February 16, 2022



Volume 39 Issue 7

of EVENTS

EVENTS

INA Awards Banquet April 28, 2022 Downtown Des Moines Marriott

WEBINARS

Another 60 Story Ideas in 60 Minutes Thursday, March 10

Easy Upselling Strategies with Digital Sales Thursday, March 24

Iowa Newspaper Association Bulletin

www.INAnews.com

Postal and digital training are focus of new NMA/NNA joint effort

BOB SILLICK,

EDITOR & PUBLISHER

s news becomes a more competitive commodity, newspapers must evolve their delivery process to accommodate new postal regulations. Publishers and journalists also need more digital training to protect and retain revenues from their content monetized by the major online platforms.

The News Media Alliance (NMA) and the National Newspaper Association (NNA), through its foundation, are jointly addressing these challenges. Their new postal and digital training initiatives will arm newspapers, publishers and journalists with the knowledge and tools to stand their ground.

Brett Wesner, president of Wesner Publications and NNA chair, and Danielle Coffey, NMA executive vice president and general counsel, are the visible leaders of the joint policy group the two organizations have created. Still, many others are contributing to the effort.

The postal education program is a National Newspaper Association Foundation (NNAF) project. It has been named the Max Heath Postal Institute after the foundation's longtime advocate and trainer, Max Heath, who passed during July 2021.

"Max was untiring for decades, helping numerous newspapers and their publishers and circulation departments to understand the complicated and convoluted regulations and processes of the United States Postal Service," said Wesner. "With the increased newspaper delivery rates and slower schedules, which the USPS instituted during late summer, newspapers, especially small, local publications, are at a competitive disadvantage."

The NMA is advising the NNA on digital publishing policies to help its members understand the Journalism Competition and Preservation Act (U.S. House bill H.R. 1735 and U.S. Senate bill S. 673). Together, the two advocacy groups will also address and support policies that protect journalists in their critical roles in a democracy with a strong First Amendment.

"Navigating the publishing and advertising rules of Google, Facebook and other platforms where consumers search for or view news is just as complex and frustrating as dealing with the USPS," said Coffey. "Newspapers and journalists deserve a fair, digital playing field to publish and display their content to attract the most readers. They also need an equal portion of the ad dollars generated from search results to boost revenues to save more newspaper jobs, especially in lower-income and rural communities."

Coffey added that the postal and digital training programs and other offerings will be available shortly, and the NMA plans to dedicate resources to add to the good work of NNAF through this joint effort.

Wesner further explained that more daily newspapers are converting to mail distribution because private delivery services have become too expensive. Plus, many papers have little or no experience with using USPS services and struggle the most with out-of-county deliveries. Without the necessary education which the Max Heath Postal Institute is now offering, many newspapers will continue to spend too much time and money maintaining their traditional delivery schedules.

The NNAF's first step was the development of a training curriculum both for newspapers that have never used mail delivery and those that have but are becoming overwhelmed by the higher costs and more stringent regulations.

An Oct. 21, 2021, presentation entitled "Liberating your Newspaper from Costly Address Change Notices" was the first program of the new curriculum. More presentations covering similarly specific topics are being planned and scheduled.

For more information, visit the News Media Alliance website, newsmediaalliance.org, and the National Newspaper Association website, nna.org.

Bob Sillick has held many senior positions and served a myriad of clients during his 47 years in marketing and advertising. He has been a freelance/contract content researcher, writer, editor and manager since 2010. He can be reached at bobsillick@gmail.com.

This article was originally published by Editor & Publisher. Visit https://www.editorandpublisher.com/stories/postal-and-digital-training-are-focus-of-new-nmanna-joint-effort,216 411?newsletter=217854#. YgUVuH6zF4M.mailto to read the article online.

> meeting minutes

Iowa Newspaper Foundation Annual Meeting | February 3, 2022



The meeting was called to order at 10:39 a.m. via Zoom with a quorum present.

