



Missouri Press Association Bulletin

No. 1346 — 16 February, 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

Submit entries to this year's Better Newspaper Contest

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>



Maneke law column

Bill could offer needed Sunshine Law changes

Missouri Press Association, along with news media across the state, has been keeping you, our members, aware of activities in our legislature this session, including the proposal recently announced by Attorney General Josh Hawley that would create an "Office of Transparency" in the Attorney General's office.

That bill has not yet been introduced, but we are hoping for that to happen by the end of the month. Needless to say, Missouri Press is supporting the Attorney General in his efforts to create this capability in his office.

It is important for you, our members, to understand more about this proposal because it's a significant step and will benefit all of us if it passes. All of you know, of course, that moving a bill from start to finish is not a simple process in any legislative body. (All of us stop a minute and sing a few measures of "I'm Just a Bill" in honor of that amazing process in our own state legislature.)

In our state, in particular, if a bill isn't on file by mid to late February, its chances of passage by the end of the session are pretty slim. Even then, any controversy that arises can be cause to disrupt its progress. So it is important that the public understand some basics about this particular bill and I'm hoping each of you can help in that endeavor.

How many times have you called

the AG's office to complain about something a state agency has done or its lack of response to a Sunshine Law request, only to be told that the AG's office cannot respond because they are mandated to defend the state agency against just such complaints? If the AG's office cannot help you, it's highly unlikely that you'll get help from any other source. That has always been a defect in the Missouri law. It's a clear conflict of interest and lawyers, especially the state's highest lawyer, aren't about to dabble in any action that could be a conflict of interest for that office.

This proposal would allow the AG to segregate out a portion of his staff to be separated from the lawyers who defend the state, and to allow them to serve only to handle Sunshine Law matters brought to the AG's office by the public. It also would allow them to issue a subpoena to force entities to produce records if they would not do so voluntarily. It would be a major step in advancing the ability of the public to access records on the

keep such records.

One of the most frequent questions I've heard since this proposal was introduced is whether this is in some way a response to actions in recent weeks from others in state government, including our State's Governor. And the answer is that it clearly is NOT a response in any way to such activities. In fact, the roots of this proposal go back to an article I co-authored in 2007 for the Journal of the Missouri Bar. Back at that time, nearly 20 states had an office that assisted members of the public in regard to Sunshine Law requests and disputes.

I haven't taken time to research how many more states have added such offices in the last 10 years, but I know the number has increased because each time I would hear about another state creating such an office, I'd remember the article and wish Missouri would make that move. Missouri Press created language and attempted to find a sponsor for such a bill back at that time but had no success.

It's too early to know what will happen with this proposal in this legislative session. While sometimes bills make it through in their first effort, other times it takes bills several sessions to get enough support to make it past both houses and into law. Know that Missouri Press will keep you informed. Your part is to help your readers understand what this bill would do for them and why it is important to them.

If you have questions or need more information about the bill (assuming it gets filed in the next few weeks), let me know and I'll be happy to forward you the background article from 2007 and answer any questions. And keep your fingers crossed for this one!

"This proposal would allow the AG to segregate out a portion of his staff to be separated from the lawyers who defend the state, and to allow them to serve only to handle Sunshine Law matters brought to the AG's office by the public."

state level.

It would also institute a fine and penalty for state entities that fail to properly keep public records, a function governed by chapter 109 of the Missouri Statutes. Presently there are no penalties in that chapter for public bodies which fail to properly





CALENDAR 2018

February

23 — Ozark Press Association Meeting, Springfield-Greene County Botanical Center

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

Sunshine Week, March 11-17

Opinion pieces wanted for Sunshine Week

From ASNE

Editorial writers, columnists: Do you want to stimulate the public's interest in open government? If so, ASNE hopes you'll contribute an opinion piece for Sunshine Week, March 11-17.

The special content will be made available for use that week by participating organizations to promote a dialogue about the importance of open government and freedom of information.

To submit a cartoon or column or have your organization or event listed, please send links and other information to ASNE Communications Coordinator Jiyoung Won at sunshineweek@asne.org. To see previous submissions, check out "The Vault" at sunshineweek.org.

ASNE's First Amendment Committee leaders, Mindy Marques, executive editor of the *Miami Herald*, and Peter

Bhatia, editor of the *Detroit Free Press*, are also working with The Associated Press, the Associated Press Media Editors (APME) and other major news organizations to make an ambitious reporting project available free to all participants. More on that will be announced in the coming weeks.

ASNE launched Sunshine Week in 2005 as a national initiative. Since 2012, ASNE has partnered with the Reporters Committee for Freedom of the Press to provide support for news organizations, libraries, universities, civic groups, nonprofits and others who want to promote open government and access to information.

Sunshine Week 2018 is made possible by an endowment from the John S. and James L. Knight Foundation and by a donation from The Gridiron Club and Foundation.

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.

Contact Melody at mbezenek@socket.net or 573-449-4167 to reserve your spots today!



ST. LOUIS POST-DISPATCH



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

Ozark Press holding annual meeting Feb. 23



Missouri Press Association Hotline Attorney Jean Maneke is the featured speaker for Ozark Press Association's annual meeting Feb. 23 at the Springfield-Greene County Botanical Center in Springfield.

