



Missouri Press Association Bulletin

No. 1347 — 16 March, 2018

April 19-20, 2018
Camden on the Lake Resort,
2325 Bittersweet Rd, Lake Ozark, MO

\$109 Room Rate, call hotel at 573.365.5620 | Sleeping room deadline March 19

Meeting registration deadline April 5



Vince Coultis

Vince Coultis, Training and Development Consultant at Propel Coaching and Consulting, works with leaders on developing their skills to achieve greater performance from their teams.

Prior to Propel, Coultis was the Sales Training and Development Manager for The McClatchy Company, delivering his enthusiasm and passion for the advertising/marketing business for more than 25 years.

With a varied background as a consultant to the newspaper industry at the Sunflower Group and ProMax training as well as senior-level newspaper advertising and training executive experience, Coultis will deliver impactful and instantly applicable sessions on increasing your sales success in your market.

Thursday, April 19

11:00 AM | MAMA Board meeting in H. Toads Restaurant

1-2:00 PM | Co-op Advertising | Marc Radosevic, National Sales Director at Local Search Association will share information on what Co-Op Advertising is and tell you how you can facilitate agreements between manufacturers and local retailers to share advertising costs to create brand name awareness with consumers to drive revenue for all parties.

2:00PM | Break

2:15PM | HOW you sell is as important as WHAT you sell | Vince Coultis

- Use DiSC to understand your own behavior
- Understand how OTHERS like to be communicated with
- Adapt your style to become more persuasive in your sales communications

4:15PM | Best Ad Ideas Session | Bring your best ad ideas and get a chance to win a CASH prize!

6:00 PM | Reception

6:30 PM | Best Ad Contest Awards Banquet and announcement of Best Ad Idea session winners

8:00 PM | Live Music in H. Toads

Friday, April 20

8:15AM | Breakfast | Outlined proposed changes to Missouri Advertising Managers' Association to better serve our members | Kevin Jones of the St. Louis American and former MAMA President and Dee Hamilton Sales Pro of the year winner in 2007.

8:45AM | Amplified Digital | Meet Sean Oliver and Jolene Sherman to hear about new services they are offering to Missouri Press Association members and how those products can lead to new revenue sources for your newspaper.

9:30AM | Prospecting Business the Easy Way | Vince Coultis

- Reviewing the sales process that focuses on customer results
- Introduce solution based prospecting

10:20AM | Refreshment Break

10:30AM | Prospecting Business the Easy Way (continued) | Vince Coultis

- Creating media solutions that achieve results
- Effectively anticipate and overcome objections

Noon Meeting Adjourns

Find registration information at www.mopress.com



Missouri Press Association
Missouri Press Service
 802 Locust St.
 Columbia, MO 65201-4888
 (573) 449-4167; FAX (573) 874-5894
 www.mopress.com

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BETTER NEWSPAPER CONTEST

Two weeks left to submit entries in this year's BNC

From Missouri Press Staff

The 2018 Missouri Press Foundation Better Newspaper Contest template is now open and members can begin submitting entries. If you haven't yet, start collecting your entries for this year's contest now.

Don't wait until the March 31 deadline to enter your entries in the template.

All of the information about the contest — rules, categories, entry instructions — is online at mopress.com/better-newspaper/

Entries to the Missouri Press Foundation's Newspaper Contest will be submitted using BetterBNC Online Journalism Awards Platform: <https://betternewspapercontest.com/login>

IMPORTANT: It is important to remember BetterBNC is optimized for Google Chrome. If you do not have Google Chrome, download it at <http://www.google.com/chrome>.

DEADLINE: There is no need to wait until the deadline to upload your entries! The contest template will close 11 p.m. Tuesday, March 31, and will not accept entries after that -- no

exceptions. You may begin uploading your entries now.

ALERT: Please try to keep file sizes under 5mb to aid judges in accessing entry content. For larger files such as Special Sections, there are options provided in the contest template. You cannot upload these large entries directly to the contest template because it has space limitations.

THREE TIPS TO MAKE UPLOADING EASY:

1. If you have entries that consist of more than one piece of content, combine them into one file. This will make uploading and judging much easier. This will apply to Best Columnist, Best Front Page, etc., where an entry is more than one piece. Combine them into one file. Do the same for stories that jump to another page. Combine the pages into one file for uploading.

2. Make the category number the first element in the title of each entry.

3. Put all of your entries into a "Contest Entries" folder on your desktop.

Please read the instructions and category listings carefully!

PLEASE VOLUNTEER TO JUDGE ILLINOIS' NEWSPAPER CONTEST

Sign up to help judge Illinois Press Association's Annual Newspaper Contest – Judging starts in March!

<http://ilpress.formstack.com/forms/ipajudge2018>



CALENDAR

March

31 — Deadline for MPA Award Nominations: Hall of Fame, Outstanding Young Journalist, Photojournalism Hall of Fame.