INF Annual Meeting Minutes

Votes taken:

- A. On a motion of Brian Steffen, Simpson College, seconded by Lisa Miller, Rock Rapids Lyon Co. Reporter the following slate of candidates was elected to the INF Board of Directors:
 - Josh Byer, Harlan Newspapers to a first three-year term;
 - Mark Siebert, Simpson College to a first three-year term.

There being no further business, the meeting was adjourned at 10:41 a.m.

Respectfully submitted, Jana Shepherd

Iowa Newspaper Foundation Board of Directors | February 3, 2022



INF Board of Directors Meeting Minutes The Iowa Newspaper Foundation Board via Zoom at 9:42 a.m. with the following members present: Kendra Breitsprecher, Dayton Leader; Carl Vieregger, Drake University; Randy Evans, Iowa Freedom of Information Council; Corey Lindsey, Leon Journal-Reporter; Mark Rhoades, Missouri Valley Times-News; Mark Spensley, Monticello Express; Lisa Miller, Rock Rapids Lyon County Reporter and Brian Steffen, Simpson College. Also present were Susan Patterson Plank, INA; Kris Maggard, INA Services Co. and Jana Shepherd, INF.

Votes taken:

A. On a motion by Vieregger seconded by Rhoades, the minutes of the October 28, 2021 and December 9, 2021 board meetings were approved.

Action agreed upon:

A. Evans agreed to attend the new board orientation scheduled for April 7, 2022.

Other items discussed:

- A. The board heard a Foundation update from Shepherd.
- B. The board heard an awards banquet and summer sessions workshop update from Shepherd.
- C. The board heard a building sale update from Patterson Plank.
- D. The board heard an update on the history of INA and INF project from Patterson Plank.
- E. The board heard an update on the Chris Mudge Next Generation fund from Patterson Plank.
- F. The board received a board attendance report.

There being no further business the meeting was recessed at 10:00 a.m.

The meeting was reconvened at 10:45 a.m. for the election of officers, with a quorum present. Also present were Susan Patterson Plank, and Kris Maggard, INA Services Co.

Votes taken:

- A. On a motion of Vieregger, seconded by Miller, the following slate of officers was elected:
 - Randy Evans, Iowa Freedom of Information Council, President

MINUTES - cont. on page 4

CONTACT US



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Website www.INAnews.com

INA/CNA/INF STAFF DEPARTMENT MANAGERS

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Susan James,

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BOARD PRESIDENTS

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Iowa Newspaper Foundation

Mark Spensley, Monticello Express 319-465-3555 advertising@monticelloexpress.com

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

INA LEGAL HOTLINE

515-283-3100 (paid service)

Register Now for The Spring 2022 Virtual Jump-Start Internship and Networking Fair

e invite you to our VIRTUAL internship fair on Tuesday, Feb. 22, from 10 a.m. to 3 p.m. The goal of this fair is to help employers and students connect for internship opportunities in the fields of journalism, advertising and public relations.

We will be using a drop-in format for student visits and working in collaboration with Liberal Arts and Sciences Career Services.

The fair will take place through the Iowa State CyHire system. Employers will provide their own virtual meeting links and students will connect through CyHire to the company's own virtual meeting room(s) using their preferred platform (Teams, Webex, Zoom, etc).

Employer registration has opened through CyHire. Please follow these steps to register:

If you have registered for the fair in past semesters: Log in to your CyHire account. On your CyHire homepage, find the "Attend Events" section and scroll to click on the "Jump-Start Internship and Networking Fair sponsored by Greenlee School of Journalism and Communication—Feb. 22" and complete the registration form.

If you are a new attendee: First register with Iowa State's CyHire System by following the below steps.

- Go to CyHire
- Click on "Sign Up and Post Job"
- Complete the form and click "Submit"
- Once we approve your registration, you will receive a system e-mail with your login information

Once you are registered in CyHire, you can follow the above instructions to register for the Jump-Start Internship and Networking Fair.

Please note, registration will close on 5 p.m. Feb. 18. However, The earlier you get your registration in, the more exposure you get to students.