The meeting will also include presentations offering news, advertising and circulation ideas and information.

Other panelists and presenters include MPA President Carol Stark, editor of *The Joplin Globe*; Jacob Brower, publisher at the *Cassville Democrat* and *Monett Times*; *Ozark County Times*' owner/publisher Norene Prosocki; *Christian County Headliner-News* general manager Tricia Chapman; and *Carthage Press* publisher Jamey Honeycutt.

A new feature at the convention will be the Bright Ideas session which will wrap up the one-day meeting. Those attending will be given the opportunity to share additional revenue-generating ideas in a roundtable format.

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.

Create, Sell, Profit...Instantly!

A new revenue tool, MiAD Wizard generates targeted print, online and mobile **spec ads in seconds** to close more sales with every appointment.

MiAD Wizard

- ★ No training.
- ★ No time wasted.
- ★ No more tough sells.

Go to miadwizard.com



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800.223.1600
service@metro-email.com
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www.mopressservice.com



Looking for a new revenue stream?



HELP YOUR ADVERTISERS

MPS will help small businesses set up a business Facebook, Twitter, and Google Plus account, and keep it active and interesting with up to 12 posts per month! We can help you sell this service to your advertisers!

Ask us how.

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.

Thanks again for supporting your Missouri Press Association.



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 needed to help with 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.

Newspapers in Education Week is March 5-9

From Helen Headrick

The American Press Institute celebrates Newspapers in Education Week annually the first full school week in March. The Missouri Press

Association joins with API each year to encourage the use of local newspapers daily in school. Newspapers in Education Week 2018 will be celebrated March 5-9, 2018.

Newspapers in Education Week is an opportunity to begin introducing teachers, students and parents to the value their local newspaper in teaching. In some communities, newspapers donate classroom newspapers, in others, the schools buy their copies. Another common practice is for newspapers to seek community sponsors to share in the cost of providing classroom newspapers and then recognize the sponsors with thank you ads or sponsorship tag lines on youth features, photos with classrooms, certificates, etc. Teachers should be encouraged to send the newspapers home at the end of the week so that the learning may continue. Sharing the newspaper with family will spark discussions on what was learned with the newspaper at school and offering the opportunity for parents and children to read the newspaper together.



Celebrate with fun activities like these:

- Monday, March 5 – General Newspaper** – Use the index to find classified ads, sports, editorials, comics and local news.
- Tuesday, March 6 – Language Arts** – List all punctuation marks used in a news article.
- Wednesday, March 7 – Math** – Count the number of math terms, such as estimate, add or average, in the newspaper.
- Thursday, March 8 – Social Studies** – List all stories with a location mentioned in the copy. Categorize each as local, state, national, or international.
- Friday, March 9 – Science** – Find articles or ads about energy efficient equipment, such as windows.

If you have questions or would like additional NIE content or resources, please contact your local community Newspaper.

The Missouri Press Association proudly joins the American Press Institute in celebrating Newspapers in Education

Week annually the first full week in March.



The goal of Newspapers in Education is to put young people in contact with a newspaper to create a generation of critical readers, engaged citizens and consumers. These living textbooks provide teachers authentic learning resources for reinforcing concepts being taught in the classroom. Newspapers provide informational text, which is a current focus in education. Local newspapers create civic awareness by introducing children to their community. Math, science, geography, language arts, vocabulary and more may be found in newspapers.

Research shows that Newspapers in Education programs make a difference in test scores and in future reading habits, which is very important to our industry. With so many news outlets at their fingertips, it is vital that students learn the value of newspapers and the integrity of journalists. They need to become educated media consumers.

The Missouri Press Association supports Newspapers in Education by providing free serial stories, with teaching guides, and many educational features. We are using this year's Newspapers in Education Week to give a sneak peek at a feature coming in the 2018-19 school year; a calendar of activities for every day of the school year!

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

• **North Missouri newspaper and shopper** for sale. Great potential, untapped sources of revenue. Call 660-626-6308.

HELP WANTED

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

GENERAL REPORTER: The Cedar County Republican located in Stockton, MO is seeking a journalist with a passion for local news in and around Cedar County, Missouri. Sports reporting would be a plus.

As a weekly print and 24/7 online publication, CCR 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.

The successful applicant will have a flexible schedule, social media know-how, the ability to juggle multiple projects and strong time management skills.

Please submit an application with resume' and writing samples to: by email to: marilyne@CedarRepublican.com; by fax to: 417-276-5760; by mail to: GENERAL ASSIGNMENT; REPORTER POSITION; P.O. Box 1018; Stockton, MO 65785

Or pick up an application at: 26 Public Square; Stockton, MO; 8 a.m. – 5 p.m. Monday – Friday; 417-276-4211; EOE 2-9

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.

Rolla offers a wide range of experiences for a reporter wanting to develop community news skills, who likes working with the public and can work independently or as a team member. A challenging position for the right candidate.