April

19-20 — Missouri Advertising Managers' Association, Camden on the Lake, Lake Ozark

26 — Missouri Press Association Past President and Spouses Dinner, Grand Cru, Columbia

June

14 — Porter Fisher Golf Tournament, The Ridge at The Lodge of Four Seasons

15 — MPA/MPS/MPF Board meetings; Show Me Press Association Meeting, The Lodge of Four Seasons

July

12 — Southeast Missouri Press Association Meeting, Cape Girardeau

September

13-15 — MPA's 152nd Annual Convention and Trade Show, Sheraton Westport Chalet, St. Louis

Digital copies of public notices

Send digital newspapers to NewzGroup

From Mark Maassen

MPA Executive Director

Missouri Press Association continues to work to keep public notices in newspapers and in the public's eye. This issue will again be a battle we have to fight in Jefferson City during the General Assembly's 2018 legislative session.

Legislation has already been filed that will place all public notices on a state-run website, rather than requiring they be published by an independent third-party, such as newspapers.

NewzGroup is the company that is archiving our legal ads and public notices.

If at all possible, please send your newspaper digitally to them. This will help get your newspaper's legal notices up on our statewide site more quickly.

The statewide site can be found here: mopublicnotices.com

We continue to promote this website to our state legislators in hopes that it will answer their questions regarding

why public notices need to continue to be published by a neutral third-party, such as a newspaper.

Missouri Press has already been doing this for seven years!

Listed below is contact information for Ian Buchanan with NewzGroup:

Ian Buchanan

ibuchanan@newzgroup.com

Phone: 573-424-6841

Toll Free: 800-474-1111

Public notice ads

The Missouri Press Association has a series of Public Notice ads available that help inform your readership about the importance of keeping public notices in the newspaper.

These ads are available in color and black-and-white online at mopress.com/public-notices

Other Public Notice resources, such as a searchable database and index of legal requirements, are also available through the MPA website.

Join us in St. Louis for Missouri Press Association's 152nd Annual Convention and Trade Show!

September 13-15, 2018

Sheraton Westport Chalet Hotel
900 Westport Plaza, St. Louis, MO 63146

The newly revived Westport Plaza area is easy to get to; has tons of specialty shopping, dining and entertainment options; and free/easy parking right outside the hotel!

MISSOURI NEWSPAPERS: BEYOND WORDS!

Hotel Room Rate: \$119, to make hotel reservations call 314.878.1500





St. Louis Cardinals -vs- Chicago Cubs *It doesn't get much bigger than this!*

You are invited to join the Missouri Press Foundation for a night of baseball in a private party suite at Busch Stadium.

**Cardinals vs. Cubs
Busch Stadium Private Party Suite
Friday, July 27
Game Time 7:15 p.m.**

\$199 donation per person

Unlimited buffet with Hunter Hotdogs, brats, BBQ beef, baked Italian chicken, pasta salad, nachos and cheese, mixed greens salad, cookies and brownies.

In-suite bartender to serve Bud, Bud Light and Coca-Cola products.

Thanks to the *St. Louis Post-Dispatch*, the Foundation is able to offer a limited number of passes as a fundraiser for the Foundation. This is a first-come, first-serve opportunity.

Call 573-449-4167 to reserve your spots today!



ST. LOUIS POST-DISPATCH



Freedom of information

US sets new record for censoring files

From The Associated Press

The federal government censored, withheld or said it couldn't find records sought by citizens, journalists and others more often last year than at any point in the past decade, according to an Associated Press analysis of new data.

The calculations cover eight months under President Donald Trump, the first hints about how his administration complies with the Freedom of Information Act.

The surge of people who sought records but ended up empty-handed was driven by the government saying more than ever it could not find a single page of requested files and asserting in other cases that it would be illegal under U.S. laws to release the information.

People who asked for records under the Freedom of Information Act received censored files or nothing in 78 percent of 823,222 requests, a record over the past decade. When it provided no records, the government said it could find no information related to the request in a little over half those cases.

It turned over everything requested in roughly one of every five FOIA requests, according to the AP analysis.

Records requests can take months — even years — to get fulfilled. Even then, the government censored documents in nearly two-thirds of cases when it turned over anything.

The federal government also spent \$40.6 million last year in legal fees defending its decisions to withhold federal files, also a record. That included the time when a U.S. judge ruled against the AP and other news organizations asking for details about who and how much the FBI paid to unlock the iPhone used by a gunman in a mass shooting in San Bernardino, California. When the government loses in court, it sometimes must pay the winner's attorney's fees. For example, the New York Times was awarded \$51,910 from the CIA in May in a fight over records about chemical weapons in Iraq.

It was impossible, based on the government's own accounting, to

determine whether researchers, journalists and others asked for records that did not actually exist or whether federal employees did not search hard enough before giving up. The government said it found nothing 180,924 times, an 18 percent increase over the previous year.

"Federal agencies are failing to take advantage of modern technology to store, locate and produce records in response to FOIA requests, and the public is losing out as a result," said Adam A. Marshall, the Knight Foundation litigation attorney at the Washington-based Reporters Committee for Freedom of the Press.