REASONS WHY EMPLOYERS SHOULD ATTEND:

- 1. Meet students who have the skills you're looking for. Connect with dozens of Iowa State students majoring in advertising, journalism and mass communication, public relations, communications and other related fields. The Jump-Start Fair is open to all Iowa State students. Hear for yourself how their class work, involvement in clubs and student media and previous work experiences have prepared them for internships or full-time positions at your company or organization. You'll walk away with handfuls of resumés from promising candidates.
- 2. Greenlee students value internships. All Greenlee majors are required to complete a 400-hour internship as part of their 499A capstone course requirement. They are also strongly encouraged to complete more than one internship before they graduate, so they're eager to learn about and are actively searching for potential opportunities.
- 3. Did I mention it's FREE? All it costs you is your time and commitment to participate once you are registered. While there is no fee for participation, we appreciate a strong commitment when you register. Registrants will receive a pre-fair instructional email one week prior to the event.

Questions about the fair? Please call me at (515) 294-9957 or email julip@iastate.edu.

May this year be great for you, and I hope to see your registration soon.

Juli Probasco-Sowers

Internship Coordinator
Greenlee School of Journalism & Mass Communication
Iowa State University

The event will be held Tuesday, February 22.

Registration closes Friday, January 18 at 5 p.m.

A new spin on convention and awards banquet!

onvention is about networking, celebrating, and learning. With that in mind, we have moved the Awards Banquet to April 28, 2022 at the Downtown Des Moines Marriott.

Full refunds will be issued to everyone who has already registered for the event. When registration opens for the April Banquet, it will be communicated in the Bulletin and through email. This is not a decision that was taken lightly, and we understand that there will be many questions. Your patience while working through the details is greatly appreciated.

We can't wait to see you in April!



Iowa Freedom of Information Council offers free courtroom training

The Iowa Freedom of Information Council and Iowa Judicial Branch will conduct a training program on Friday, February 25 for journalists in Fort Dodge, Iowa who want to use cameras, laptop computers, audio recorders or smartphones inside Iowa courtrooms.



There is no charge for this program. No reservations are necessary. The training will be repeated in the coming weeks in west central, northwest, southeast and far eastern Iowa.

The February 25 event will be in Fort Dodge from 10 a.m. until 11:30 a.m. at the Fort Dodge Public Library meeting room. You can find details on the attached flyer.

It is important that journalists -- photographers, videographers, reporters, assignment editors, etc. -- in southwestern Iowa make time for this training if you or

your staff want to use electronic gear inside Iowa courtrooms. This training is being held to avoid problems in courtrooms like those that occurred during the recent trial of the man accused of killing Mollie Tibbetts.

Because electronic gear is permitted in courtrooms only with the permission of the

presiding judge, it is important that everyone have a thorough understanding of the do's, don'ts and procedures for Iowa's Expanded News Media Coverage rules established by the Iowa Supreme Court.

Avoiding problems is important, because judges have the authority to punish those who violate the court rules. That punishment could range from a verbal reprimand, to banning the journalist or his/her employer from using digital gear in future court proceedings, to criminal contempt-of-court charges against the journalist.

MINUTES - cont. from page 2

- Chris Conetzkey, Des Moines Business Record, Vice President
- Kendra Breitsprecher, Dayton Leader, Secretary/Treasurer
- Kristin Grabinoski, Armstrong Journal, Member-at-large

The meeting was adjourned at 10:46 a.m.

Respectfully submitted, Jana Shepherd

Access to all Online Media Campus webinars, free of charge! Nearly 150 archived webinars! Questions? Contact jshepherd@inanews.com

FREE MEMBER EXCHANGE

▼ HELP WANTED

EDITOR. Immediate opening for an Editor to produce news, sports and photo content for print, website and social media to grow already-strong circulation and reader engagement for 155-year-old award-winning eastern lowa weekly newspaper. Work with our team of experienced professionals at affiliated newspapers, Eldridge North Scott Press and West Liberty Index to fulfill our mission: "To provide information to readers in an accurate, dependable and professional manner which reflects the uniqueness and similarities of the communities it serves."

Résumé with references: btubbs@northscottpress.com

EDITOR. Seeking and Editor to oversee the newsroom operations of our 3-day-per-week well established community newspaper in Le Mars, lowa.

