GROWING!) PRINT AND DIGITAL SUBSCRIPTIONS**
- **NEW REVENUE IDEAS**— What services or products are members having success selling to advertisers?
- **PRINT VERSUS DIGITAL**— Successfully managing both for content and advertising!
- **MEASURING, MONITORING AND MOTIVATING YOUR SALES STAFF!**

Following the moderated discussions, join us for happy hour at the bar and an optional dinner! Register now for \$25.00 which includes lunch!

DETAILS

REGISTRATION: \$25.00

WHEN: Thursday, June 17, 2021

WHERE: Arrowwood Resort & Convention Center
1405 Highway 71, Okoboji, IA 51355

HOTEL RATE: \$124 +tax (Thursday evening)

Check in: 4:00 p.m. | Check out: 11:00 a.m.

TIME: Check-in/registration starts at 11:00 a.m. on the Sundeck Patio

REMINDER: THE INA BULLETIN WILL BE PUBLISHED BIWEEKLY THROUGH THE SUMMER MONTHS.

The Strong Newspapers Strong Communities Fund announces grantees

In 2019, the Iowa Newspaper Foundation launched the Strong Newspapers Strong Communities Fund grant program to advance the cause for local journalism in Iowa, by providing financial support for specific journalism initiatives that are of high value to our stakeholders and address areas of need or could not otherwise be accomplished without the support. Many deserving grant proposals covering a variety of purposes were considered.

We are proud to announce three grantees in 2021: the Red Oak Express for a student page program that highlights local high school students work, the West Liberty Index for building community with bilingual outreach initiative, and the Western Iowa Journalism Foundation for a project to combat COVID-19 vaccine myths. A total of \$5,000 was awarded in 2021. Congratulations to this year's awardees.

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INA LEGAL HOTLINE

515-283-3100 (paid service)

Register editor: Big tech is squeezing the finances of newspapers in Iowa and across U.S.; here's how an antitrust bill could help

Google and Facebook stack the deck against newspapers and broadcasters by refusing to compensate publishers for the work their journalists produce.

CAROL HUNTER
DES MOINES REGISTER

Just as Iowa is a state of small towns, it's a state boasting an extraordinary number of small but widely read newspapers — more than 250.

That's No. 3 in the nation on a per capita basis. Most are weeklies delivering news about the city council, local businesses and high school sports to readers in their town or a cluster of neighboring towns. They're part of what keeps a town vibrant, providing jobs and connecting the community with shared stories of hardship and celebration.

But from the smallest weekly to the Des Moines Register, the largest news organization in Iowa, the shift of readership and advertising to online platforms has dramatically shrunk the revenue that supports local reporting.

In just over a year, Iowa has seen a reduction of 15 newspapers, most of them merged into neighboring operations, said Susan Patterson Plank, executive director of the Iowa Newspaper Association.

It's a pattern seen across the country. The news industry has lost more than 28,000 jobs since 2008, and more than 1,800 communities have lost their local newspapers since 2004, including 52 in Iowa, according to the News Media Alliance.

It's not that fewer people are interested in the news that their trusted local newspapers provide: 83% of Iowa adults read a print or digital newspaper, according to Iowa Newspaper Association data. Counting print and online readership combined, more Americans read the work of newspaper journalists than ever before.

The problem is that two tech giants, Google and Facebook, have a stranglehold on online news and advertising, denying newspapers the revenue they deserve. The same is true for local broadcasters.

This duopoly stacks the deck at every turn:

- First, they literally control access to the news. While I'm grateful for the loyal Register readers who have downloaded our app or otherwise go directly to our websites, research shows most Americans access their news from the stories that surface in their Facebook feed or through Google searches. And at their whim, the two companies change the algorithms that control what users see easily and what they don't.
- Google and Facebook benefit tremendously from distributing the in-demand news content that newspapers provide, which in turn

boosts the companies' advertising revenue. But they have made the business decision to pay publishers little if anything for their journalism, in contrast to the companies' practice of compensating music publishers and other creators.

