

THE KANSAS PUBLISHER



OFFICIAL MONTHLY PUBLICATION OF THE KANSAS PRESS ASSOCIATION APRIL 13, 2016

INSIDE TODAY

PAGE 2

Where others see decline, Kevin Slimp sees innovation and recovery in the newspaper industry.

PAGE 3

John Foust says a good advertising sales executive needs to listen more, talk less.

PAGE 4

KPA president Susan Lynn decided to ask her news staff to swap jobs.

PAGE 6-7

Kansas newspapers are searching for staff members in news, advertising, circulation, press-room and more.

PAGE 8

Doug Anstaett says the road to good legislation is filled with potholes from those who prefer secrecy.

KPA CALENDAR

APRIL 14-15

William Allen White Foundation events, University of Kansas, including presentation of the National Citation and Burton Marvin awards.

APRIL 22-23

Kansas Press Association annual convention, Overland Park DoubleTree by Hilton.

SEPT. 22-24

National Newspaper Association 130th annual Convention & Trade Show, Franklin, Tenn.



Richard Gannon, director of governmental affairs for the Kansas Press Association, discusses open government initiatives with Sen. Carolyn McGinn, R-Sedgwick, at an

Open Kansas rally at the Kansas Statehouse during Sunshine Week. KPA has joined with other media organizations and several other groups in the effort in Kansas.

Register now for next week's convention

Registrations for next week's Kansas Press Association annual convention are still being accepted, but please get them in by 5 p.m. Thursday (April 14) so KPA's staff can nail down the number of meals that will be needed.

Emily Bradbury, director of member services for KPA and the convention coordinator, said confirmations will be sent out to those who have signed up on Thursday morning.

"We want everyone who wants to attend to have the opportunity, but KPA must confirm the number of meals it needs for the Friday night and

Saturday functions," Bradbury said. Email her at ebradbury@kspress or call her at (785) 271-5304 to make nail down your reservation.

The registration form is appended to today's Publisher.

The convention theme this year is "Newspapers: Power of the Press."

"The convention is shaping up to be a tremendous event," said Doug Anstaett, KPA executive director. "We've got top notch programming, with Russell Viers presenting on photography on Friday and Ed Henninger presenting on newspa-

See CONVENTION on Page 5

Hawkins family legacy boosts Osawatomie

By Tom Eblen, Kansas Press Association

As he neared the end of his newspaper career in the late 1990s, Web Hawkins learned something that he had never expected.

He was rich, or at least comfortably well-off.

While Web had been focused on covering the news in Osawatomie, Kan., his wife Schmitt had kept the books, ridden herd on the staff and invested wisely. But that's another story. Stay tuned.

The Hawkinses had no children, and they viewed their good business fortune as an opportunity rather than a problem.

Web and his life partner determined to make a few specific gifts – to the Kansas Newspaper Foundation; his alma mater, the University of Missouri School of Journalism; the Osawatomie YMCA, among others, but there was plenty left.

So Web and Schmitt decided to-



Web Hawkins

See HAWKINS on Page 8

Want to increase readership? Quality should be your goal

The past four weeks have been a blur. I remember driving along a beach in Florida, using a snow shovel for the first time during a blizzard in Minnesota, eating pizza with old friends in Des Moines and standing in front of audiences in both Rochester and Saratoga Springs, New York.

As blurry as the weeks seem, there are several moments that were memorable. At one newspaper in Florida, the plan changed from leading classes to gathering the entire staff together for several hours of brainstorming, changing the editorial and design workflow in the process.

While at the offices of Coastal Breeze News in Marco Island, Fla., I had the chance to meet Gary Elliot. Gary has been everything from president of the Chamber of Commerce to board member of the island's realtors' association. Val Simon, publisher, invited local writers and advertisers to stop by and meet me while I was at the newspaper, and Gary took her up on the offer. As we visited, Gary took the opportunity to share why Coastal Breeze News is so popular in a town with three newspapers.

"People want local news," Gary told me. "The big daily doesn't carry local news like the [Coastal] Breeze. People who live here pick up this paper, see the faces of the writers and say, 'I know him' or 'I know her.' It makes a real difference. That's why people love this newspaper, and that's why advertisers want their ads in this paper."

The following week, I found myself in Des Moines, speaking at one of my favorite conferences. What seemed to interest attendees the most? Improving the quality of their papers. I didn't hear any talk of reducing staff sizes or cutting costs. This group seemed to know the secret: Improving quality. Quality of design. Quality of writing. Quality of service.

Do you want to increase readers, advertisers and profitability? The first and most important step is improving quality.

The year 2015 was the "year of blizzards" in my life, but I dodged the weather bullet in

2016 ... or so I thought. In Kasson, Minn., my next stop after Des Moines, I woke up to find my car buried under a mound of snow.

We almost cancelled the trip due to the approaching weather. We agreed at the last moment I would board the flight in Knoxville and head to Minnesota, arriving just before the storm.

We spent three days running press tests, holding classes and discussing workflow. I love it when a staff wants to learn. The group in Kasson asked me to stay late each day so we could look at their individual workstations, find solutions to technical problems and discuss hardware upgrades and improvements.

Imagine my thrill a week later, when I heard from one of my new

Kasson friends.

"Everyone is singing your praises," she began. Apparently the press called to report the printing quality of their newspaper had improved drastically.

"They said the pictures are crisp, the dot gain is perfect and the color settings are right on target."

Borrowing an old line from Ford, "Quality" really "is job one." Reduce quality, and the result is fewer readers. Reduce readers, and the result is fewer advertisers. Reduce

advertisers, and the result is fewer pages. Reduce pages, and the result is even fewer readers. It's a never-ending cycle.

Finally, there was The Empire State. I made stops in New York to speak at two newspaper conferences over the past eight days.

In Rochester, I spoke to the entire group about my latest research. Afterwards, one publisher after another stopped me to tell me how the research mirrors what is happening at their own papers. The key, most everyone seems to agree, is improving, not cutting.

A few days later, in Saratoga Springs, I led eight classes for editors, designers and others. Between each class, I found publishers waiting in the lobby, wanting to ask my advice about where they should take their papers.



Kevin Slimp

What seemed to interest attendees the most? Improving the quality of their papers. I didn't hear any talk of reducing staff sizes or cutting costs. This group seemed to know the secret: Improving quality. Quality of design. Quality of writing. Quality of service.

