

THE KANSAS PUBLISHER



OFFICIAL MONTHLY PUBLICATION OF THE KANSAS PRESS ASSOCIATION MARCH 16, 2016

INSIDE TODAY

PAGE 2

Kevin Slimp discusses his survey of newspapers about financial stability, future.

PAGE 3

John Foust encourages advertising sales executives to “ooze credibility.”

PAGE 4

KPA president Susan Lynn: newspaper’s support for economic development can spark controversy in communities.

PAGE 5

The Wichita Eagle joins a growing trend of transferring printing to another newspaper. The Eagle will print at the Kansas City Star beginning in May.

PAGE 8

Doug Anstaett writes Kansas legislators to explain KPA’s opposition to probable cause affidavits bill amendments.

KPA CALENDAR

MARCH 13-19

Sunshine Week 2016 is a national initiative to promote a dialogue about the importance of open government and freedom of information.

APRIL 22-23

Kansas Press Association annual convention, Overland Park DoubleTree Hotel.

SEPT. 22-24

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



The Kansas Press Association, the Kansas Association of Broadcasters and the Kansas Sunshine Coalition for Open Government joined Open Kansas at a breakfast for legislators this morning promot-

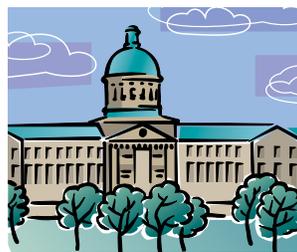
ing transparency in government. The KPA’s Richard Gannon is at center while Rep. Linda Gallagher, R-Lenexa, (right) speaks with Amanda Gress of Kansas Action for Children.

Legislators tackle transparency issues

It’s an election year, so it’s not surprising that a number of issues involving governmental transparency have center stage.

All 165 Senate and House seats are up for grabs this year.

“We’re following a number of bills that, at least as originally written, would have furthered open government in Kansas,” said Rich Gannon director of governmental affairs for the Kansas Press Association. “But as is often the case, legislative meddling has watered down some of our initiatives to the point we’ll have to oppose their passage unless we can amend them before the end of the session.”



Here is a rundown of the key open government issues remaining:

☐ SB 361 — the bill to bring private email conversations involving public business under the Kansas Open Records Act is awaiting action in the House. KPA supports the bill as currently written.

☐ HB 2545, a bill to clarify a shortcoming in the probable cause affidavits statutes, has been amended to the point that, without major changes, will have to be opposed for passage

See STATEHOUSE on Page 3

Convention just a month away; register now

Time is running out for you to reserve your rooms for the 2016 Kansas Press Association Convention, scheduled April 22 and 23 at the DoubleTree Hotel in Overland Park.

All double rooms in the KPA block have been booked and available rooms are filling up fast. The deadline for the \$99/plus tax KPA rate is March 22 and rooms can’t be guaranteed after that. You can reserve your room by [going here](#).

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:

See CONVENTION on Page 8

Slimp survey shows newspapers are doing better, more optimistic

It sounds like the beginning of a bad joke: “What do you get when you gather 760 newspaper executives and ask them how things are going at their papers?”

That’s just what I did in late January, and a few of their answers came as a surprise to me.

Continuing a practice begun in late 2014, I contacted newspaper publishers, CEOs, owners and other top management throughout the U.S. and Canada to get information about the state of their newspapers.

After a week, I’ve received just shy of 800 responses. I suspect that number will increase even more by the time I finish summarizing all the information.

It’s an arduous task, compiling and going through this much data. In the time it took to write those first two paragraphs, three more publishers responded. By the time I finish writing this column, a few more will arrive.

Truth is, after about 300 responses, it is clear what the results are going to be. Answers don’t change much after that. So with nearly 800 responses, it’s safe to say we have a good idea what is happening in the industry today.

Interestingly, this particular survey had the best response of any I’ve conducted. Papers of all sizes and types are represented in statistically reliable numbers.