- They also control an estimated 80% of digital ad spending. While some news organizations, like the Register, participate in advertising partnerships, the tech giants return only a fraction of revenue to participating publishers. They also leverage the vast amount of data they collect on users to attract even more business and shut out competitors.

The result is that newspapers are cut off from revenue needed to pay reporters, photographers and editors to cover local news in their communities.

What can be done to combat big tech's anticompetitive practices and give local publishers a better shot at reclaiming a fair return?

One step in the right direction would be passage of the Journalism Competition and Preservation Act, also known as the Safe Harbor Bill, which would allow a four-year antitrust exemption to permit news organizations big and small to work together to negotiate with Google and Facebook to secure fair compensation for the journalism the publishers produce.

Some critics of the measure say it risks creating a monopoly of "big media" in the effort to rein in the monopoly of big tech. The reality: Big tech dwarfs all TV, print and digital news media in the U.S. combined, garnering nearly four times the revenue as of 2018, according to News Media Alliance data.

The bill, which has bipartisan sponsors, has been referred to the Senate Judiciary Committee, where Sen. Chuck Grassley of Iowa is ranking member and could be key in steering its passage.

Other newspaper representatives and I had the opportunity to speak with Senator Grassley about the bill earlier this month. Grassley is a veteran of fighting the ills of consolidation and vertical integration in the agriculture industry, and I observed that big tech is following the same pattern.

Grassley said he was open-minded about the bill, but if he ultimately lends his support, it might be for reasons other than what we newspaper representatives had discussed. He voiced his belief that big tech unfairly censors conservative viewpoints, most notably by banning former President Donald Trump from Facebook, Twitter

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Behind-the-scenes shots of the film crew in Storm Lake are available. (Photo: Hazel Pictures.)

New film spotlights an Iowa newspaper

MICHAEL MORAIN

IOWA DEPARTMENT OF CULTURAL AFFAIRS

Newspaper editors are rarely at a loss for words. But Art Cullen, the Pulitzer Prize-winning editor of The Storm Lake Times, paused for a moment when asked to describe a new documentary about his family's newspaper.

"It's beautiful and it's overwhelming," he said. "When you've been on the other side of the camera your whole life, it's weird seeing yourself as the focus. You've been taught since journalism school that you're not the story."

But that story — about the paper and the family who keeps it running — plays out in the quiet drama of "Storm Lake," which premieres this month at a handful of nationally prominent film festivals. The 90-minute film offers an unvarnished look at a small town on the Iowa prairie, where shifting crosswinds of global economics, industrial agriculture and immigration are transforming traditional ways of life.

A few years ago Cullen caught the attention of a filmmaker named Jerry Risius, who grew up in Buffalo Center, near the Minnesota state line, and teaches cinematography at the School of Visual Arts in New York. Risius spent 15 years crisscrossing the world with the late Anthony Bourdain to shoot the travel series "No Reservations" and decided to visit Cullen during a trip back home to Buffalo Center.

The two hit it off, and Cullen agreed to let Risius shoot some preliminary footage in the newsroom.

"If I expect people to answer my phone calls, I should be answering theirs," Cullen said. "What's good for the goose is good for the gander."

Besides, he added, "Jerry really gets it. He understands what we're doing, and he understands the story of how rural Iowa has changed, really dramatically."

Risius pitched the idea to a New York colleague named Beth Levison, and together they hatched a plan to co-direct a full-length documentary. They started shooting in April 2019, when Cullen moderated the first multi-candidate forum of the 2020 presidential campaigns, and wrapped about a year later, when Storm

Lake's meatpacking plants became hot spots in the Covid-19 pandemic.

In between, the film crew captured the daily rhythms and deadline rush of the newsroom, where Cullen's brother John is the publisher and Cullen's wife, Dolores, and son Tom work as reporters. The family dog, Peach the newshound, gets some screen time, too.

"We wanted it to feel really authentic," Levison said, "to feel really rooted in the place and its people."