He said citizens and others should try to precisely describe how they want filings cabinets, hard drives or email accounts searched, but "you shouldn't have to be an expert in records management just to submit a FOIA."

In other cases, the times the government said it would be illegal under other U.S. laws to release requested information nearly doubled to 63,749. Those laws include broad prohibitions against revealing details about U.S. intelligence activities or foreign governments, trade secrets, individual banking or tax records and more.

Many of those requests probably involved files related to the U.S. investigation into how Russia interfered in the 2016 presidential election or the related grand jury investigations or about Trump's personal or business tax returns, said Kel McClanahan, a Washington lawyer who frequently sues the U.S. government for records. "How many people do you think asked for Trump's tax returns?" he asked.

A disturbing trend continued: In more than one-in-three cases, the government reversed itself when challenged and acknowledged that it had improperly tried to withhold pages. But people filed such appeals only 14,713 times, or about 4.3 percent of cases in which the government said it found records but held back some or all

of the material.

The Trump administration, in a new report last week, noted that it received a record number of information requests last year. It said many agencies reduced their backlogs of overdue requests.

The administration also said it was directing federal agencies to improve the number of requests they process and do some more quickly.

Performance under the records law by the Trump administration has been a source of curiosity, since Trump has eschewed some of the common conventions of transparency. For example, the president has declined to release his personal tax returns or logs of official visitors to the White House, and ethics waivers granted to many of Trump's political appointees do not include details about their former or current corporate clients.

But Trump is personally more accessible to reporters asking questions than President Barack Obama, and he released as many details about his medical records as previous presidents.

The Freedom of Information Act figures, released March 9, cover the actions of 116 departments and agencies during the fiscal 2017, which ended Sept. 30. The highest number of requests went to the departments of Homeland Security, Justice, Defense, Health and Human Services, and Agriculture, along with the National Archives and Records Administration and Veterans Administration.

The administration released its figures ahead of Sunshine Week, when news organizations promote open government and freedom of information.

Under the records law, citizens and foreigners can compel the U.S. government to turn over copies of federal records for no or little cost. Anyone who seeks information through the law is generally supposed to get it unless disclosure would hurt national security, violate personal privacy, or expose business secrets or confidential decision-making in certain areas.



Name _____

Co./Newspaper _____

Address _____

Email _____

Phone _____

Daily or Weekly Publication Daily Weekly

Method of Payment

Check Visa Discover MasterCard American Express

Credit Card # _____ Exp. Date _____

Name on Card _____

Player #1 _____

Player #2 _____

Player #3 _____

Player #4 _____

Singles and partial teams are welcome and will be grouped into teams by MPF.

Golf = \$75 per golfer \$ _____

Mulligans \$10 Each \$ _____
(limit 1 per player per side)

Hole Sponsorship = \$50 each \$ _____

Prize Fund \$ _____

TOTAL: \$ _____

Mulligans may be purchased at the course before teeing off.

Prizes will be awarded after tournament



Send registration form & check to Missouri Press Foundation,
802 Locust St., Columbia, MO 65201; or pay by phone with a credit card, [573] 449-4167.
Make checks payable to Missouri Press Foundation



MISSOURI PRESS SERVICE

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THE PET NETWORK

You can sell your local pet dealer a series of online ads on “The Pet Network”.

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**Call 573.449.4167 ext. 312 for all
your PRINT and DIGITAL needs.**

An affiliate of Missouri Press Association





Statewide ad networks

MPS' Online Ad Network can help build revenue

From Ted Lawrence

Missouri Press Service

Is your newspaper among the 80+ Missouri Press members that are part of the Online Ad Network?

If not, please take a close look at this exciting program, exclusively for MPA members.

The Online Ad Network operates much like the Statewide Classified Network and the Display Ad Networks.

These Networks are vital to the operation of the Missouri Press Association. The revenues from the Networks help provide services to our members. The revenues help pay for the MPA legal hotline, and they help support MPA's lobbying efforts defending our industry in the state capital.

The benefits from the Online Ad Network are huge.

- Additional revenue streams.
- Create credibility for your newspaper website.
- Fill an online need.
- Save time and money.

- Offset decline in print classifieds.

With the Online Ad Network, we hope to make up some of our decline in classified revenue. But we need the help of our members.

Once you give us the OK, an ad code is placed on your newspaper website. You choose the ad position(s), and we do all the work. You can choose space that you haven't sold, so this literally won't cost you anything. We create and format the ads in various sizes, place the ads on your site, and take them down when expired. Your reps can sell onto the network, and earn high commissions for your paper.

Missouri Press receives requests from industries such as hospitals, trucking, employment, real estate, internet and cable, and many others. We would appreciate your support of our Online Ad Network.

If you have questions, or would like to sign up, please contact Ted Lawrence, Advertising Director, or one of our Technical Advisors, Tate Mattson or Keeley Dority, at 573-449-4167.