The editor will be a reporter who is also responsible for organizing the newsroom. Working/coordinating with other office department heads, dealing with the public. The Editor will be well organized and efficient planner ,team player and ambassador of the newspaper.

Some of the duties will include but not limited to: Design/ layout of several news pages including the front page, update website and social media accounts, write multiple stories per day, take photos, organize and assign assignments for reporters, copy editing, format press release, point of contact for the community, attend community events, photo orders, contact for special ocassion announcements, conduct weekly news meeting, decide what stories will publish on a given day and what stories can be held for future publication. Maintaining the newsroom budget and preparing the next year budget. Review all expenses and assure they are necessary to the department. Being team leader of the newsroom.

Preferred candidate will have a : solid journalism background covering a variety of areas, knowledge using Adobe software and experience with social media and online strategies.

The Daily Sentinel offers a competitive salary and solid benefits package.

To apply for this position email a cover letter,resume' and examples of your work — writing- layouts to -Publisher monte Josy , mjost70@gmail.com or mail to 411st Ave Ne Le Mars lowa 51031 Attn: Publisher. 01.12

NEWS SERVICES COORDINATOR. Do you have a passion for writing that matters? Do you thrive in a collaborative work environment? Are you a go-getter with high initiative and keen attention to detail that meets deadlines? If so, this News Services Coordinator opportunity could be a great fit for you!

Who We Are: At Iowa Farm Bureau Federation (IFBF), we are committed to the people, progress, and pride of Iowa. IFBF is Iowa's largest farm organization, established in 1918. We remain a statewide, non-profit grassroots farm organization dedicated to our mission of creating a vibrant future for agriculture, farm families, and their communities. We work for family farmers in areas critical to the success of their farm enterprises, from representing their public policy interests at the local, state, and national levels, to enhancing market opportunities and providing cuttingedge information to enhance their decision-making abilities. In addition to working for farmers, we are strengthening rural communities, investing in youth and education, and promoting quality healthcare - serving lowans in all walks of life.

What You'll Do: The News Services Coordinator is a highprofile position where you will oversee the weekly news gathering, story placement, and layout of the lowa Farm Bureau Spokesman, a key vehicle for communicating state and national legislative and general news of interest to over 153,000 Farm Bureau members in Iowa. You will also write and edit articles for the Farm Bureau website, blog, e-newsletter, podcast and other outlets. Additional responsibilities will include:

-Create content and write stories for the lowa Farm Bureau Spokesman and other news sources related to national policy; crop and livestock production and production costs; conservation, technology and the Shop and Field column.

-Work with freelancers to ensure news events of interest to members are covered and timely articles are published in the Iowa Farm Bureau Spokesman and other outlets as directed

-Coordinate with the News Services Manager to determine which articles and photographs will be produced for the lowa Farm Bureau Spokesman.

-Manage the weekly production of the lowa Farm Bureau Spokesman by running the weekly news meeting; determining which stories and photographs to run and making sure they are produced during the week, including ROP.
-Manage the layout of the lowa Farm Bureau Spokesman. Determine where stories and photos will be placed and assign layout duties to staffers.

-Contribute blog entries to Farm Fresh and articles for the Farm Bureau website and conduct interviews for the Spokesman Speaks podcast.

-Collaborate with the News Services Manager on exploring and implementing alternative news delivery methods to meet member needs.

-Work with Time Citizens Communications to make sure that the weekly pages are at the press and ready to be printed

-Determine which Spokesman stories will be used on the lowa Farm Bureau Internet pages and make sure those stories are posted.

-Identify and manage the Iowa Farm Bureau Spokesman crop reporters from a cross section of the state that provide readers first-hand knowledge of crop conditions during the growing season.

External Application Link: https://fbfs.csod.com/ux/ats/careersite/3/home/requisition/3251?c=fbfs 03.09

REGIONAL REPORTER. The Telegraph Herald in Dubuque, IA is looking for a confident journalist comfortable keeping tabs on a portion of our coverage area. He or she will handle everything from features to hard news, from education to politics, and must be as adept at breaking a story on our website in the middle of the afternoon as on the front page the next morning. The position will provide an opportunity for a diversity of stories and trend pieces. Primary responsibilities include writing news and feature stories, taking video and using social media to gather information and inform readers.