Rolla is home to Missouri S & T, has an active theater and arts community, and is located near several state parks. The area is known for outdoor activities, wineries and offers a unique small city atmosphere with a historic downtown area. Located within easy driving distance of St. Louis and Springfield.

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.

Our current executive editor is retiring after a nearly 40-year career at The Herald-Whig. As we look to the future, our next

executive editor will be an editorial visionary who will inspire the next era of great journalism while keeping the rich tradition of our deeply rooted, sixth-generation, family-owned publication alive.

The successful candidate will understand how to connect content to our readers by providing depth and context to the news we deliver.

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.

Additionally, he or she will:

- Indirectly supervise all newsroom personnel and oversee editorial operations.
- Oversee convergence opportunities with broadcast properties in partnership with the interactive managing editor.
- Develop marketing strategies in collaboration with advertising and circulation managers.
- Develop and maintain strong management and management support systems.

Our next executive editor will have the following qualifications:

- College degree.
- Ten or more years of newspaper experience as a reporter, editor and/or supervisor.
- Demonstrated mastery of language arts and newspaper style.
- Notable involvement with civic and industry groups helpful.
- Excellent personality and ability to deal effectively with people, organizations and with all situations.

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.

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 and about Quincy Media Inc., our parent company, at www.careersatQuincy.com. 1-24

Missouri Press Classifieds: Continued from Page 11

GENERAL 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.

The successful applicant will have a flexible schedule, social media know-how, the ability to juggle multiple projects and strong time management skills. Prior experience working with Adobe Creative Suite in Mac environment is preferred, but not required.

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

ADVERTISING DIRECTOR: A southwest Missouri newspaper group of four weeklies and one twice-weekly, all with online and social media presence in solid communities that identify well with their local flags, seeks an Advertising Director to lead the organization into new revenue growth through multiple platforms. These communities are part of the Springfield MSA. The successful candidate will have strong selling skills and experience leading, supporting and motivating successful multimedia advertising/marketing teams. Please email a cover letter and resume to daveb@phillipsmedia.com, or mail to Publisher, PO Box 330, Bolivar, Mo. 65613-0330. 1-12

NEWS EDITOR: The Herald-Whig is seeking an experienced news editor with a clear and compelling vision for how to lead our award-winning reporting staff into the future.

The successful candidate will be a take-charge leader with sound news judgment who:

- Excels in planning and organization to manage both people and content.
- Possesses strong editing, AP style and headline-writing skills.
- Can motivate reporters to go beyond routine coverage.
- Understands how newsrooms must meet

shifting audience demands.

- Is a team player who can work effectively with other newsroom editors.

- Is committed to community journalism.

- Can take existing collaborative efforts with our broadcast partners to a higher level.

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.

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 and about Quincy Media Inc., our parent company, at www.careersatquincy.com.

EDITOR: Missouri Lawyers Media seeks an editor to develop and manage content for our wide array of digital and print news and information services for Missouri attorneys.

Missouri Lawyers Media covers legal news, court opinions, verdicts and settlements, foreclosures, and public notices in Missouri. Products include molawyersmedia.com, 4 small daily and 1 weekly papers that carry public notices, and our flagship newspaper Missouri Lawyers Weekly devoted to the coverage of the legal community in Missouri.

Responsibilities include: managing the content and navigability of our websites, molawyersmedia.com and mlmcounties.com; assembling daily and breaking news alerts; continually working on features and innovations to serve readers and build paid audience; leading the preparation of our daily newspapers, weeklies and special publications; regular copyediting; serve as the company's top editorial representative at each of our events throughout the year including Missouri Lawyers Awards, Women's Justice Awards, Up & Coming, etc. Public speaking at each required.

The position requires: strong journalism skills, particularly news judgment, copyediting and accuracy on deadline; presentation skills, using words, graphics and multimedia to convey information and engage users; strong audience development instincts; the ability to work collaboratively; can-do, hands-

on ability to complete projects; strategic thinking; effective management of people and process; the ability to manage multiple assignments and prioritize workload; strong organizational skills; some technical skills, particularly proficiency with WordPress and HTML.

If you are interested in this position and meet the qualifications please send your resume to: apply-a2n5qet3ko6g@applicantstack.com

BridgeTower Media and all subsidiaries are Equal Opportunity Employers and value diversity in our workplace. 12-20

FULL-TIME REPORTER: The Lake Sun/LakenewsOnline.com is looking for a full-time staff reporter to cover community news at Lake of the Ozarks in central Missouri.

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.

The Lake Sun/LakeNewsOnline offers a wide range of experiences for a reporter wanting to develop community news skills, who likes working with the public and can work independently or as a team member. A challenging position for the right candidate.

Lake of the Ozarks is a unique place to call home. The area is known for boating, outdoor recreation, entertainment, wineries and offers a unique small town atmosphere amidst a major tourist destination within easy driving distance to every large city in the state.

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

The Lake Sun/LakeNewsOnline is a community newspaper and 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 12-18

ADVERTISING SALESPERSON: Advertising salesperson to sell advertising from home. Strong niche publication with a loyal advertiser following. Please send resume to contact@ruralmessenger.com 12-18

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 contact
Melody Bezenek at 573-449-4167 ext. 303.



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/