See SLIMP on Page 5

2015-16 KPA BOARD

Susan Lynn

President

Iola Register

susanlynnks@yahoo.com

Sarah Kessinger

First Vice President

Marysville Advocate

skessinger@marysvilleonline.net

M. Olaf Frandsen

Second Vice President

Salina Journal

ofrandsen@salina.com

Andy Taylor

Treasurer

Montgomery County Chronicle

chronicle@taylornews.org

Dan Thalmann

Past President

Washington County News

editor@bluevalley.net

John Baetz

Northwest District Director

Lincoln Sentinel-Republican

johnbaetz@gmail.com

Peter Cook

Southeast District Director

Parsons Sun

pcook@parsonssun.com

Mary Hoisington

Daily Membership Director

Great Bend Tribune

mhoisington@gbtribune.com

Tim Kellenberger

Northeast District Director

Sabetha Herald

timmy@sabethaherald.com

Denice Kuhns

Southwest District Director

Meade County News

mcnews@mcnewsonline.com

Travis Mounts

Nondaily Membership Director

Times-Sentinel Newspapers

graphicdept@tsnews.com

Scott Stanford

Legislative Director

Lawrence Journal-World

sstanford@ljworld.com

Joey Young

Central District Director

The Clarion (Andale)

joey@kspublishingventures.com

Less talk, more listening, can lead to more sales

Andy was telling me about his dealings with media sales people. “Since I run a local business, I hear from a lot of people,” he said. “One particular meeting really stands out, because he talked himself out of a sale. As soon as he said ‘hello,’ he jumped right into his sales pitch. As he talked, everything was a blur of facts and figures.



John Foust

It was obvious that he was so proud of his presentation that he didn’t want anything to throw him off track. He showed no interest in my business or what we needed to accomplish with our marketing. Finally, when he pulled up a spreadsheet on his laptop, I cut him short and sent him on his way.

“It reminded me of somebody my wife and I used to know. Every time he called, he talked non-stop, without giving us a chance to say anything. We joked that we could put down the phone, make a sandwich, eat lunch, pick up the phone again to say, “Uh huh” – and he wouldn’t know we’d been away.

There’s a lot of truth in the old cliché, “Lord, fill my mouth with worthwhile stuff, and shut it when I’ve said

enough.” Here are some points to keep in mind:

1. This is probably not your prospect’s first advertising appointment. The longer he or she has been in business, the greater the likelihood that it has all been heard before. If they think “been there, done that,” they’ll tune you out.

They are giving you the gift of their time. Show respect for that generosity by making the conversation meaningful for them.

2. It’s good to know worthwhile stuff. But resist the temptation to tell them everything you know.

When you prepare, don’t limit yourself to refreshing your knowledge of your sales points and your rate card. Research the prospect’s business. Study their past advertising. Learn marketing trends and challenges in their industry. That will give you a greater depth of understanding, so you can quickly get in step with the person on the other side of the desk.

3. A dialogue is better than a monologue. The best way to encourage engagement is to ask questions – and listen

carefully to the answers. Ask questions to get details about their marketing. Ask questions to find out what has worked for them in the past. Ask questions to discover needs.

There’s nothing wrong with asking, “Is this the kind of information you need?” That kind of feedback will help you.

They may want a lot of factoids. Or they may be like the person who says, “Don’t give me the history of the watch. Just tell me what time it is.” It’s your job to adapt to them, not expect them to adapt to you.

“When I meet with a media sales person, it’s to help me make good marketing deci-

sions,” Andy said. “I don’t need a long-winded sales speech.”

John Foust has conducted training programs for thousands of newspaper advertising professionals. Many are using his training videos to save time and get quick results from in-house training. E-mail for information at jfoust@mindspring.com.

(c) Copyright 2016 by John Foust. All rights reserved.

We need judges for Missouri Press contest

We need more Kansas Press Association members to sign up to judge the Missouri Press Association’s Better Newspaper Contest.

Categories will include news, editorial, photography and design. Judging will take place between April 27 and May 18, 2016.

“We need 50 judges,” said Emily Bradbury, director of member services for the Kansas Press Association. “We’ve only got 20 so far..

“MPA’s judges did a great job on our contest this year. We need to do the same top-notch job for them.”

[Click here](#) to sign up for the judging.



THIS MONTH’S QUESTION

Q. Is it too late to sign up for next week’s convention?

A. It’s really never too late, although we must finalize the numbers for who will be joining us for meals this week, so email Emily Bradbury at ebradbury@kspress.com before 5 p.m. Thursday.

Don’t forget, we’ve got some great programs lined up, including a photography session during the day Friday, April 22, led by the always-popular Russell Viers and a return engagement design expert Ed Henninger. The Friday night banquet is always a hit as well, but the deadline for signing up for that is noon Thursday.

CHANGE.

Who benefits the most?

ALL departments will benefit from our streamlined services where everything you need is at your fingertips.

- Production.
- Marketing.
- Editorial.
- Social.
- Sales.
- Classifieds.
- Digital.

Who benefits the MOST?
Your customers.

Creative Outlet

800.245.9278 • creativeoutlet.com

Changing beats brought a new flavor to news

About a dozen years ago, I tried an experiment at the Register in which reporters changed beats for three months.

The sports editor went to general news. School board and city went to a reporter who usually covered county affairs. My city reporter took on sports. And a reporter who routinely covered college meetings exchanged that for hospital board.

Among the five of us, we all had different roles, including a more shared responsibility in the makeup of each day's paper.

When you're a small operation, it's easier to shake things up.

One reason for the change was that I thought our coverage had become stale. A new set of eyes, perhaps, would see things differently. That turned out to be true.

Our stories about routine meetings took on a new flavor.

Another outcome was a better appreciation of each other's responsibilities. We each faced a big learning curve as to the particulars of a specific beat.

School boards talk about capital outlay and local option budgets. Cities discuss util-

ity rates, property tax abatements and street repairs. Hospitals are all about inpatient and outpatient numbers and Medicare and Medicaid reimbursements. And sports — well that's a universe unto itself.

I also hoped the beat-switch would even go so far as to create a more congenial workspace, and, as a woman, I naturally believed the change would ensue.

And while it didn't, I will say it generated a lot of discussion between reporters as they learned the particulars and personalities that came with their new assignments.

When the experiment ended, we returned to our usual beats with profound relief, happy to have our "babies" back again, but also with a better understanding of the news operation as a whole.

I haven't tried such an experiment since, partly because it did not occur without some resentment among staff — especially sports — but also because I've had enough new blood come into the newsroom — some wanted, some not — that I haven't felt the need to shake things up. These days, I'm happy with reliable.

As publisher, I've learned the importance of keeping a role as a reporter, though it's

tempting to push those long, late-into-the-night meetings onto someone else.

These days I cover hospital and school board.

And as much as I remind myself that I hate meetings, I'm finding both these venues more and more interesting.

Perhaps it has to do with the particular

challenges each is facing these days. Funding public schools, of course, is a big challenge facing Kansas.

And without the expansion of Medicaid, our small county hospital is at a real crisis.

By attending these meetings I gain a much better grasp of the challenges these leaders face as they discuss the situation with their boards.

And it goes without saying that in writing editorials, this background knowledge is a tremendous help.

Once I feel I've got these two beats down pat, I may switch over to city council.

The change does me — and the newspaper — some good.