Register now to attend MAMA April 19-20

Mark your calendars to attend the 2018 Missouri Advertising Managers' Meeting at Camden on the Lake Resort in Lake Ozark on April 19-20. We will honor all contest winners at the MAMA Best Ad Contest Awards Dinner at this event, don't miss it!

We have an exciting and informational meeting planned! We will discuss changes to this organization at this year's meeting, you can be part of the discussion and let us know what we can do to help your newspaper in the future!

Sales Trainer Vince Coultis, formerly of the Kansas City Star and McClatchy, is scheduled to speak. You'll also learn about co-op advertising and meet our new partners representing Amplified Digital and how all these opportunities can increase revenue for you and your newspaper!

You'll also get to meet MPA's new partners from Amplified Digital, and we've lined up a session from Local Search Association on Co-Op advertising. Returning is the ever popular best ad idea session, where you can share your best ideas with your peers AND get a chance to win MONEY!

Reserve your room today by calling 573-365-5620 and ask for the Missouri Advertising Managers' Association rate of \$109. The discounted rate is only available until March 19.

Judges still needed for Illinois contest

We at Missouri Press know many of you recently volunteered to help with judging Michigan Press Association's contest, however, due to the timing of each state's respective contest and unexpected deadline changes, we must ask again for volunteer judges.

Each year, Missouri Press Association trades with another state to judge each other's contest. Your Missouri Press Association has partnered with Illinois Press Association for 2018's newspaper contest, a favor they will return later this year.

It's very important that we get an ample amount of judges in order to keep each judge's workload to a minimum. Illinois Press Association's contest entries will be ready for us to judge starting in March.

We understand this is very short turnaround between contest judging, and Missouri Press apologizes for these unforeseen circumstances. We truly appreciate all that our members do!

If you are willing to take a few categories, please let us know! Send judges' names and email addresses, along with the types of entries you would like to judge to kwilliams@socket.net.

You can also use the form found on Missouri Press' website to sign up as a judge.

Category examples are editorial, photography, sports writing, websites and advertising.

31st Annual

MEDIA
— and the —
LAW

Seminar

SHIFTING SANDS

The impact of technology, culture, and politics on media freedoms

Friday, May 4, 2018 | 8 a.m. - 4:15 p.m.

New Location: Sheraton Kansas City Hotel at Crown Center

FEATURING

- *Tweeters Gone Wild: The Ethical and Legal Consequences of Robust & Unrestrained Speech by Litigants and Lawyers Addicted to Social Media*
- *Enemy of the People: How the Watchdog Became the Hunted*
- *“I Didn’t Do That. She’s a Liar!!”: Will Calling Someone a ‘Liar’ be Treated as Opinion or Libelous Falsehood in the “Me, Too” Age?*
- *Unblock this User: The Evolving Characterization of Social Media as a “Public Forum,” and the First Amendment Implications of Public Officials “Blocking” User Accounts*
- *Bots on the Beat: Is Artificial Intelligence-Created Content and Communication a Helpful Friend or Hidden Foe?*
- *Non-governmental Threats to the Media in a Divisive Era*

Bonus Session* Media Insurance 101

Thursday, May 3 | 4-5:45 p.m.

**Free when attending the Friday program (2 hours CLE’s)*

law.ku.edu/media-law-seminar

Missouri Press Classifieds: Who is looking for YOU?

FOR SALE

• **Weekly Newspaper For Sale** – Boone County, Missouri's only independent newspaper and website for sale in the fastest growing housing market in mid-Missouri. This property has positive cash flow, a solid financial track record and plenty of growth opportunities. This market's central location makes for a great opportunity to add to your group or become your own boss. Small building could be leased or purchased. Seller looking to retire, contact bruce@bocojo.com (573)289-2665. 3-30

HELP WANTED

PUBLISHER: We are looking for a community-minded leader with the ability to drive profitable revenue. The Branson (MO) Tri-Lakes News is a twice-weekly paid community newspaper in the Live Entertainment Capital of the World, Branson, Missouri. This individual must be an innovator who is ready to take this multi-media operation to the next level, realizing the opportunity we have through print, digital, and a growing commercial print operation.

The new publisher would report directly to the owners of the company, a family-owned community media group with 18 companies in seven states. This family has owned community newspapers since the 1960s, and is firmly focused on the future.

In addition to the newspaper, we also publish a variety of shoppers, a free weekly entertainment publication, a free monthly visitor publication, a monthly real estate publication, an assortment of special sections and a full array of digital options for our advertisers.

We also have our own glossy sheet-fed printing operation which opens up many other possibilities for advertising solutions for our customers.