She got a big boost from the acclaimed folk singer Andrew Bird, who grew up in the Midwest and agreed to create film's understated soundtrack.

By chance, Levison also met Iowa's state film commissioner, Liz Gilman, at an American Film Institute event in Washington, D.C. Gilman helped connect the "Storm Lake" team to local production resources in Iowa.

"Iowa has so many stories to tell," said Gilman, who leads Produce Iowa, a division of the Iowa Department of Cultural Affairs. "We do our best to make out-of-state filmmakers feel welcome, and we always enjoy seeing what they capture during their time here."

Levison said she hopes this particular Iowa story "challenges assumptions about Iowa and shows what an unusual and diverse and vital place [Storm Lake] is. The national media feed us a certain image of rural America, and we really wanted to show something else."

She also said the film reminds people about the value of local news.

"We worked really hard to show what The Storm Lake Times does for the community," she said. "Not everybody agrees with its editorials, but most people in town really appreciate the Cullens and their work there."

Watch the show

"Storm Lake" premieres in June at several national film festivals. Details about showtimes and tickets — for in-person and virtual screenings — are posted on the documentary's website at stormlakemovie.com

This article was provided by the Iowa Culture Wire, a free service of the Iowa Department of Cultural Affairs. Visit <https://iowanews.com/resources/sponsoredcontent/> to download this month's series and to view the archive of articles from previous months.



Don't miss out on the third installment of the INA police video investigative series!

In November, the Iowa Newspaper Association launched a statewide project focused on police video rules, regulations and associated policies. Since the launch of the project, numerous journalists from across the state have requested copies of these policies from local police departments, sheriff departments and other law enforcement agencies.

This multi-part series of investigative articles are being made available without charge to all INA members. The third installment will be available to all newspapers on June 24 for printing anytime on or after Sunday, June 27. We strongly encourage all newspapers to download and use the story, editorial, photos and sample page provided.

The Iowa Newspaper Foundation and its partners received a grant through the Fund of Investigative Journalism to help cover costs associated with this project, specifically to cover costs associated with record requests. All request for reimbursement will be reviewed by a 5-person committee chaired by Iowa Newspaper Foundation President, Mark Spensley. It's our hope to accommodate as many requests as possible but funds are limited. Please submit your request by July 1, 2021.



Newspapers should make no more than one request. All newspapers will be notified by July 30, 2021, regarding the amount it is to receive. There are no guarantees that all requests will be filled but we are optimistic that we will be able to fulfill many requests. The amount requested should be for actual cost the newspaper was charged for records requests.

The Iowa Newspaper Association would like to thank the project team of Erin Jordan, Cedar Rapids Gazette; Zack Kucharski, Cedar Rapids Gazette; Jared Strong, Carroll Times Herald; Daniel Lathrop, Des Moines Register and William Steiden, Des Moines Register.

If you requested the first and second installment you will automatically receive an email with downloading instructions. **If you'd like access to the first in the series, or the second and have not made the request before please email Zack Kucharski, at the Cedar Rapids Gazette Zack.Kucharski@thegazette.com.**

balancing test to the good faith defense to a damages assessment for violating Chapter 22. An individual may avoid personal liability, but the public entity would still be liable for damages and attorney's fees.

There was a significant amount of concern that the charter schools would not be subject to open records laws, but HF 813 requires charter schools to be subject to open meeting and public record laws. I'd like to thank our lobby team of Brad Epperly, Dustin Miller and Casey Nickel for following this issue like hawks!

OTHER BILLS AND ITEMS OF INTEREST

The Iowa Public Information Board (IPIB) received an appropriation of \$358,039 for FY22, an increase of \$15,000 from FY21. The appropriation continues to provide for three FTE's. SF 409 which was filed by IPIB which would have provided individuals up to 90 days to file a complaint was referred to the State Government Committee in April. Current code only allows for 60 days.