There are plenty of metro dailies, as well as tiny weeklies, and everything in between. Even a few monthly and online-only publications took part.

The most responses came from the Midwest and Southeast United States, in nearly identical numbers, which is usually the case. Very few responses came from Eastern Canada, which is also normal. It’s also interesting that newspapers in the Midwest and Southeast U.S. appear to be the healthiest, which may (or may not) be an indication of why there are more papers in those areas.

One of the most interesting aspects of conducting these surveys is the ability to break the numbers up in a variety of ways. For instance, I can tell you how advertising sales at metro papers on the West Coast com-

pare to those at independently owned weekly papers in Texas.

It’s fascinating to speak at a newspaper association convention and share how their papers compare to newspapers in other areas. It’s even more interesting to see how different types of papers in the same area are doing, based on their size, ownership and other variables.

I knew that newspapers were doing well overall. I just didn’t know how well. As with other places I’ve visited recently, publishers I spoke with at the Michigan Press Association convention recently shared that they were having very good years and their numbers are steady or growing. I visited with owners of paid circulation papers, free papers, community papers, collegiate newspapers, daily papers and weeklies.

I spoke with several publishers who had started new papers that are doing quite well. It was inspiring to hear their stories.

I had planned to deliver an overview of this survey, so you could see for yourself

how papers are doing in North America. However, I was struck by the results of one question and would like to spend the rest of this column sharing those responses with you.

The question: “Compared to three years ago, how would you describe the overall health of your primary

publication(s)?”

My interest was peaked when I took screenshots of responses to that lone question, based on the types of newspapers.

By sheer coincidence, I laid out the various responses by group on my screen. The groups included:

- Independent newspapers, locally owned and operated
- Part of a small group (5 or fewer papers)
- Part of a mid-size group (6 to 20 papers), but act much like an independent paper with most of the work done locally



Kevin Slimp

With almost 800 responses so far, it seems that newspapers locally owned and operated are almost twice as likely to have experienced improved health over the past three years, compared to large regional groups

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

news@tsnews.com

Scott Stanford

Legislative Director

Lawrence Journal-World

sstanford@ljworld.com

Joey Young

Central District Director

The Clarion (Andale)

joey@kspublishingventures.com

Here are some tips on how to ‘ooze credibility’

Perry is the marketing manager for a real estate company. I had an interesting conversation with him about his experiences in dealing with different media sales people. “My all-time favorite is Brenda, who works with our local paper,” he said. “She oozes credibility.”

Perry went on to say that the strategy of most advertising sales people is to dump a bucket of data on him. “I’ve met with them all,” he said, “broadcast, print, online, outdoor, you name it. They come in here with their spreadsheets and their slick brochures. And they give their canned sales pitches on how their company is the best place in the world to advertise. Their pitches are pretty much the same.”



John Foust

Brenda is not like the others, he explained. “She is a walking encyclopedia of advertising. She knows as much about her competitors’ products as she knows about her own. When we talk, I don’t feel like she is trying to make a sale. She’s just addressing my current concerns with information on how to use available resources. I trust her judgment completely.”

Brenda is like veteran sportswriters who collect details about games and athletes. Even

if they don’t cover football, they can tell you who won last year’s championships. They can tell you who won back-to-back World Series in 1992-93. They can tell you the differences in the playing fields in the NFL and CFL. And they can tell how many majors Jack Nicklaus won in his career. That’s credibility.

It’s also a sign of credibility to know where to find answers. If those sportswriters don’t know an answer, they know where to look.

Perry trusts Brenda, because she “oozes credibility.” Isn’t that what advertising sales should be about? If you want to sell something, you first have to win trust. And a good way to build trust is to demonstrate that you know what you’re talking about.