The new publisher will earn a competitive salary with a very generous bonus tied directly to operating profit. Other benefits such as free family health insurance, vehicle allowance, vacation, life insurance, etc. are all in the employment package. The owners wish to fill this important position quickly. Please apply online to John Lancaster, Vice President, Lancaster Management, Inc., at john@lminews.com. Be sure to include your resume, references, salary requirements and your goals for the future. 3-13

EDITOR: SkillPath (located in Mission, KS) is seeking an Editor for our instructional design department. Reporting to the Vice President of Instructional Design, the person in this newly created role will get the opportunity to interface with a variety of different department heads while making a strong impact within our marketing and sales teams in a writing, editorial and management capacity.

Responsibilities Include:

- Prepare white papers, case studies, e-newsletters and other content marketing materials

- Work daily with instructional design team, General Manager of Enterprise Solutions sales team, Enterprise Solutions Marketing Manager, Corporate Director of Corporate Communications, General Manager of Public Seminars/Star12 and General Manager of Educational Products

- Work with instructional design team to develop articles for publication

- Work with instructional design team to develop speeches and public presentations

- Manages two writers

Qualified Candidates Must Have:

- Strong writing and editing skills

- Experience managing personnel

- Expertise in developing editorial calendars and plans, as well as content strategy

- Knowledgeable of content marketing principles

- Microsoft Office 2016 skills (Word and PowerPoint)

- A good understanding of social media channels

- Experience with sourcing freelance writers

- Exposure to working with graphic designers, artists, and photographers

Please submit your application and resume along with your salary history to <https://www.skillpath.com/careers/jobapplication.html/j/3918>

SkillPath offers a competitive compensation package. Our benefit program is one of the best full time benefit packages in the Kansas City area including: medical, dental, prescription, flexible spending accounts, an unparalleled 403B retirement plan and much more! 3-12

EDITOR: Weekly newspaper located in Northwest Missouri, is seeking an editor. The right candidate will be a take-charge person and will be responsible for the entire

news operation for our respected weekly newspaper and website.

A community leader and who takes pride in his or her work. We are looking for a team player, to work in a pleasant work environment. Duties include article writing, copyediting, photography, social media, website posting, page layout and other associated duties. Experience preferred, but right candidate can be trained.

Clean community in which to live and cover the news. Ability to use or learn Macintosh needed. Job offers competitive salary with benefits and vacation. Apply to; advertising@mycameronnews.com 3-2

ADVERTISING EXECUTIVE: The Christian County Headliner News has a rare opening for an energetic, friendly, honest, customer service expert that is hungry for success! The perfect candidate will appreciate a team effort, but won't be afraid to make cold calls by themselves.

This candidate won't be happy with attaining goals. More importantly, they will want to blow them away.

Our full-time position offers a salary, plus commission and bonuses.

Please submit your resume and references to: Headliner News, attn: Tricia Chapman, P.O. Box 490, Ozark MO 65721 or email to triciac@ccheadliner.com 2-28

PART-TIME REPORTER: Springfield Business Journal, an award-winning weekly niche publication in southwest Missouri, is seeking a part-time reporter. Expertise in AP style and three to five years of reporting experience is ideal. Work with competitive pay and a flexible schedule for the business news authority in the Springfield region. SBJ is family owned and growing, increasing print readership as well as digital platforms.

Over 70 percent of our readers are owners, CEOs, partners, general managers or others in executive levels, and 86 percent of readers are in decision-making roles.

Send resume and clips to Eric Olson, editor, at eolson@sbj.net. 2-28

CRIMINAL JUSTICE REPORTER: The Columbia Daily Tribune, a 14,500 circulation Monday-Sunday daily located in central Missouri, is seeking a criminal justice reporter who can coordinate coverage of local police and courts and issues affecting the criminal justice system.

Continued on Page 10

Missouri Press Classifieds: Continued from Page 10

The reporter should be able to develop strong relationships with local government, police and court officials, defense attorneys and advocates to create stories and multimedia components that go beyond the daily arrest report — following the people, trends and issues in criminal justice — for print and web publication. Writer must also be experienced in newsroom use of social media tools such as Twitter and Facebook to disseminate news, build an audience and communicate with readers and sources. Experience with video and photography is a plus.

The writer must be creative and organized with an attention to detail and have a broad range of interests. This position requires occasional night and weekend work.

A degree in journalism, English, a related field or equivalent work experience is required. Two or more years of experience in weekly or daily journalism is preferred.

Gatehouse Media offers a competitive salary and benefits package, to include health, dental, 401(k) and paid time off. Learn more at www.gatehousemedia.com and at www.columbiatribune.com.

Email a cover letter, resume, references, clips and/or links to a digital portfolio to City Editor Matt Sanders at msanders@columbiatribune.com. Include "Criminal justice reporter" in the subject line. No phone calls, please. Finalists will be contacted for a phone interview. 2-21

REGIONAL SPORTS EDITOR:

The Columbia Daily Tribune, a 14,500 circulation Monday-Sunday daily located in central Missouri, is seeking a Regional Sports Editor to drive coverage in Audrain, Boone, Cooper and Randolph counties. This is a newly-created position as part of a regional reorganization of multiple sports departments, and offers a unique opportunity to build something new.