Prior professional or collegiate media experience is required. Prior experience at a daily newspaper is preferred, but we are willing to consider any talented journalist. New graduates of collegiate journalism programs are encouraged to apply.

Joining our team offers more than just the daily grind of churning out small stories. Reporters have time to tackle Sunday centerpieces on larger issues and to craft strong series. Investigative reporting and data-driven work also is encouraged.

Our salaries are very competitive with others in the industry. In addition, our employee-owned paper offers the possibility of raises after one year, and current employees earn shares

MEMBER EXCHANGE - cont. on page 5



Iowa Newspaper Association

www.INAnews.com



- Another 60 Story Ideas in 60 Minutes
- Easy Upselling Strategies with Digital Sales
- Fort Dodge Courtroom Training

MEMBER EXCHANGE - cont. from page 4

in the company annually that vest after five years, providing another significant financial benefit. Additionally, due to our local ownership, the important decisions about our products are made by people who live and work in our community. Visit our website to learn more about this employeeowned organization.

Want to know more about our beautiful tri-state area right on the Mississippi River? Learn more from Greater Dubuque Development Corp. by clicking here: https://www.greaterdubuque.org/ APPLY ONLINE: http://www.wcinet.com/career-opportunities

The Telegraph Herald is a product of TH Media, a division of Woodward Communications, Inc. (WCI). WCI is an equal-opportunity employer. 03.09

REPORTER/PHOTOGRAPHER. With the Eastern lowa Media Group, we don't just drop you into a job, we all work together and co-mentor to get everyone's best. We have a strong, collaborative news gathering organization that's looking for talented journalists who know how to relay important news in a way that people can understand and enjoy reading. Our reporters are a team within a team, and we've all got one another's backs as we are constantly learning what drives our local communities and then teaching our readers about it.

As part of our fun and close-knit team, you get to:

- Learn new thing
- Write informative news storie
- Meet new peopl
- Be part of a team within a tea
- Entertain readers with dynamic feature article
- Take engaging photograph
- Attend events throughout the area

Advancement opportunities are available for the right candidate.

The job averages 37 hours a week and is based in Dyersville, IA. It includes a comprehensive benefit package including health, dental, paid time off, tuition reimbursement, retirement, gym membership reimbursement, employee stock ownership (ESOP) and much more.

The Eastern Iowa Media Group is part of Woodward Community Media, a division of Woodward Communications, Inc., an employee-owned company based in Dubuque, Iowa.

Apply online at http://www.wcinet.com/career-opportunities 03.09

▼ FOR SALE

FOR SALE-HAND OPERATED ADVANTAGE PAPER CUTTER WITH A PATENT OF JULY 23,

1889. 2 blades included. Works fine. Best offer. Must come and get it. Best offer. Contact, Ron Slechta, The News, 419 B Avenue, Kalona, IA. 319-656-2273 or publisher@thenews-ia.com 02.16

FREE-2 ARTWAXERS AND A LABEL DISPENSER FOR MAILING. Must pay shipping or come and get them.Contact, Ron Slechta, The News, 419 B Avenue, Kalona, IA. 319-656-2273 or publisher@ thenews-ia.com 02.16

FOR SALE: WESTERN IOWA WEEKLY NEWSPAPER NEAR SIOUX CITY. Legals for two counties,

five schools and eight towns. Strong community support. Phone 712-870-9807

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.