Susan Lynn is president of the Kansas Press Association for 2015-16 and editor and publisher of the Iola Register.



Susan Lynn

When it ended, we returned to our usual beats with profound relief, happy to have our 'babies' back again, but also with a better understanding of the news operation as a whole.

NEWS BRIEFS

Taylor's purchase building

Andy and Amy Taylor will move their offices in Independence for the Montgomery County Chronicle and Grass Roots Design Group to a new location at 422 N. Main.

Andy is the editor of the Chronicle and Amy runs the design firm.

The Chronicle retains an office in Caney, where owners Rudy and Kathy Taylor reside.

The Taylor family also has decided to close its Cherryvale office.

Support the KNF auction

Once again there will be a silent auction during the 123rd annual Kansas Press Association convention, with all proceeds going to the Kansas Newspaper Foundation. You can contact Amber Jackson at ajackson@kspress.com or just bring your donation with you when you come to Overland Park next week.

Donations include: Branson Package, America's Best Steaks Package, KU Autographed Basketball, KC Chiefs Item, KC Royals Tickets, K-State Photography Books, Book Hill Casino Basket - Hotel Stay & Other, Dodge City Basket - Hotel Stay & other, Beer, Autographed Books, Tree, Crochet items from Kansas Department of Corrections, Zoo Passes (Sunset, Rolling Hills), WSU - Athletic Ticket Bundle, Music Theatre of Wichita, The Barn Bed

& Breakfast, Hockey Tickets, Double Tree Hotel, Prairie Band Casino - Hotel, Golf, Food, Water Park Passes, Luggage, Visit Topeka Basket (Hotel, passes & goodies), Manhattan Basket (Hotel + more), Omaha Zoo, Flint Hills Discovery, Tanganyika Wildlife Park, Kansas City Zoo, Sedgwick County Zoo, Abilene Smokey Valley Rail Road, Eisenhower Presidential Library, Andie's Candies, Kansas City Sky Zone, Overland Park Basket, Wine Basket.

MARCH KDAN, KCAN WINNERS

The following newspapers sold either direct placement, Kansas Display Ad Network, Kansas Classified Ad Network or out-of-state network ads in March.

Remember, if you sell a KDAN or KCAN, which run in almost 150 Kansas newspapers, you keep half the money. Sell one outside of Kansas (SDAN or SCAN) or do direct placement in other papers and keep half the commission allowed to KPA.

Also, tell your potential clients their ad will have a readership of approximately 1 million with either program.

KDAN — Rawlins County Square Deal, one ad for a profit of \$400; Ellsworth County Independent-Reporter, one ad for a profit of \$400; Anderson County Review, five ads for a profit of \$4,125; GateHouse Media, one ad for a profit of \$825.

KCAN — GateHouse Media, six ads for a profit of \$900.

SDAN — Anderson County Review, five ads for a profit of \$562.50.

Direct Ad Placements — Hays Daily News and Hillsboro Free Press.

Slimp

Continued from Page 2

Some were from tiny papers. Some owned large groups.

In my travels, I was also able to meet with an industry executive from a major group in Europe and a newspaper industry leader in Canada. Both talked to me about the danger of ever-growing groups of national corporations buying their papers and stripping them down.

I am concerned the newspaper industry in Canada is already in great danger of collapsing under the pressure of corporate ownership. Fortunately, in the United States, there are far fewer newspapers owned by large corporations with only 16 percent of papers owned by large national or regional groups compared to a much higher number in Canada.

Want your newspaper to grow? Resist the short-term fixes, and look toward the long-term. Quality is what matters. Content is what matters. Service is what matters. Cut those, and you can be sure you will cut readers.

Kevin Slimp is a speaker and trainer in the newspaper industry. He can be reached at kevin@kevinslimp.com.

Convention

Continued from Page 1

per design on Saturday.

“We’ve also teamed up with the Kansas Humanities Council to present a program on the Pulitzer Prize on Saturday. This is the 100th anniversary of the prize and KHC will debut its program on the Pulitzer at our convention.”

Only a handful of rooms still remain at the DoubleTree by Hilton for the 2016 Kansas Press Association Convention April 22 and 23 in Overland Park.

The Friday night banquet will include recognition of the two newest members of the Kansas Newspaper Hall of Fame and presentation of the Clyde M. Reed Jr. Master Editor, Gaston Outstanding Mentor and the Boyd Community Service awards.

Highlights include:

- A presentation on photography by Russell Viers on Friday morning on taking photos, followed by an afternoon session on downloading and processing your photos.

- A silent auction benefitting the Kansas Newspaper Foundation.

- News Design 101: All Basics. No Bull, with Ed Henninger.
- “What are We Supposed to Do?” with Olaf Frandsen, a “making the tough calls” session.
- Daily and Non-Daily Roundtables on Friday and Saturday.
- The Pulitzer Project in Kansas: William Allen White and Freedom of Speech.
- Awards of Excellence Luncheon at Saturday noon, which will announce the winners of advertising and news categories for 2015.
- Newspapers Are Gamechangers, presented by the Kansas Leadership Center. Ed O’Malley and Mike Matson will discuss how local newspapers can take the lead in being the generators of community enthusiasm. The session will focus on how to support fundamental change in our communities for the common good.
- KPA board members Joey Young and Travis Mounts will discuss how special sections and projects can be real money-makers for newspapers.
- KPA’s newest consultant, attorney Max Kautsch, will discuss “Media Law: What Are My Rights?” Kautsch will talk about the issues he deals with most and what to do about them.



Get the message

At AT&T, we believe there’s only one thing to know about texting and driving – just don’t do it. Not ever. The AT&T “It Can Wait” program is dedicated to sending only one message: No text is more important than your life.

AT&T is a proud supporter of organizations like the Kansas Press Association.



MARKETPLACE

NEWS

REPORTER - The Salina Journal is looking for a talented reporter with a knack for finding and writing great stories to join our newsroom as a general assignment reporter. We believe in telling stories that reflect our community and readers and using multimedia to complement our storytelling. Our staff is encouraged to use alternative approaches in reporting the news, and we encourage collaboration and innovation. Our ideal candidate will be a resourceful and energetic self-starter who can manage multiple assignments and write in a style that will bring stories to life for readers. In addition, the candidate will be savvy with social media and be willing to work as part of our team to present information in the most effective way. We offer competitive wages, profit sharing, 401K and health and dental insurance. Pre-employment drug screening required. Send resume and three samples of work to Deputy Editor Doug Armbruster, Box 740, Salina, KS 67402-0740, or by email to darmbruster@salina.com.