This position will lead a Sports Department totaling eight employees. Three sports reporters are based in the cities of Boonville, Mexico and Moberly. We also have a sports internship program. This is a leadership position within our organization and will require working with photographers, page designers and other editors in a collaborative environment.

The Regional Sports Editor will be the face of our newspaper's Sports Department, with all the benefits and responsibilities that come with it. We need someone capable of writing

timely, engaging columns that will appear in multiple newspapers; a scheduling wiz to ensure resources are used efficiently; and someone who can coach up all team members on best practices in digital and print media.

We have a lot going on at the Tribune, and we need someone who wants to do even more. Our Mizzou Sports podcast is continuing to grow, and we want to add more in 2018. We have a weekly Facebook Live presence to maintain, and this summer the Tribune will host its second annual Tribby awards recognizing outstanding prep athletes in the region (Redskins QB Alex Smith will be the guest speaker).

A degree in journalism, English, a related field or equivalent work experience is required. Prior editing experience at a daily newspaper is a must, preferably with experience covering university-level athletics. Preference will be given to qualified applicants in the Midwest.

Gatehouse Media offers a competitive salary and benefits package, to include health, dental, 401(k) and paid time off. Learn more at www.gatehousemedia.com and at www.columbiatribune.com.

Email a cover letter, resume, references, clips and/or links to a digital portfolio to Managing Editor Charles Westmoreland at cwestmoreland@columbiatribune.com. Include "Regional Sports Editor" in the subject line. No phone calls, please. Finalists will be contacted for a phone interview. 2-21

FOUNDATION DIRECTOR:

The Missouri Press Association, the state's trade association for newspapers, is searching for an experienced fundraiser and non-profit leader to fundraise and operate the Missouri Press Foundation. The MPF Director will solicit support from those inside and outside the newspaper industry, oversee programs and assist MPA as needed.

The ideal candidate will have at least three years of successful experience in fundraising and planned giving as well as experience working with volunteer groups, budget planning, non-profit management, and communication. You must demonstrate good organizational skills and have the ability to prioritize multiple tasks.

The Director will spend a majority of their time implementing fundraising strategies. They will assist donors with planned giving decisions and solicits annual gifts. They will have the help of donor tracking software and MPA staff members.

Other duties:

- Plan and executing several annual fundraising events
- Create an annual budget and assisting with financial review
- Oversee Foundation programming
- Create an annual report
- Manage the Missouri Newspapers In Education program and one part-time contracted employee
- Provide administrative support to board of directors
- Assist the Missouri Photojournalism Hall of Fame
- Solicit sponsors for MPA's annual convention

For a full job description, please visit mopress.com. This is a full-time position and includes free parking in Downtown Columbia.

Other perks at Missouri Press include free life insurance, 75% of your company health insurance paid and a 4% match for your 401k after a year of employment. 2-20

EDITOR/GENERAL MANAGER:

The Marshfield Mail, a county seat weekly east of Springfield, Mo. on I-44, is losing its terrific Editor/General Manager to retirement May 31. His replacement needs to have a strong editorial background in community journalism and experience with leading a team, preferably multiple departments. This person must lead but also report, edit, shoot photos and more. Design experience a plus, but not critical. This newspaper has a proud tradition. The job includes benefits and competitive pay. To apply, please send resume and supporting information to Dave Berry, publisher, P.O. Box 330, Bolivar, Mo., 65613. 2-20

SPORTS REPORTER:

Full-time position for a reliable person to cover sports for local newspapers and take photos. Must have computer skills, know Quark, InDesign and Photoshop. Send resume to: PO Box 422, Higginsville, Mo. 64037 2-15

REPORTER:

The Rolla Daily News is looking for a staff reporter to cover community news. The successful candidate will be joining a family of print and digital publications covering news and sports.

Responsibilities will include gathering news for print and digital, handling photography, video, social media, content management on the digital platform and assisting with page building using Quark.

Continued on Page 11

Missouri Press Classifieds: Continued from Page 11

Position requires a journalism or related degree. Experience is helpful. Pay and benefits are competitive. Position is available immediately.

The Rolla Daily News is a community newspaper/website owned by Gatehouse Media.

Please send resume and clips to jmiller@lakesunonline.com or mail to 918 North Business Route 5, Camdenton, MO. 65026. No phone calls. 2-9

REPORTER: The Douglas County Herald is looking for a full-time newspaper journalist/writer to cover city/county news and events.

Responsibilities may include writing weekly news, sports, government stories for print and digital. Writing experience and journalism background preferred.

Please send resume and sample of past work to jobs@douglascountyherald.com or mail to PO Box 577 Ava, MO 65608 1-31

EXECUTIVE EDITOR: The Herald-Whig, a 16,000 circulation daily newspaper in Quincy, Ill., is seeking a passionate, innovative, community-minded executive

editor to lead the daily Herald-Whig, the weekly Herald-Whig Review and our magazines, and coordinate news coverage with our television partners.