We were disappointed that HF 456 did not make it through the second funnel. Professor David Walker drafted and worked on it with us. It passed the House unanimously again but did not make it out of Senate Judiciary. It was a bill for an act creating a special motion for expedited relief in actions involving the exercise of the right of freedom of speech and of the press, the right to assemble and petition, and the right of association. Anti-SLAPP laws are intended to prevent people from using courts, and potential threats of a lawsuit, to intimidate people who are exercising their First Amendment rights. This is still alive for next session.

CLOSING THOUGHTS

The legislative process is always a challenging and unique experience. And while every session is different, restrictions due to a pandemic made an already difficult endeavor feel almost impossible at times. Personal, face-to-face interaction with legislators and staff is an essential

part of the job and the COVID restrictions created barriers to those engagements. Zoom subcommittees turned those meetings into a series of speeches, with no back-and-forth interaction and no post-meeting discussions between interested parties. Committee chairs spent more time in their office than in the chamber and avoided passing through the rotunda. Staffers remained in caucus staff offices unless they were assisting with running a bill on the floor or were in the committee chair offices. All this added up to day after day of searching out and trying to get time with too few people.

When you combine this type of process restrictions with one-party control, the challenge can become even greater. Sometimes bills are held back and worked on privately, not being filed until they are ready to move. Without a bill, it is extremely difficult to lobby anyone, while legislators may be discussing the language in private. Because the majority party controls the issue of germaneness for amendments to bills, issues not necessarily related to the core of the bill can be added as an amendment during floor debate with little opportunity to impact it. In addition, a majority party can move bills along to "continue the conversation," instead of letting them die in the funnel. This occurs every year regardless of one-party control. However, this session there was a fairly extraordinary use of the unfinished business calendar. Bills that would have otherwise died were preserved in large numbers by each chamber. Thus, everything remained available to get revived and included in end-of-session negotiations. It is difficult to articulate, but this circumstance made it virtually impossible to gauge what was a live round.

Lobbying is a team sport. I appreciate all the work that members do to reach out to legislators through calls and emails frequently with little to no notice and to our lobbyist who work tirelessly on the behalf of INA's members and the industry.

and YouTube.

As usual, Grassley listened politely, and his staff was well-prepped and asked smart questions. I trust he'll give the bill fair consideration. I encourage Iowans to ask our entire congressional delegation to do the same.

The bill could be an important piece of resetting the competitive landscape and maintaining the local

newspaper in your town.

Carol Hunter is the Register's executive editor. She wants to hear your questions, story ideas or concerns at 515-284-8545, chunter@registermedia.com, or on Twitter @carolhunter.

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FREE MEMBER EXCHANGE

▼ HELP WANTED

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.com

NEWS EDITOR/WRITER. Come join our team and do what you love! Mid-America Publishing and Printing is now seeking a full time news editor/writer for the Postville Herald. The successful candidate will possess creative writing skills as well as be able to shoot photos and video to post to social media platforms and our website. You will join a team of four others in Allamakee and Clayton Counties and when working for Mid-America become part of a network of dozens of other news professional throughout the state at a neighboring newspapers in Calmar and Monona. The editor will write news and items of general interest in Postville and nearby communities plus attend various events such as chamber of commerce, school board and city council meetings, business openings, high school fine arts events, local celebrations, and any other newsworthy happenings that may be of interest to the local community as time permits. Requires the ability to regularly write feature stories and conduct interviews, plus investigate news of all types in and around Butler County. An excellent opportunity to develop professionally, get involved in the local community and collaborate with professionals from 23 similar publications within Mid-America. Call Matt at 515-988-3726 for more details or apply online at Indeed.com! 06.23