COPY EDITOR - The Salina Journal seeks an experienced journalist with strong news judgment and design and copy editing skills to join the copy desk. The successful candidate will possess: sharp editing skills and the ability to edit on deadline for accuracy, clarity, style, readability and potential legal problems; the ability to design creative, attractive news and feature pages on deadline as well as special projects; good communication skills; the ability to work well with a team. Working knowledge of Adobe InDesign is a plus. The Salina Journal offers competitive wages; profit sharing and 401K plans, and health and dental insurance. Pre-employment drug screen required. Interested candidates should send their resume and a cover letter to Sharon Montague, Executive Editor, P.O. Box 740, Salina, KS 67401 or by email to smontague@salina.com.

SPORTS EDITOR — The Manhattan Mercury is looking for a well-rounded editor who can oversee sports coverage of a Big 12 university and area high schools. We need a multi-talented person who will cover some of the major sports at Kansas State University while also juggling scheduling, copy-editing and pagination responsibilities. Strong news judgment, a wide-ranging knowledge of sports and a mastery of journalistic conventions are essential. The sports editor oversees two

full-time sports reporters as well as a part-time reporter. In addition to covering Kansas State, the staff covers seven area high schools as well as youth sports. The Mercury is a family-owned publication with a circulation of about 10,000. It is an evening newspaper on weekdays with a Sunday morning edition. It offers a competitive salary as well as a benefits package that includes medical, vision, dental, three weeks paid vacation and a profit-sharing plan. Bachelor's degree and reporting or editing experience strongly preferred. To apply, please send a cover letter, resume and five work samples to executive editor Megan Moser at mmoser@themercury.com. No phone calls, please. (3-8)

REPORTER/PHOTOGRAPHER — A five-day-a-week newspaper is seeking an energetic reporter/photographer who can tell great stories and make local government meetings and issues interesting. PO Box 268, Newton, KS, 67114. (10-14)

FREELANCER — Journalist/writer with experience in breaking/hard news, features and news narrative looking for freelance work. Journalism degree plus 20 years experience. Reply to JMcdaniel19714@gmail.com. (5/20)

MANAGING EDITOR for small daily on High Plains, on I-70. Are you ready to step up? This person will lead a full-time staff of three, plus part-timers, plan and track news coverage, coordinate photo and stories, design and lay out pages, cover some meetings and write some stories, deal with public and online/Facebook pages, generally run the newsroom. Journalism degree preferred, at least two years' newspaper experience. This is a good paper, hoping to get better. Apply to Sharon Friedlander, publisher, sfriedlander@nwkansas.com, and Steve Haynes steve.haynes@nwkansas.com. Colby Free Press/Nor'West Newspapers, Colby, Kan. (785) 462-3963. EOE m/f/h/v (4-30)

REPORTER/NEWS EDITOR for award-winning weekly on High Plains. Are you up to the challenge of continuing a strong tradition? Can you do it all? Do you want to learn the news business? This person will plan news coverage, coordinate the work of part-time staff, cover stories and features, take photos, design and lay out pages, post to web pages and Facebook. Journalism degree or some newspaper experience preferred. Will consider two

years-plus experience. Pay commensurate with ability and experience. Competitive pay, benefits, location in Northwest Kansas. Apply to steve.haynes@nwkansas.com and dpaxton@nwkansas.com. The Norton Telegram/Nor'West Newspapers, Oberlin, Kan. (785) 475-2206. EOE m/f/h/v (4-30)

ADVERTISING

ADVERTISING DIRECTOR — The Manhattan Mercury is looking for a new advertising director. The Mercury is a family-owned-and-operated 100-year-old business with two missions: Serving its subscribers' need to know; and serving businesses' need to reach good potential customers in the Manhattan region. The printed newspaper is still the strongest advertising medium in the market, but we also know that we need to fulfill our missions in different ways, too. That means we need to be able to help our advertisers reach customers in a variety of ways, including print, e-mail, mobile, apps, and other forms still evolving. The advertising director's position is essential to the future of that mission, and therefore to our business. We need a person who can manage all the day-to-day tasks associated with managing a staff, producing a newspaper, and assuring excellent service for our clients. At the same time, we need an excellent salesperson, and a person flexible enough to see new opportunities and new ways of fulfilling our mission. The position pays a competitive salary and offers performance-based commissions and bonuses. The Mercury has a generous profit-sharing retirement plan, a 401-k, good health insurance, generous vacation policies and flexible work hours. The current ad director and his predecessor combined for a half-century in the job; we believe that speaks to the position's desirability. Sales and management experience is required. Advertising sales experience preferred; newspaper sales experience is not required but is a plus. To apply, send resume and cover letter to Ned Seaton, The Manhattan Mercury, P.O. Box 787, Manhattan, KS 66505. Or you can send e-mail to nseaton@themercury.com. (2-29)

ADVERTISING SALES – Accepting resumes for a self-motivated, goal driven individual to join an award winning sales team. Must have excellent written and oral communication skills. Established client base with the opportunity to develop new

MARKETPLACE

clients for both print and on-line business will be provided. Competitive pay and generous benefit package. Current driver's license and reliable car required. Send resume and cover letter to Mary Karst at maryk_ads@dailynews.net or mail to The Hays Daily News, P.O. Box 857, Hays, KS 67601.

NEWSPAPERS FOR SALE

Respected 131-year-old weekly newspaper in Southwest Kansas; only newspaper in the county. Owner moving out of state. Steady subscription, advertising, annual sales approximately \$140,000. Will include building and property in sale. (785) 341-7573 after 5 p.m. MST.

PRESSROOM

PRESSROOM SUPERVISOR — The Manhattan Mercury needs a new supervisor for its printing press staff. Good salary and full benefits. This is a working press operator's job, running and maintaining a Harris 845 offset printing press. Fulltime hours, including Saturday nights. Printing press experience required; experience on a Harris press preferred. Maintenance and mechanical skills a must. Supervisory experience also preferred. Send resume and cover letter to nseaton@themercury.com, or by mail to: Ned Seaton, The Manhattan Mercury, P.O. Box 787, Manhattan KS 66505. (1-12)

PRESS OPERATOR — Are you dependable? Like working with your hands? Enjoy learning how things work the way they do? Have an ability to fix things? Then you may have the abilities we're looking for. The ideal candidate will have previous mechanical experience and a demonstrated ability to work well with others and can work flexible hours, including nights during the week. Prior newspaper press experience a bonus but not mandatory. The Nevada Daily Mail and Nevada News is located within easy driving distance of Kansas City, Joplin and Springfield. We're part of Rust Communications, a family newspaper company. Interested applicants should contact Chris Jones, production manager, by calling 417-667-3344 after 4 p.m., or via email at cjones@nevadadaily-mail.com (7-14)

PART-TIME PRESS OPERATOR — The Great Bend Tribune is seeking a part-time press operator to join our printing team. The ideal candidate will have previous web press experience, including print of

process color and press make-ready. Good work ethics along with mechanical skills and ability to react quickly to print related problems. We are willing to train the right person. Job requirements include: • Current valid driver's license with clean driving record, ability to pass a written fork lift test and train on lift; • Color vision and depth perception; • Ability to lift a minimum of 75 pounds; • Ability to read and comprehend written and/or oral English instruction along with ability to communicate effectively with team members. To submit a resume with references or request an application contact jaudus@gbtribune.com.