Here are some things to consider:

1. Learn your company’s product. Of course, it’s important to learn all you can about your product. But don’t let it become your only topic of conversation. You don’t want the Perrys in your market to complain that you are dumping buckets of data on them.
2. Learn advertising in general. What are your prospect’s primary media choices? What

are the implications of total market coverage? What is the importance of reach and frequency? What is pay-per-click advertising? By percentage breakdown, where do different age groups get their news? What is search engine optimization? What is native advertising? What benefits are your competitors selling? How does co-op advertising work?

3. Learn industry specifics. What types of campaigns work best in your client’s specific industry? Are they impacted by the thin market? Who are the marketing superstars in their industry – and why are they so highly regarded? What were the results from your

client’s previous marketing efforts? How did your paper figure into those results?

Learning is the key to credibility. And credibility is a cornerstone in selling.

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 2015 by John Foust. All rights reserved.

Statehouse

Continued from Page 1

because it adds loopholes “big enough to drive a truck through,” Gannon said.

□ HB 2573, a bill designed to allow for the streaming of legislative hearings, has been moving along. KPA supports the legislation.

□ SB 487, a bill to improve procedures by which public agencies go into closed or execu-

tive session (it was previously SB 360), is set for hearing Thursday in the Senate.

□ SB 98, the bill to contain the rising cost of open records requests, appears dead for the session. KPA will try again next year.

□ Sub for SB 18, a bill to designate body and vehicle cam videos as investigative records, awaits final action. KPA begrudgingly supports the bill because the original bill closed these records to KORA.

“Anything could happen before adjournment,” Gannon said, “so we remain wary.”



THIS MONTH’S QUESTION

Q. I’ve seen the article about uploading PDFs of my pages to an FTP site at NewzGroup. Is that a good thing for me and for KPA?

A. Absolutely. When you upload your pages electronically to NewzGroup, the cost charged to KPA for building our public notice website at kansaspublishing.com goes down. If you don’t upload, KPA has to pay NewzGroup to scan the pages manually, which is much more expensive. NewzGroup can help you set this up so it can occur at the same time you send your pages to the printer. An additional benefit to you is that NewzGroup will provide you a free archive of all your pages as a backup against a computer crash. To participate in this program, email mdavis@newzgroup.com.

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

Despite opposition, newspapers must continue to lead

I'll say this about the newspaper business, rarely is there a day that I say, "Why bother?"

In Iola, a storm has been brewing these past couple of months about the merits of economic development.

For the last 10 years, Iola has had only one grocery store, a Supercenter Walmart. For many merchants, it sounded the death knell, including two hardware stores, Radio Shack, an auto parts store, two groceries, a clothing retailer and a fabric store.

For the Register, it's meant a loss of about 20 percent of our advertising base.

In the last five years, we've lost two industries. Haldex Brakes moved its 165 employees to Monterrey, Mexico. And Herff-Jones, manufacturer of yearbooks and diplomas, consolidated operations in Indiana, taking with it 100-plus jobs.

Three years ago, city and county officials hired a part-time economic development director.

Next month, we're due to break ground on a stand-alone grocery store. On the same



Susan Lynn

grounds will be a total of 60 apartments and townhomes.

We've also got our sights on a new hotel and we're in the running to land another industry.

Time to break out the champagne, right?

As I write this, protests are expected at a meeting tonight against rezoning the property for the apartments. The hotel folks are spooked by the local discontent. And if the prospective industry leaders read today's paper detailing the conflict between

our city administrator and economic development director they, too, may look for less fractious environs.

All along, the Register has been a strong supporter of economic development and has made no bones in its editorials that incentives yield a good return in landing more jobs and creating a bigger tax base.

But that stance is rubbing some the wrong way.

Opposition includes:

☐ Local landlords who contend a new apartment complex will hurt their prospects.

☐ Our local butcher says the new grocery will put her deli out of business.

☐ Motel owners are up in arms about a nationwide chain locating here.

☐ And our city administrator says

extending infrastructure for a new industry will be a burden on city coffers.

"How would you like it if the city proposed to fund another newspaper?" one young man said to me earlier this week. To which, knowing last year's financials, I could only bite my tongue.