NEWS REPORTER. The Oskaloosa Herald is searching for a full-time news writer to join its award-winning staff. Our next reporter must be a self-starter with a passion for learning and reporting important stories to our community. The Oskaloosa Herald offers a great opportunity for reporters to grow in a variety of subjects and mediums. This reporter will go from reporting feature stories on local people to producing important watchdog packages that either hold governments accountable or further educate readers on trends and happenings in their community. Our newsroom gives you the freedom to pursue projects you're interested in that go beyond the day-to-day responsibilities. We are a 21st-century newsroom that seeks to break the news that matters to our community. This is a great opportunity for a reporter to acquire quality experience and become a versatile multi-media journalist. The Oskaloosa Herald operates a daily news website, www.oskaloosa.com, and publishes print editions on Tuesday and Friday. The Oskaloosa Herald reports on the counties of Mahaska and Marion in central Iowa. Based in Oskaloosa, Iowa, the newspaper is located in the home of the four-year William Penn University and a short drive from Des Moines and Iowa City. To apply, send a cover letter describing qualifications for the position, a resume, and 3-4 writing samples to Kyle Ocker, Group Editor of the Oskaloosa Herald and Ottumwa Courier by email to kocker@oskyherald.com. 07.07

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 resumé, 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. 06.23

REGIONAL SALESPERSON. We're looking for a regional salesperson to help spread the word about our software platform. Workbench serves small and medium community newspapers, giving smaller teams a simple, cohesive tool that handles digital distribution, customer acquisition/retention, and USPS paperwork/labels -- all without requiring a computer science degree or countless hours of data wrangling.

This work can be done in-person or virtually, but we're looking for someone with industry experience and relationships in Illinois publishing. For more information, visit lcp-news.com or contact patrick@lcp-news.com 06.23

REPORTER. The Spencer Daily Reporter, a family-owned newspaper in northwest Iowa, is seeking a talented reporter to join its award-winning editorial team. We focus on community journalism - the kind of issues which matter to those in our community. We look to give folks the "why" on issues effecting their lives. With strong mentors on the team, this is a position which allows reporters to hone skills while making a difference in the region. As part of a three-newspaper group in the Iowa Great Lakes region, you'll be part of a close-knit team which works together on enterprise projects on issues in the region.

The Daily Reporter is a user-friendly workplace. We strive to accommodate your skill set, while helping you to be the best you can be.

Photography skills are a plus, but not required. Competitive wages, benefits, PTO time and a 401k are included in the hiring package. Send resume to:

Paula Buenger, Publisher, Spencer Daily Reporter, PO Box 197, Spencer, IA 51301 or via email at: pbuenger@spencer-dailyreporter.com

REPORTER. The Southeast Iowa Union is a regional daily newspaper searching for its next rising star reporter to cover stories throughout Southeast Iowa communities including Mt. Pleasant, Fairfield and Washington, Iowa. This position will be based in our Mt. Pleasant, Iowa, office. Our ideal candidate is hard-working, motivated and a self-starter willing to work with a team to produce exciting print and digital news products. You'll cover a wide variety of topics, from government meetings to community celebrations throughout Southeast Iowa.

We are a part of a progressive employee-owned print and digital media company including our daily regional publication, as well as our parent company, The Gazette in Cedar Rapids. Our ideal candidate will be someone who is curious about our communities and residents and is as comfortable covering a city meeting as you are writing a great feature or diving into an in-depth story. You'll work on multiple stories simultaneously and can jump between projects easily. We're looking for a candidate that has solid news judgment and is someone that finds themselves asking why or how, in addition to just telling readers what. You should be comfortable shooting video and still pictures and able to write a good cutline. You'll be thinking about engaging with the audience through digital channels and be thinking how to present news and connect to the audience in an ever-changing media landscape. You should enjoy trying new things.

This is a full-time position with benefits including health, dental, vision, 401k, and participation in the employee stock ownership program.