DIGITAL MEDIA

For much less than you think, you can take charge of your online future. Let The Hays Daily News' Pixel Power Haus take your newspaper to the next level, whether you are considering your first website or looking to retool your existing one. Call Patrick Lowry at (785) 628-1081 to hear how we can help. Designed by a newspaper, for newspapers.

MISCELLANEOUS

FOR SALE — Vanguard Model 1958, Serial BF 103, Last used December 2015. It worked well at that time. It has two units, but we've only used them separately. Buyer will need to dismantle and move it! \$4,000; ATF Chief 17, Model 11.17, \$300; ATF Chief 215 Model 2.15. Used mostly to print envelopes & two part forms, \$150; MGD Duplicator 20, \$100; Argyle 23 Process Camera Model G23, \$50 in 2012; Photostat Whitin Masterlith Duplicator Model 1115 Perforator, \$100; NuArc FT40UP Ultra-Plus Flip-Top Platemaker, \$175 in 2015; free negatives and plates, various sizes. Call Linda Foster (785) 413-0349 or email at thewholeisgreater@gmail.com (1-8)

WANTED — Muller Martini 227 inserter hoppers, turning station, 310/20 stacker parts/equipment, or compatibles from inserting equipment or mailing machine. Call James at (620) 792-1211.

FOR SALE — Hamada 800 DX w/spray unit, electrostatic unit, 3M dampening sleeves; LOG Etronics Film Processor Model #LL2218, 196-264 volts, single phase, 15 amps; Brown Ultra-lite 1500 plate burner; 2 Nu-Arc light tables; 1950 Anniversary Edition Heidelberg Windmill press, very good condition. Nor'west Press, Goodland, Kansas. Call 785-899-2338.

KPA OFFICE STAFF

Doug Anstaett
Executive Director
danstaett@kspress.com
(785) 249-1108

Lori Cuellar
Accountant
lucellar@kspress.com

Emily Bradbury
Member Services Director
ebradbury@kspress.com

Richard Gannon
Governmental Affairs Director
rgannon@kspress.com

Amber Jackson
Advertising Director
ajackson@kspress.com

Lori Jackson
Administrative Assistant/Advertising
ljackson@kspress.com

KPA CONSULTANTS

Tom Eblen
News Consultant
teblen@sunflower.com

Max Kautsch
Legal Hotline, Media Law
(785) 393-5520
maxk@kautschlaw.com.

Mike Kautsch
Media Law, KU School of Law
mkautsch@ku.edu

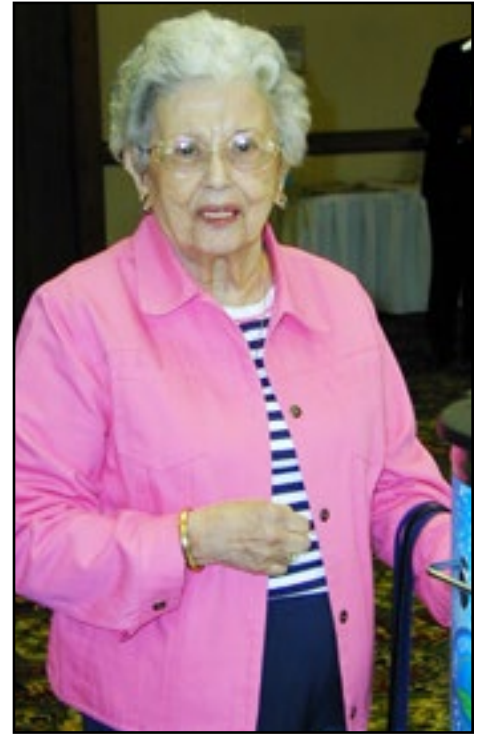
Nick Schwien
Technology Hotline
(785) 650-8372
nschwien@dailynews.net

FRIENDS OF KPA

Ron Keefover
Retired, Kansas Court System
President
Kansas Sunshine Coalition
for Open Government
ronkeefover@gmail.com
(for questions on cameras in the courtroom and the court system)



Steve Haynes, above left, owner of Nor'West Newspapers in western Kansas and Web Hawkins both served as president of the Kansas Press Association and of the National Newspaper Association. They are shown at a KPA past presidents' luncheon. Gladys "Schmitt" Hawkins (right) also was instrumental in the success of the family newspapers. She died in 2009. One of the initial benefactors of their generosity was the Osawatomie YMCA (bottom).



Hawkins

Continued from Page 1

gether that they would bequeath the rest to the Osawatomie community, the place where they had made their living. That would be about \$2 million to be disbursed by a committee of the Hawkinses' friends for deserving projects in their hometown.

The plan was for an announcement about the Web and Gladys Hawkins Foundation after both had died. It was too good a story not to tell, but the giver deserves the right to determine when the story can be told.

Here is the back story – actually two back stories that merge into one.

There wasn't much money when Web was growing up in Flat River, Mo. He worked as a printer's devil at the twice-weekly paper in his hometown when he was in high school. Before school every morning, he built a fire in the stove and cleaned out the plant before the work crews arrived.

Those were the days of Linotypes, and the publisher soon taught Web to operate a Linotype, a cantankerous machine that at its best could crank out six or seven lines of type a minute. You could never have too many Linotype operators, and Web found himself setting type for four hours a night.

That experience would pay off more than once. The first time was when Web entered the University of Missouri to get his degree in journalism. He paid his way through school

operating a Linotype for the Columbia Daily Tribune.

Two weeks before his graduation in August of 1947, Web was summoned to the office of Missouri J-school Dean Frank Luther Mott. He had no idea why and went in with some apprehension. Any fears vanished when Mott told Web that one of Mott's newspaper friends in Iowa was looking for a good man, and Mott would recommend Web.

How much would the job pay, Web asked? The answer: \$35 a week. Web had a ready answer: "Dean, I'm going to work in Kansas for \$45 a week."

So he did, riding a Greyhound bus to Great Bend, Kan., where he went to work for the Townsley family, owners of the Great Bend Tribune and a newly purchased weekly in Russell, Kan. His Linotype skills were a plus but rarely needed. By the end of that year, Web had been installed as the news editor of Russell's new daily newspaper.

He still didn't have a car, and he had plenty to do. Home base was a room in a family's house across the alley from the home of Bob Dole, soon to be Russell County attorney and later a U.S. senator and Republican nominee for president of the United States. Dole and Web were co-chairs of the Kiwanis program committee.

But Web had more than enough work. The news editor was also the sports editor among other things. Still without a car, Web had to catch a ride with a friend when Russell's high school basketball team played for two state championships.