Clearly, he was not of the mind to accept a high tide lifts all boats.

Sometimes I wonder what it would be like to let such debates go unreported or to not weigh in editorially.

Almost immediately the answer becomes clear.

We would be less of a community — warts and all.

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

The Register has been a strong supporter of economic development and has made no bones in its editorials ... But that stance is rubbing some the wrong way.

Two students named winners of 'It Can Wait' essay contest

The winners of the "It Can Wait" essay contest co-sponsored by AT&T and the Kansas Press Association include an Atchison seventh grader and a senior at Iola High School.

Winners of \$500 awards are Rylee Crowell, a student at St. Benedict Catholic School, and Abigail Taylor, an Iola senior.

The contest challenged students at middle schools and high schools in Kansas to

write about the issue of texting while driving. More than 600 entries were received.

"The judges were impressed with the quality of the entries and want to thank our newspaper editors for publicizing the event and the teachers of Kansas for promoting the essay competition as a class project," said Doug Anstaett, KPA executive director. "While we could only choose one overall winner in each age category, several

students exhibited great writing skills and knowledge about the critical issue of distracted driving."

The two students and their parents will be recognized at the annual KPA convention April 22 in Overland Park.

The winning entries were sent to the hometown newspapers of the winners and also to other KPA member newspapers for their use.

Donate auction items to benefit foundation

Another silent auction is planned during the 123rd annual Kansas Press Association convention in Overland Park April 22-23. Proceeds will once again benefit the Kansas Newspaper Foundation.

"We're hoping you might be willing to supply us with a suitable auction item," said Amber Jackson, KPA director of advertising. "Tickets or gift baskets are always popular, but any suitable product you could donate to us would be very much appreciated."

Call Jackson for details at (785) 271-5304.

FEBRUARY 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 February.

Remember, if you sell a KDAN or KCAN, which run in almost 150 Kansas newspapers, you keep \$825 for a 2x4 or 1x8 and \$400 for a 2x2 or 1x4.

Sell an ad 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 and Hillsboro Free Press sold one ad each for a profit of \$400 each; Anderson County Review sold two ads for a profit of \$1,650.
- KCAN — GateHouse Media sold six ads for a profit of \$900; Anthony Republic sold two ads for a profit of \$300; Hillsboro Free Press sold one ad for a profit of \$150
- Direct placement ads were sold by the Hays Daily News and Hillsboro Free Press.

Slimp

Continued from Page 2

Part of a mid-size group, with much of their work directed or done at a central location

Part of a large regional group (20 or more papers in one geographical region)

Part of a large national group, covering more than one geographical area of the country

While 26 percent of newspapers affiliated with large national groups and 21 percent of those in large regional groups indicated better health than three years ago, that number,

represented by a green bar on my screen, increased as the newspapers indicated more local control:

26 percent : Large National Group

21 percent: Large Regional Group

33 percent: Mid-size Group with Central Control

36 percent: Mid-size Group with Local Control

40 percent: Independent, Not Part of a Group

With almost 800 responses so far, it seems that newspapers locally owned and operated are almost twice as likely to have experienced improved health over the past three years, compared to large regional groups. It seems, as the control of the newspaper gets

closer to home, so do improvements in its health.

These findings are still preliminary and it's almost guaranteed that there will be plenty of surprises awaiting me as I dig through the numbers over the next few weeks.

One thing is clear: Newspapers are doing better than they were a few years ago, and most are reporting they feel good about the future. We seem to have turned a corner and attitudes and numbers indicated a solid future ahead.

So much to report. So little space.

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

Wichita Eagle joins growing trend, will print at Star

The Wichita Eagle plans to transfer its printing and packaging operations to the Kansas City Star and sell its property in Wichita.

Roy Heatherly, president and publisher of the Eagle, said Monday the newspaper will look for a new location in downtown Wichita. The changes will eliminate 27 full-time and 47 part-time jobs.

The newspaper reported the transfer of

operations will be effective May 29. The Star and Eagle are among 29 daily newspapers owned by the McClatchy Co.