Iowa Newspaper Association

Bulletin

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MEMBER EXCHANGE - cont. from page 5

You should have an undergraduate degree in journalism, English, communications or a related course of study. Prior experience is desired, but we'll consider you if you are a recent college graduate. You'll need a valid driver's license, a dependable car and a history of safe-driving habits. EOE pre-screening drug and background tests required. To apply, go to Folience.com/careers. 05.26

SPORTS EDITOR. Mid-America Publishing and Printing would like to announce an opening for a full-time sports editor for The News Review, a weekly newspaper based in Sigourney, Iowa, covering sports and recreation in and around Sigourney and surrounding communities. Requires the ability to write feature stories and interview, plus investigate news of all types related to Iowa sports. Come join us and work with an award-winning team in an exciting, fast-paced industry. Competitive compensation and excellent benefits including generous PTO, health, dental, vision 401k w/match and a great newspaper team to work with! If you possess creative writing skills, are able to shoot photos and video and can manage social media platforms, then we encourage you to apply for this position today. Knowledge of high school sports is needed along with a willing attitude and interest in all things sports and recreation. Previous writing and newspaper experience is a big plus. Great opportunity to get involved in the community and network with professionals from 23 similar publications. Call Matt at 515-988-3726 for more details, apply online at Indeed.com or pick up an application at 120 E Washington Avenue in Sigourney! 06.23

SPORTS EDITOR. Mid-America Publishing and Printing would like to announce an opening for a full-time sports editor for The Hampton Chronicle, a weekly newspaper based in Hampton, Iowa, covering sports and recreation in and around Hampton. Requires the ability to write feature stories and interview, plus investigate news of all types related to Iowa sports. Come join us and work with an award-winning team in an exciting, fast-paced industry. Competitive compensation and excellent benefits including generous PTO, health, dental, vision 401k w/match and a great newspaper team to work with! If you possess creative writing skills, are able to shoot photos and video and can manage social media platforms, then we encourage you to apply for this position today. Knowledge of high school sports is needed along with a willing attitude and interest in all things sports and recreation. Previous writing and newspaper experience is a big plus. Great opportunity to get involved in the community and network with professionals from 23 similar publications. Call Matt at 515-988-3726 for more details, apply online at Indeed.com or pick up an application at 9 2nd St NW Hampton, IA 50441. 05.26

SUMMER INTERN. The Clinton Herald is seeking to fill a summer intern position. The intern would assist in creating news content for the Herald's print and online products, and would take photos and write news stories as assigned. The qualified candidate must be a proficient writer, typist, possess excellent people skills and have a valid driver's license and reliable transportation. This is a paid, part-time position with an immediate start date and would be filled through mid-August. Email clips and a resume to Editor Charlene Bielema at cbielema@clintonherald.com or mail them to the Clinton Herald at 221 Sixth Ave. South, Clinton, IA 52733.

▼ FOR SALE

Color Web Printers has the equipment, resources and experience to handle your newsprint needs. We provide full color printing, stitching, inserting and postal services. To discuss your print needs please contact: Joe Wise, 319-265-6826, Joe.wise@colorwebprinters.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.

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@inaneews.com.



An Iowa Newspaper Foundation webinar...

Effective Advertising for a Small Business Budget

Iowa New Member
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Thursday, July 22 · 1-2 p.m.

Registration fee: FREE · Deadline: July 19

IN THIS WEBINAR...

In this webinar, you will learn how to make the most out of the smaller budgets that some of your clients may have. Especially after a pandemic year, consumers need to be connected with in ways that are veering from the traditional communication channels. AdCellerant will be presenting on what tactics generate results for specific Industries, and also best practices for small business advertisers. Now is the time for your advertisers to be ready for the economy to open up and get in front of their customers now! Here are a few ways they can stretch their budgets most effectively.

THE PRESENTER...

Ben Bouslog



Ben Bouslog is the Senior Director of Business Development for AdCellerant, an advertising technology company. His experience spans 8+ years in the digital space with a background in ad operations that gives him an intimate familiarity with how digital really works and the value it can bring to any advertiser or media organization.

Ben's favorite part about working with media companies is helping them to realize and actualize the opportunities to connect with the businesses in our communities more than ever before. With experience in SEO, SEM, video, OTT, social media, and a specialty in programmatic, he's been able to help hundreds of media companies grow their digital revenue streams and supported thousands of advertisers by connecting them with their target consumers. He credits his work in the digital realm for fueling his day-to-day enthusiasm for advertising and meeting the love of his life, Mallory.



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