See OSAWATOMIE on Page 9



Web Hawkins in 2014 at the Life Care Center of Osawatomie.

Osawatomie

Continued from Page 8

The Korean War intervened, and Web was drafted into the Army for two years. Not long after he returned to the two-man staff in Russell, fate intervened in the form of Gladys Ann Schmidt, the youngest of five children of a Volga German who had immigrated from Russia and ended up in Russell. Gladys set her eye on the young bachelor, telling friends that “he was going to be her husband.” As usual, she was right. They were married in 1956.

Neither one brought money to the match, but both possessed a powerful work ethic. Soon they had a car and a little more than a thousand dollars. After 12 years in Russell, Web was ready to move.

In 1959 Web signed a contract to run Nelson Reppert’s Osawatomie Graphic-News for two years and to buy a half-interest in the paper. Within two years, Web and Gladys, known as Schmitty in the newspaper fraternity, had completed the purchase and later officially changed the name to the Osawatomie Graphic. Then it was off to the races, Web doing the journalism that he loved and Schmitty keeping an eagle eye on the business side. They were a power couple before power couples were featured in the popular press.

Katie McDougal, a longtime colleague at the Osawatomie Graphic, put it succinctly: “Everything they’ve accomplished was because of both of them. They had a strong work ethic.”

And they both knew exactly what they wanted. Joyce Schrader, wife of Osawatomie’s first city manager, recalled Web’s greeting to the new city manager. “I’m not going to tell you how to run the city, and you’re not going to tell me how to run my newspaper.”

Schmitty made no such promise, however, and she didn’t hesitate to tell city hall what

Facts on Web Hawkins

Born: Dec. 15, 1925 in Advance, Mo.

Married: Gladys Ann Schmidt on Nov. 25, 1956 in Sulphur Springs, Texas.

Owned at one time or another: Osawatomie Graphic, Louisburg Herald, Emporia Times and Linn County News and partial interest in Hillsboro Star-Journal, Herington Times and East Kansas Offset, Inc.

Died: April 8, 2016, in Osawatomie.

To read Web’s full obituary, [click here](#).

needed to be fixed. Pat Butler, a neighbor and longtime friend, said of Schmitty, “When she called city hall, she could make big men tremble. She always had something for them to do.” That usually involved fixing what was broken or cleaning something that needed cleaning. She wanted things to look nice. Her bully pulpit was the telephone, not the newspaper.

She didn’t hesitate to take out the checkbook when the need was beyond available money. Former Mayor Norma Stephens worked with Schmitty on projects like PRIDE and Christmas lighting. “She was passionate about her projects,” Stephens said, recalling especially Schmitty’s decision that the curtains at Memorial Hall needed to be replaced and spending more than \$10,000 to get just the right fabric color for the new curtains.

The various efforts in Osawatomie were extracurricular. She loved them and cared intensely about them, but the newspaper came first, and Schmitty Hawkins knew where every penny came from and where it would go. Friends called Schmitty a mathematical genius. Her business skills complemented her husband’s intense commitment to community journalism. Still, Schmitty found time to be a co-founder of a downtown Osawatomie dress shop, the Coach Light, which still exists.

The Hawkinses eventually owned several weeklies in Kansas, including the Louisburg

Herald, Emporia Times, Linn County News and had partial interest in the Hillsboro Star-Journal and Herington Times.

Web also took time to be an active director for more than 30 years of the former First Federal Savings and Loan in Osawatomie. It expanded to several nearby communities. He led the effort to adopt a company policy that no board member should retain a seat on the board after age 70 and was the first to leave the board after that policy was adopted.

But the bulk of his spare time was devoted to journalism organizations such as the Kansas Press Association, which he served as president in 1970. He was president of the National Newspaper Association in 1988; KPA awarded him the Clyde M. Reed Master Editor Award in 1996 and the KPA Hall of Fame in 2005. He also served on the Columbia Missourian’s board of directors for several years.

In 1998, Web and Schmitty retired, selling their remaining two newspapers – the Graphic and the Herald – to the McLaughlin family of Paola.

Schmitty died in 2009 and is buried in the Russell Lutheran Cemetery. Web died April 8, 2016, and will be buried beside her.

Osawatomie native Larry Byers worked for Web several years before taking over the Herington Times – with purchasing help from Web and Bud Bruce of the Hillsboro Star-Journal.

“I know that Web and Schmitty put a lot of thought on the matter over a long period of time,” Byers said. “The foundation will prove most beneficial to Osawatomie residents for decades to come. The people of Osawatomie will eventually come to recognize that Web and Schmitty were genuinely interested in the betterment of their town long after their passing.”

Web and Schmitty Hawkins were vital parts of the community when they were active in their newspaper. By virtue of their gift to the community, they will continue to contribute long after they are gone.

It's a game; we have to make sure we're in it

There's an old saying that no one is safe when the Legislature is in town.

Well, they're out of town for two more weeks, but the machinations going on behind the scenes continue.

We have several bills we've either initiated or support that are slowly twisting in the wind. This is what happens at this time of the year when horsetrading becomes the order of the day and good government takes a back seat.

Why, your own Kansas Press Association has had to participate in this tit for tat in previous years to get things done.

It's not pretty, but it's the process, so KPA has to do everything it can — within ethical guidelines, of course — to support its agenda.

You may not have heard this term, but it's a key one this time of year. The term is "vehicle."

A vehicle is a bill that can be used as the conduit for amending the contents of other bills into one. Legislators like vehicles; leadership sometimes does not.

Vehicles allow for legislation that might not be palatable to the leadership or to one party or the other to be passed without or the original language being passed by both houses.

We've got at least one bill in that category, Senate Bill 361. SB 361 is the bill to put email and other accounts on private devices under the Kansas Open Records Act. This is the bill



Doug Anstaett

that came out after Gov. Sam Brownback's budget director emailed lobbyists and other with information on the upcoming budget in December of 2014.

Kansas Attorney General Derek Schmidt determined that KORA did not cover such public business done on private accounts, so in the interim between the 2015 and 2016 sessions, a Kansas Judicial Council subcommittee hammered out language that would pass muster.

That bill passed out of the Senate and then out of the House Judiciary Committee. But then it sat motionless.

Speaker Ray Merrick saw it as one of those vehicles that could be used to attach to other open government legislation, so he has put a hold on the bill. It's fate is uncertain.

Another of our initiatives, a bill to clean up problems with legislation we passed in 2014 on the probable cause affidavits issue, took a turn south and became

a veritable Christmas tree of amendments that KPA and other media organizations didn't like.

It's now sitting in a Senate-House conference committee, the subject of bargaining between the two houses.

When Rep. John Rubin, the original sponsor of the probable cause legislation got caught up in problems with the House Speaker and

was "demoted" from his position as a committee chair, he also lost a spot on the above conference committee. We lost our direct conduit to that legislation.