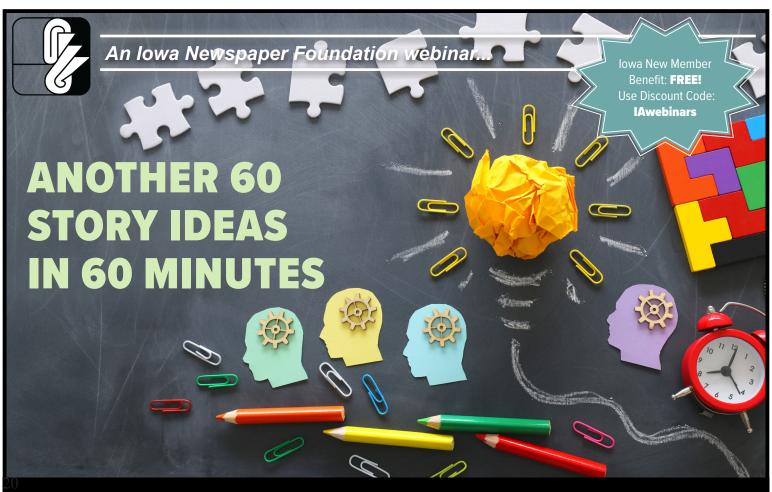
If you are trying to help an employee relocate, please send us the ad information on your letterhead, rather than having the employee write us. We will not run ads for persons living in a member's town without first clearing the ad with the publisher.

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.



Thursday, March 10 • 1-2 p.m.

Registration fee: FREE • Deadline: March 7

IN THIS WEBINAR...

Need an idea for your next enterprise story? Don't worry we've got you covered. The Cedar Rapids Gazette's Zack Kucharski returns for a webinar featuring rapid-fire story ideas that are guaranteed to cure a case of writer's block. This session will include ideas from all areas of the newsroom: news, features, sports and more.

THE PRESENTER... Zack Kucharski



Zack Kucharski is Executive Editor of The Gazette in Cedar Rapids, where he has worked since 2000. Kucharski leads content strategies for the organization. He has worn many hats within the organization, starting as a freelancer and moving up to reporter, news and database editor. He is a University of Iowa graduate.



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Online Media Campus is brought to you by a partnership of state press associations.



Thursday, March 24 • 1-2 p.m.

Registration fee: FREE • Deadline: March 21

IN THIS WEBINAR...

In this webinar, AdCellerant explains how publishing companies are upselling advertisers and complementing their campaigns with Targeted Display. We're going to learn about why programmatic display is the foundation to any digital campaign, easy upselling strategies for your legacy sales reps, and reviewing case studies of other publisher's success by adding targeted capabilities to their product set.

THE PRESENTERS... Ben Bouslog & Elizabeth Bernberg



Ben Bouslog is the vice president of Business Development for AdCellerant, a techenabled marketing services company. AdCellerant partners with publishers to

leverage their turn-key solutions to drive digital revenue streams. Ben's 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.



With more than 15 years of digital marketing experience, Elizabeth's background and experience includes leadership roles within all major media categories including print

and radio. Fun fact, Elizabeth was also an AdCellerant partner. Elizabeth's passion, industry knowledge and creative leadership style has enabled her to directly impact the accelerated growth of digital revenue within media organizations while maintaining focus on developing goal driven digital marketing strategies for SMBs.



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Online Media Campus is brought to you by a partnership of state press associations.



Courtroom Training for Journalists

DATE: Friday, February 25, 2022

TIME: 10:00 a.m. to 11:30 a.m.

WHERE: Fort Dodge Public Library meeting room

424 Central Ave. Fort Dodge, Iowa

WHO'S INVITED: Broadcast and print journalists

who want to use cameras, laptop computers, audio recorders or smart phones in lowa courtrooms

This <u>free</u> program will explain the Iowa Supreme Court's Expanded News Media Coverage program, the do's and don't's, the court rules governing use of ENMC devices, the process for obtaining permission, and the penalty for violating judges' ENMC orders. Reservations are NOT necessary.

This program will be offered in Sioux City, Spencer and Davenport in the coming weeks.

The presenters will be:

- o **Randy Evans**, executive director of the Iowa FOI Council, who is the Iowa Supreme Court's central logistics coordinator for ENMC
- o **Steve Davis**, communications director for the Iowa Judicial Branch

There will be plenty of time to get answers to your questions answered.

All journalists who want to use cameras, laptops, smart phones or audio recorders inside lowa courtrooms must go through this training, either here or elsewhere. Attendees will receive a new lowa FOI Council courtroom photo ID badge that will signify to court officials you have completed this training.