The successful candidate will understand how to connect content to our readers by providing depth and context to the news we deliver. It will be someone who can mentor the staff, and develop an open dialogue with readers and community leaders.

Our executive editor will coordinate newspaper style in conjunction with the managing editor, news editor, interactive managing editor, and the manager of our creative services and production departments.

The Herald-Whig is a seven-day newspaper that is part of a growing, family-owned-and-operated company dedicated to the communities it serves. Our newsroom won 48 awards in 2017 and finished first in general excellence in the Illinois Associated Press Media Editors contest and second in general excellence in the Illinois Press Association contest.

The Herald-Whig offers a comprehensive employee benefits package with everything you expect and more. The Herald-Whig is an

equal opportunity employer.

To apply, send a cover letter outlining your vision, resume, references and samples of appropriate work by mail to Christina Wilson/Human Resources, The Quincy Herald-Whig, P.O. Box 909, Quincy, IL 62306, or by email to cbwilson@whig.com. Learn more about The Herald-Whig at www.whig.com. 1-24

GENERAL ASSIGNMENT

REPORTER: The Christian County Headliner News is seeking a journalist with a passion for local news and human interest stories happening in and around the seven communities of Christian County, Missouri.

As a weekly print and 24/7 online publication, CCHN values intellectual curiosity, strong analytical skills and a demonstrated commitment to integrity, accuracy and timeliness. We also take pride in providing a visually striking print product to our readers, so excellent photography skills are a plus.

Please submit your resume and writing samples to: Headliner News, attn: Tricia Chapman, P.O. Box 490, Ozark MO 65721 or email to triciac@ccheadliner.com 1-22

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TIME IS RUNNING OUT **MARCH DEADLINES APPROACHING**



Nominations are being taken now for the top awards of the Missouri Press Association and Foundation:

- Missouri Newspaper Hall of Fame
- Missouri Photojournalism Hall of Fame
- Outstanding Young Journalist

Nominations must be in by March 31.

**DOWNLOAD NOMINATION FORMS AT
bit.ly/MoPressForms**



Each of the nomination forms includes the criteria for selection.
Contact Matthew Barba by phone at 573-449-4167, ext. 302,
or by email at mbarba@socket.net with questions.

**Applications for the Internship Grants Program
must be received on or before March 31.**

If your newspaper is interested in hosting an intern, please go to
bit.ly/MoPressForms to download the intern form.

If you have questions please call
573-449-4167



Missouri Press Association
Newspaper Hall of Fame
NOMINATION FORM



To the MPA Hall of Fame Committee:

I am pleased to nominate the following person (nominees from the previous two years are automatically eligible for consideration this year. They need not be renominated).

Name

Newspaper or organization

Address

Eligibility Criteria

1. Nominee has shown exemplary contributions to the newspaper industry during a period of at least 20 years prior to being nominated, or, if nominee died while still active in promoting the newspaper industry, the nominee displayed exemplary contributions during a period of at least 10 years.
2. Nominee has lived honorably.
3. Nominee has influenced unselfishly.
4. Nominee has thought soundly.
5. Nominee has displayed community involvement

Nominated by:

Date Submitted

Print Name

Your Signature

Newspaper or organization

Address

Phone

Email

Attach biographical information of your nominee to assist the Hall of Fame Committee with its evaluation. Include a photo of the nominee, if available. Provide any information you think will help the Committee choose inductees. Letters of support from associates and acquaintances of the nominee assist the committee. You may renominate a person you nominated in a previous year. Confidentiality is extremely important for all nominees. The selection committee thanks you for your participation and assistance.

Annual deadline for nominations is **March 31**. Inductees will be honored at the fall MPA Convention. Return this form to Missouri Press Association, Hall of Fame, 802 Locust Street, Columbia, MO 65201. Nominations received after the deadline will not be considered. You may nominate more than one person. Copy this form if necessary.

Nominee Information

Missouri Photojournalism

Hall of Fame



Application Submitted By (Name): _____

Contact Phone & Email: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Nominee's Name: _____

Occupation: _____ Employer: _____

Nominee is Nominated for...

(Please check any of the following)

- | | |
|---|---|
| <input type="checkbox"/> Outstanding photojournalism achievement | <input type="checkbox"/> Leadership in education |
| <input type="checkbox"/> Long-term photography for a Missouri newspaper or other publication or journalism outlet | <input type="checkbox"/> Ethical values and integrity |
| | <input type="checkbox"/> Contributions to the community |

This packet must include...

(Photograph samples can be prints or digital .jpg files on a CD or thumb drive)

- Statement explaining nominee's contributions
- Examples of work
- Letters of support

Suggested Inclusions

(Optional)

- Resume or work history

Send nominations by **March 31** to:
Missouri Photojournalism Hall of Fame
C/O Missouri Press Foundation
802 Locust Street
Columbia, MO 65201

THE NEWSPAPER CONTEST TEMPLATE IS NOW OPEN

Suggestion: Gather all of your entries into one folder on your desktop and label them so you know what category they go in before beginning to upload your entries.