Rubin has continued his fight for us, but the outcome is still unclear. Will they accept our amendments to fix the damage done by the Senate, or will they reject them? We don't know for sure.

While we call what is going on "a game," we have to play it or be shut out of the action. So we're doing our part.

We'll continue to lobby our friends for the right language until the last possible moment.

We'll horsetrade.

We'll scratch backs.

We'll press the flesh and whatever else we need to do to get our message across.

At some point, the process will come to an end.

We hope we can claim total victory.

We'll likely only claim a partial one.

Now that I've totally confused everyone, including myself, I'll add this last note: there's got to be a better way.

But until we find it, we'll participate in one of the craziest sports known to man.

Doug Anstaett is executive director of the Kansas Press Association.

We have to play the game or be shut out of the action.

We'll continue to lobby our friends for the right language until the last possible moment.

We'll horsetrade.

We'll scratch backs.

NEWSMAKERS

Carder returns to Ottawa as Herald managing editor

A familiar face has returned to lead The Ottawa Herald's news team.

Doug Carder, former Herald senior writer, began work as the newspaper's managing editor Monday.

"I missed the community journalism," Carder said. "I really enjoyed my time here."

Carder left the Herald in 2015 to write for Farm Journal, which produces livestock magazines, as well as The Packer, a fresh produce trade publication.

But he missed The Herald and the communities it covers, he said.

"I wanted to get back into an editor's role," he said.

Carder filled a vacancy left when Tommy Felts, former managing editor, was selected as The Herald's editor and publisher.

He began his newspaper career with the Atchison Daily Globe and Olathe Daily News. He also was editor of The Louisburg Herald and group editor over the Miami County Newspaper Group.

Harter named publisher of Fort Scott Tribune

Lorie Harter is the new publisher of the Fort Scott Tribune.

She succeeds Floyd Jernigan, who left to take a position as director of parks and recreation in Rolla, Mo.

Harter began with the Tribune as a sales rep in 2004 and became advertising director at the newspaper in 2007.

"I'm excited about this new opportunity," she said. "I have always strived to serve our advertisers, our readers and our staff to the best of my ability. This will allow me

to not only continue that but expand my efforts."

Montague, Armbruster take new roles at Journal

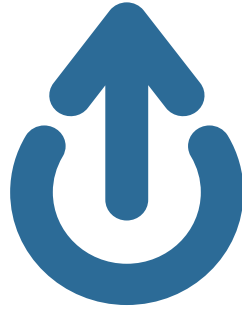
Sharon Montague has been appointed executive editor of the newspaper, succeeding Ben Wearing.

Montague has been at the Journal 28 years and was most recently deputy editor.

Publisher Olaf Frandsen said there is no one "more qualified or prepared to seamlessly step into the newsroom chief's role than Sharon."

Doug Armbruster, formerly of the Independence (Kan.) Daily Reporter, succeeds Montague in the deputy editor position.

Armbruster was named managing editor of the Reporter in 2009 after serving in a similar role at the Coffeyville Journal. He was a reporter in Independence from 1997 to 2007.



newspapers: power of the press

2016 Kansas Press Association Convention
April 22-23, 2016
DoubleTree in Overland Park

sponsored in part by the following:



Thursday, April 21

6 P.M. KPA BOARD OF DIRECTORS MEETING

Friday, April 22

9 A.M. - 9 P.M.
REGISTRATION AND CONTEST DISPLAY

9 - 11 A.M.
KNF TRUSTEE MEETING

11:30 A.M.
PAST PRESIDENTS LUNCHEON (INVITATION ONLY)

GENERAL SESSIONS NEW! "THE PHOTO SERIES" WITH RUSSELL VIERS

9 - 11 A.M. - "TAKING THE BEST PHOTOS WITH WHATEVER YOU'VE GOT!"

Join one of our most popular speakers for a unique opportunity to "learn while doing." Russell Viers will teach you how to take better photos with whatever device you've got! Camera or phone, this class will teach you the basics to the advanced skills needed to make the most out of the device you use most often.

11 A.M. - 1 P.M. - LUNCH AND PHOTO OPPORTUNITIES

For this session, you will put the skills you learned in the morning into practice. While lunch is on your own, you will have the opportunity to take photos of nearby events or just everyday life. Take lots of photos as you will be using them in the afternoon session.

1:15 - 2:45 P.M. - "DOWNLOADING AND PROCESSING YOUR PHOTOS"

Now that you have your photos, bring them with you to this session (along with your laptop) and learn the best way to download and process your photos to get the best results!

3 - 4:15 P.M. "WHAT ARE WE SUPPOSED TO DO?" WITH OLAF FRANSEN

We've all been there. Sometimes it feels like we are there every day: To publish, or not to publish? Do we run the story even though our largest advertiser is going to be angry, and may pull his business? Do we run the story even though it is a minor infraction - but involves a public official? Do we run the story even though it involves a member of our own staff? Maybe we run it because it involves a member of our own staff. Making the tough calls. And keeping our head above ethical waters. An open and challenging discussion.

4:15 - 5:15 P.M.
DAILY AND NON-DAILY ROUNDTABLES (SESSION 1)
Join your fellow publishers for a roundtable session on issues important to you.

6 - 7 P.M.
PRESIDENT'S VIP RECEPTION
Join us for drinks and networking before the annual President's Banquet.

7 P.M.
PRESIDENT'S BANQUET (reservations required - \$55/per person)
Enjoy a sit-down dinner as we recognize this year's recipients of the KPA special awards. We'll also induct new members into the Kansas Newspaper Hall of Fame.

9 - 11 P.M.
PRESIDENT'S HOSPITALITY RECEPTION
Join Susan Lynn for a reception celebrating her year as KPA president.

Saturday, April 23

7 A.M. - 4 P.M.
REGISTRATION AND CONTEST DISPLAY

SILENT AUCTION BENEFITTING THE KANSAS NEWSPAPER FOUNDATION

Bid on fun items donated by sponsors and Kansas newspapers. All proceeds will benefit KNF and part of your donation may be tax deductible.

GENERAL SESSIONS

8 - 9:30 A.M.

"NEWS DESIGN 101: ALL BASICS. NO BULL" WITH ED HENNINGER

Ed knows that design is more than just fonts, colors and photos. It's a better way to plan a newspaper. In this session, you will learn how to produce community newspapers that will satisfy more readers and advertisers – and increase your efficiency. Design drudgery will become a thing of the past and you'll have more time to work on those special packages you've always wanted to create.

9:30 - 9:45 A.M.

BREAK

9:45 - 11 A.M.