The Star's press pavilion in Kansas City, Mo., prints other state newspapers, including the Lawrence Journal-World and Topeka Capital-Journal.

Facilities attracting the largest number of newspaper print jobs in Kansas are the Salina Journal and the Hutchinson News.

Others shutting down local presses included the Hays Daily News, Emporia Gazette, Iola Register, Dodge City Daily Globe, Newton Kansan and McPherson Sentinel.

The Emporia Gazette has announced it is shutting down the press at the Junction City Daily Union now that it has purchased the Union, the Abilene Reflector-Chronicle and other Montgomery family publications.

CREATING JOBS AND PROSPERITY

How KU benefits the economy

University of Kansas researchers don't just make discoveries that change the world. They make discoveries that create jobs for Kansans and prosperity for our state.

24 active startup companies

159 active license agreements for **commercial use** of KU inventions

\$12 million in licensing revenue

\$275.2 million in externally sponsored research expenditures, including **\$250 million** from sources outside Kansas

\$9 million in corporate-sponsored research funding

29 corporate tenants in the Bioscience & Technology Business Center at KU, including **Garmin** and **ADM**

KU
THE UNIVERSITY OF
KANSAS



MARKETPLACE

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 clients for both print and online 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.

NEWS

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)

MANAGING EDITOR — The award-winning Ottawa Herald is seeking a hands-on, experienced journalist with strong editing and leadership skills, as well as the balanced news judgment needed to guide the newsroom's print and online operations. The ideal candidate should possess solid interpersonal skills with coworkers and the public, the ability to identify and assign relevant stories, a passion for mentoring reporters and other staff members, a working knowledge of Adobe products and layout, a familiarity with social media and other online media offerings, and the overall talent and organization to manage people and multiple projects. Qualifications: Degree in journalism or related field preferred; Equivalent work experience accepted. Candidates should send a resume and a cover letter to: Tommy Felts, managing editor, The Ottawa Herald, 214 S. Hickory St., Ottawa, KS 66067 or tfelts@ottawaherald.com

REPORTER/PHOTOGRAPHER — A five-day-a-week newspaper is seeking an energetic reporter/photographer who can tell great stories. You will get a well

rounded experience here. PO Box 268, Newton, KS, 67114. (12-16)

COPY EDITOR — The Topeka Capital Journal is seeking a copy editor. The right candidate will be a strong communicator and skilled wordsmith with an eye for cutting-edge design. Apply <http://tinyurl.com/morrisapp>. Questions call Kent at (785) 295-5655. (10-15)

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,

MARKETPLACE

Oberlin, Kan. (785) 475-2206. EOE
m/f/h/v (4-30)

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@nevadadailymail.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

Tired of not being able to update your website? Do you hate the design, but have no one on staff who can alter it? Have your eyes widened in shock when hearing what a new website might cost? Relax ... The Hays Daily News' Pixel Power Haus is your solution. 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
lcuellar@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)

Senate amendments would gut affidavits laws

Editor's note: *This letter was sent to all 40 Kansas Senate members Tuesday to protest language that might gut the probable cause affidavits bill passed in 2014. Thanks to Mike and Max Kautsch for allowing me the use of their "legal" arguments.*

I am Doug Anstaett, executive director of the Kansas Press Association. I write on behalf of those named above and the KPA, Kansas Association of Broadcasters, Kansas Sunshine Coalition for Open Government and Open Kansas in opposition to amendments to HB 2545 passed last week by the Senate Corrections and Juvenile Justice Committee.

With the leadership of Rep. John Rubin, media organizations fought hard two years ago to rescue Kansas from its status as the only state in the union that presumed affidavits in support of arrest and search warrants as closed to public scrutiny.