Please combine parts of an entry into one file before uploading whenever possible. This makes uploading and judging easier.

Missouri Press Foundation 2018 Newspaper Contest Entry Instructions

Entries to the Missouri Press Foundation's Newspaper Contest will be submitted using BetterBNC Online Journalism Awards Platform. If you have questions contact Matthew Barba at Missouri Press, (573) 449-4167, mbarba@socket.net.

IMPORTANT: BetterBNC is optimized for Google Chrome. If you do not have Google Chrome, download it at <http://www.google.com/chrome>

DEADLINE: There is no need to wait until the deadline to upload your entries! The contest template will close at 11 p.m. Thursday, March 31, and will not accept entries after that -- no exceptions. You may begin uploading your entries now.

FOLLOW THESE STEPS, IN ORDER Login: Go to <http://www.betterbnc.com>.

Click one of the **Contestant Login** buttons.

If you are the single point of contact for your organization, select **Contestant Manager**. **NOTE:** Once you have submitted 2 entries, you will receive an email validating your Contestant Manager account, enabling you to create an **Authorized Entrant** account to make entries on behalf of your newspaper. If you have received an email authorizing you to submit entries, select **Authorized Entrant** the next time you log on.

In the **Select a Contest** menu, select **2018 Missouri Better Newspaper Contest**.

From the **Select Media Organization**, choose your newspaper (if your newspaper is not in the menu, contact Missouri Press immediately).

Enter the temporary **Password**, which is "bnc" for all new entrants, and click **Login**. The first time you log in, the system will prompt you to create a secure password. If you entered the contest in 2017, your previous year's password will remain valid. If your contact person has changed and you need your password and/or email reset, please email kwilliams@socket.net or mbarba@socket.net.

Submitting Entries: Select in the template the same **division/circulation code** for each of your entries, according to whether your newspaper is a daily or a weekly, and your circulation. Your paper is in the circulation division according to

your circulation reported in the 2017-2018 MPA Newspaper Directory. All papers in each division/circulation class will use the same code in the template.

Dailies Circulation Classes & Codes to enter in the template: 0-5,000 (D1); 5,001-15,000 (D2); 15,001 and over (D3).

Weeklies Classes & Codes: 0-2,000 (W1); 2,001-5,000 (W2); 5,001 and over (W3).

These codes allow the software to divide entries into the appropriate group for judging.

On the **Manage Entries** page, click **Submit Entry** (left side). Select the appropriate Division (grouping of categories -- Writing, Photos, General, etc.). Select the appropriate Category.

IF APPLICABLE: Read the corresponding Category Note (directly below the Category selection box), describing the category's requirements. Complete the Headline/Title field.

Add entry content: Suggestion: Gather all of your entries into one folder on your desktop and label them so you know what category they go in before beginning to upload your entries.

To upload entries that are **digital files** (other than audio/video), click **Browse**, navigate to the desired file, and select Open. Allowed file types are PDF, DOC, TXT, JPG, GIF, and PNG.

Please combine parts of an entry into ONE file before uploading whenever possible. This makes uploading and judging less time-consuming. If more than one attachment is required for an entry, click Attach More and repeat these steps. If you reach a point where you cannot add any more attachments to an entry, you may have reached the attachments limit set by your contest administrator. In this event, delete your entry, combine the parts into a single file and upload the new file.

NOTE: Please try to keep file sizes under 5mb to aid judges in accessing entry content. For larger files such as Special Sections, there are options provided in the contest template. You cannot upload these large entries directly to the contest template because it has space limitations.

IF APPLICABLE: To add web content or audio/video entries, copy and paste the content's web address into the provided Website URL field. To host your content online, either upload it to a free *streaming content* website (e.g. YouTube) or talk to your IT person about adding it to your website. Make sure the content will be accessible online throughout the contest and awards process. Here are some examples of free *streaming content* websites where you can upload audio and video content: **Audio:** www.kiwi6.com, www.tindeck.com; **Video:** www.youtube.com.

IMPORTANT: Ensure that items are not behind a paywall or a password-protected area. If they are, you must provide username/password info in the Comments section of your entry. **Judges may disqualify your entry** if work samples are inaccessible.

VERY IMPORTANT: Pay for your entries! Pay your contest fees by check postmarked by the entry deadline or credit card. **Failure to pay will result in your entries being disqualified.** The fee is \$7 per entry, NOT PER UPLOAD. Make checks to Missouri Press Foundation/BNC and mail to 802 Locust St., Columbia, MO 65201-4888 or pay by credit card by calling Missouri Press at (573) 449-4167.

NEW PAYMENT METHOD: An item has been added to the Missouri Press Association website's store at a cost of \$7 (the cost of a BNC entry). To use this method of payment, set the quantity of the item you purchase to your number of entries for the contest. Add the item with adjusted quantity to your cart and check out as normal.

The item on MPA's website store can be found here:

mopress.com/product/better-newspaper-contest-entries/