"THE PULITZER PROJECT IN KANSAS: WILLIAM ALLEN WHITE AND FREEDOM OF SPEECH"

In 1922, William Allen White published "To an Anxious Friend," an impassioned defense of the freedom of speech during trying times. For this he won the Pulitzer Prize, the first Kansan to do so. To celebrate 100 years of the Pulitzer Prizes and commemorate White's call to protect free expression, the Kansas Humanities Council is hosting a series of lectures, panel discussions and writing workshops that explore the importance of free speech in today's society. Using the humanities to bridge journalism, law, history, public administration, information science and art, KHC's statewide project will explore the many facets of this inalienable right. Join Julie Mulvihill, KHC executive director, and Leslie Von Holten, KHC director of programs, as they present the first program on this topic and tell how your newspaper and community can participate in this important project.

AOE AWARDS LUNCHEON

11 A.M. - 12:30 P.M.

Join us for a celebratory luncheon that honors individuals and newspapers on their accomplishments in 2015.

BREAKOUTS

12:45 - 2 P.M. (SESSION 1) AND 2:15 - 3:30 P.M. (SESSION 2)

"25 DESIGN THINGS THEY SAY YOU CAN'T DO BUT YOU REALLY CAN, AND THREE YOU REALLY CAN'T" WITH ED HENNINGER

Ed takes design myths and helps your publishers and editors understand how...and why...they can make them work. On deadline. With their staff. At their newspapers. Teasers below the nameplate? Not a problem! Pullouts in the middle of text? Sure! No jumps? You can make it work. But even Ed has his limits, and he has identified the three design things even he says you can never, ever do. Well...mostly.

"PERFECTING THE ART OF STORYTELLING" WITH STEVE HAYNES

Join Steve Haynes as he helps you tell the story the best way you can. Getting back to the basics, Haynes will identify the hallmarks of a good story and let you practice what you have learned.

"MEDIA LAW: WHAT ARE MY RIGHTS?" WITH MAX KAUTSCH, KPA MEDIA LAW CONSULTANT

Join our new Media Law Consultant Max Kautsch as he discusses media law, the issues he deals with the most and what to do about them. Kautsch will also touch on issues affecting our industry such as the new IRS overtime law. Bring your questions!

"SPECIAL SECTIONS AND SPECIAL PROJECTS: REAL MONEYMAKERS?" WITH JOEY YOUNG AND TRAVIS MOUNTS

Have you ever wondered if your community newspaper could make money by creating your own special sections or by creating a book based on your community? Do you have an idea that you think others will find interesting? This session will explore all the ideas and more! This session will give examples of how Kansas newspapers have created additional revenue streams with small staffs and tight budgets.

"NEWSPAPERS ARE GAME CHANGERS" WITH KANSAS LEADERSHIP CENTER (SESSION 1 ONLY)

We all know that newspapers are the cornerstones of their communities; but what about their role in moving Kansas forward? What about your role in fundamental change in your communities? Join the Kansas Leadership Center for a session on how to support fundamental change in your communities for the common good. And, learn how a partnership between the KLC and KPA help you develop your leadership skills for your community and your newspaper.

"WAIT! DON'T GO!" CIRCULATION ROUNDTABLE (SESSION 2 ONLY)

Join us as we discuss circulation ideas that will help you maintain, and even grow, your readership. Presented and moderated by a member who has demonstrated expertise in circulation ideas and issues.

3:30 - 4:30 P.M.

DAILY AND NONDAILY ROUNDTABLES

Take a few minutes to network with your fellow newspaper people at this annual favorite.

REGISTRATION FORM

CONTACT INFORMATION

Newspaper/Company _____ Contact Person _____

Address _____ City _____ State _____ ZIP Code _____

Area Code/Phone _____ Fax _____ E-mail _____

Name of Attendee Print clearly for name badges and check box if first time attendee.	Registration Fees please check one	The Photo Series with Russell Viers	President's Banquet \$55 per person	\$25 if not registered for full or Sat. Sat. Breakfast free w/registration	\$25 if not registered for full or Sat. AOE Awards Luncheon free w/registration	Total Fees
<input type="checkbox"/>	<input type="checkbox"/> Full registration - \$130* <input type="checkbox"/> Friday only - \$70* <input type="checkbox"/> Saturday only - \$100	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	
<input type="checkbox"/>	<input type="checkbox"/> Full registration - \$115* <input type="checkbox"/> Friday only - \$65* <input type="checkbox"/> Saturday only - \$90	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	
<input type="checkbox"/>	<input type="checkbox"/> Full registration - \$115* <input type="checkbox"/> Friday only - \$65* <input type="checkbox"/> Saturday only - \$90	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	
<input type="checkbox"/>	<input type="checkbox"/> Full registration - \$115* <input type="checkbox"/> Friday only - \$65* <input type="checkbox"/> Saturday only - \$90	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	
<input type="checkbox"/>	<input type="checkbox"/> Full registration - \$115* <input type="checkbox"/> Friday only - \$65* <input type="checkbox"/> Saturday only - \$90	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	<input type="checkbox"/> Attending <input type="checkbox"/> Not attending	

* - Please note prices do not include the Friday night President's Banquet.

TOTAL AMOUNT

President's Banquet Menu

Kansas City Strip Steak

Steak sauced with Mushroom Demi Glacé served with Boursin Cheese Whipped Potatoes, garden salad and dessert.

Check here for vegetarian option

Number of vegetarian meals needed _____

Awards of Excellence Luncheon Menu

Chicken Alfredo

Served with seasonal vegetables and dessert.

Check here for vegetarian option

Number of vegetarian meals needed _____

PAYMENT INFORMATION

Check enclosed (made payable to KPA)

Please invoice me at the address above or send e-invoice to the following email:

Please charge to Visa, MasterCard or American Express. To protect the security of your identity and card number, please call the office with your credit card information.

Registration Fees

Convention registration fees include admittance to all sessions on the day(s) for which you have paid a registration fee. Additional fees, indicated on the registration grid at left, may apply for some special activities and meals. Discounts for multiple registrations from the same newspaper apply, and are listed on the grid at left.

Late Registrations

Registrations received after Friday, April 8 will be accepted as space permits. Late and on-site registrations will be assessed a \$20 late fee.

Nonmembers

Rates listed are for KPA members. For nonmember rates, please call the KPA office at (785) 271-5304.

Refunds and Substitutions

Refunds will be issued on changes and cancellations received by 5 p.m. Monday, April 11. Substitutions will not be allowed on registrations.

How to Register

Mail: 5423 SW 7th, Topeka, KS 66606

Fax: (785) 271-7341

E-mail: ebradbury@kspress.com

Overnight Accommodations

Sleeping rooms are being held until March 22 for KPA convention attendees at the Doubletree by Hilton - Overland Park. For reservations, call 913-451-6100 and mention the Kansas Press Association Room Block or book online at http://doubletree.hilton.com/en/dt/groups/personalized/M/MCIMSMT-KP4-20160421/index.jhtml?WT.mc_id=POG. The room rate is \$99/ plus tax per night.

Registrations are requested no later than Friday, April 8.

Questions? Contact the KPA office at 785-271-5304 or ebradbury@kspress.com