Doug Anstaett

The story of Robert and Adlynn Harte was the catalyst for the change. After their Leawood home was raided — erroneously — in search of marijuana, they spent two years and \$25,000 in legal fees to try to get at the affidavit that led to the search. That incident led to a hard-fought battle in the Kansas Legislature, but in the end, we came to agreement with the Kansas County and District Attorneys Association to shine some light on these documents.

The amendments approved recently by a Senate committee effectively gut that 2014 legislation because they introduce so many loopholes and variables into the decision-making process that sealing the affidavits will become a default position for the state's judges.

We're particularly concerned that new language will significantly diminish the presumption of openness that was established with the 2014 amendments to K.S.A. 22-2302 and K.S.A. 22-2502 if its disclosure would constitute a "clearly unwarranted invasion of personal privacy." While the object of the amendment might be to seal or redact only information that "is totally unrelated to the alleged crime that resulted in the issuance of the arrest warrant," that addition could be interpreted by a judge so broadly that probable cause affidavits would once again be closed in most cases.

Our first question is, Why would information "totally unrelated to the alleged crime" be included in the affidavit in the first place? If such information could lead to an affidavit being closed, might

law enforcement take advantage and include such information in an affidavit so that it would be non-disclosable?

The purpose of the 2014 change was to make law enforcement's process of conducting arrests and searches more transparent. An anticipated beneficial effect of transparency was that law enforcement would be more precise when preparing affidavits. The language in HB 2545 as amended by the Senate committee would incentivize agents to include in affidavits language that is not needed to clearly and directly establish probable cause.

Our research shows law enforcement agents in other jurisdictions routinely omit irrelevancies from affidavits. Why do their counterparts in Kansas load affidavits with

such information?

We're also concerned about language that allows a judge to seal an affidavit if it would "jeopardize ... the mental or emotional safety" of a victim or others. As a result, a judge could count any degree of stress, no matter how ordinary or trivial, as a basis for sealing or redacting an affidavit. This language is not even limited to "severe"

emotional distress, so it is unlimited in scope.

The law already states that jeopardy to the "well-being" of a victim or others is a ground for redaction or sealing, and mental and emotional conditions are subsumed by the term "well-being."

We suggest the Senate either strike this new language as detrimental to transparency in how law enforcement and courts operate or just kill the

The amendments approved recently by a Senate committee effectively gut that 2014 legislation because they introduce so many loopholes and variables into the decision-making process that sealing the affidavits will become a default position for the state's judges.

bill. It was originally written by Rep. Rubin as a clean-up bill designed to place an approved or redacted version of the affidavit in the public court file, open to other media or citizens who wanted to see it. These other changes are unnecessary. Their inclusion would be great harm to the open process approved in 2014.

It is a disservice to the hard work that Rep. Rubin and the above-named organizations did to open up these documents to public inspection. Approval of this language will return Kansas to the position of "outlier" on the issue of affidavits in support of arrest and search warrants.

In fact, if this passes as amended, Kansas may as well no longer have an affidavit access statute.

Convention

Continued from Page 1

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

- "What are We Supposed to Do?" with Olaf Frandsen, a "making the tough calls" session.

- Daily and Non-Daily Roundtables on Friday and Saturday.

- A silent auction benefitting the Kansas Newspaper Foundation.

- News Design 101: All Basics. No Bull, with Ed Henninger.

- 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 Game Changers, with the Kansas Leadership Center.

We'll also have breakouts on legal issues, storytelling, design tips, special sections and circulation.

Get Royals tickets here

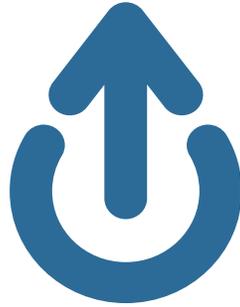
Emily Bradbury, director of member services for the Kansas Press Association, says only nine tickets are still available for the Royals/Orioles game on Saturday, April 23.

We have lined up 40 tickets together in the Outfield Plaza at Royals Stadium.

If you want them, [go here](#) to sign up.

They are first-come, first-served and they are going fast.

What are you waiting on?



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/MCIMSDT-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