

# America's Newspapers

NEWSPAPERS.ORG



June 15, 2021

## 2021 Sales Compensation Study kicks off



Gain insights into emerging and changing compensation trends that can help you plan budgets and goals while remaining competitive in hiring

### Take part in the 2021 survey!

[http://bit.ly/  
NewspaperCompStudy21](http://bit.ly/NewspaperCompStudy21)

There have been so many changes to sales teams over the past year due to the pandemic. Many companies have downsized, more companies are utilizing part-time sellers and embracing remote work, and compensation has been all over the place. Now, as we ease out of the pandemic, companies are rebuilding and find themselves struggling to hire in an extremely competitive job market.

How can you best compete to hire the top sellers?

The first step is to share your information in our annual America's Newspaper / Editor and Publisher / Media Staffing Network **Sales Compensation Study**.

The study will be released in conjunction with the [America's Newspapers Senior Leadership Conference](#) in Colorado Springs, Oct 17-19. Respondents will receive an early overview of the study.

[READ MORE](#)



Is your one-size-fits-all paywall actually costing you money?  
iQ Audience+ is the smarter metering solution.

Learn more



## What we're reading this week: Antitrust legislation introduced

U.S. lawmakers are taking a massive swipe at big tech. If it

lands, the impact will be felt globally



Five antitrust laws proposed in the United States aim to aggressively rein in the market power of “big tech” companies and change the way they do business.

The set of bills, introduced [on June 11](#), targets the enormous economic power wielded by the likes of Amazon, Apple, Facebook and Google (owned by parent company Alphabet).

The expansive proposals range from breaking up different businesses run by big tech, to more effectively preventing mergers known as “[killer acquisitions](#),” in which big tech companies buy up rivals to stamp out threats to their market power. ...

Even if only some of the proposals are passed as law, they will likely have significant consequences for the way big tech does business globally.

[READ MORE from The Conversation](#)

## Lawmakers, taking aim at Big Tech, push sweeping overhaul of antitrust

House lawmakers on Friday introduced sweeping antitrust legislation aimed at restraining the power of Big Tech and staving off corporate consolidation across the economy, in what would be the most ambitious update to monopoly laws in decades.

The bills — five in total — take direct aim at Amazon, Apple, Facebook and Google and their grip on online commerce, information and entertainment. The proposals would make it easier to break up businesses that use their dominance in one area to get a stronghold in another, would create new hurdles for acquisitions of nascent rivals, and would empower regulators with more funds to police companies.

[READ MORE from The New York Times](#)



## Register today for Senior Leadership Conference before rates increase on Thursday

**Newspaper Executives: Register for Just \$550**

America's Newspapers

20 **SENIOR LEADERSHIP** 21  
CONFERENCE

THE BROADMOOR | COLORADO SPRINGS

IN PERSON OCTOBER 17-19

**Newspaper Executives and Educators: Register here**

**Solutions Partners: Register Here**

All registrations are fully-refundable until July 24.

The **hotel reservation link for our room block** will be sent to you after your conference

### Don't miss out on the early-bird rates!

This year's meeting is a must-attend for senior newspaper executives who are invested in the future of the industry. We are bringing some of the smartest minds together to tackle the biggest issues facing local newspapers. And, we're excited to finally have an in-person meeting so we can all connect and collaborate on new solutions.

**The meeting will be held at the historic Broadmoor Hotel in Colorado Springs, Colorado.** Discounted room rates are available but extremely limited, so we recommend locking in your reservation and your flights as soon as possible.

**The early-bird rate for newspaper executives is only available until June 16 and hotel rooms at the lowest rate will sell out quickly.**

## Thank you to our conference sponsors



## Family Owners Conference: Meet with your colleagues in person, prior to annual meeting

Family owners have a long history of connecting as a result of the common challenges and opportunities that they face. We are looking forward to meeting in person Oct. 15-16 in Colorado Springs!

In planning your travel, be sure to arrive in time for a 6 p.m. dinner on Friday evening, Oct. 15. Sessions will run from 8:30 a.m. to 4:30 p.m. on Saturday, Oct. 16. And, you'll want to stay for the [Senior Leadership Conference](#) (our annual meeting) that follows.

*The Family Owners Conference is open to family members from family owned newspapers and owner CEOs and/or publishers from independently owned newspapers. Non-family CEOs and senior executives from family owned properties are invited to attend with family members.*



**Family Owners & Next Generation Leadership Conference**

[Register](#)

[LEARN MORE and REGISTER](#)



## America's Newspapers sponsors premiere of film about Storm Lake Times

"Storm Lake," from directors Beth Levison and Jerry Risius, follows the Cullens, Iowa's most impressive journalism family. For more than 30 years, Art Cullen, brother John, son Tom, wife Delores and sister-in-law Mary — plus Art's dog, Peach the newshound — have published The Storm Lake Times, a small-town, twice-weekly newspaper that covers critically important local issues and serves as the glue that holds the



community together.

But, against the backdrop of a collapsing journalism ecosystem and a crushing pandemic, how can the paper avoid the fate of so many other newspapers?

[READ MORE](#)

## Industry news



**Mark Katches**  
Executive Editor

### Tampa Bay Times launching Community Reader Panel to engage with the newsroom

In a recent column, Executive Editor Mark Katches wrote: "Our new Tampa Bay Times Community Reader Panel will be made up of people who we will count upon to provide honest feedback about our journalism and to serve as a sounding board for ideas."

[READ MORE](#)

### Scripps launching Florida statewide news network

The E.W. Scripps Co. is expanding its commitment to Florida audiences with the launch of the Florida 24 Network, a new statewide news network available over-the-top for viewers in every TV market in the state.

The Florida 24 Network will air real-time, enterprise reporting from Scripps' six local TV stations in the Miami, Tampa, West Palm Beach, Tallahassee and Fort Myers markets.

[READ MORE](#)



## Show your advertisers how to stretch their budgets most effectively

### Help your clients make the most out of their business budgets

In this July 22 webinar, you will learn how to make the most out of the smaller budgets that some of your clients may have. Especially after a pandemic year, consumers need to be connected in ways that veer from the traditional communication channels.

AdCellerant will be presenting on what tactics generate results for specific industries, and also best practices for small business advertisers.

WEBINAR

JULY 22 | 2-3 p.m. EDT, 1-2 p.m. CDT

**Effective Advertising  
for a Small Business Budget**

PRESENTED BY  
BEN BOUSLOG OF AdCELLERANT

[Register FREE](#)

Members of America's Newspapers can register free (as part of their membership) by



**Reach Millions of Job Seekers**  
**FREE Resume Posting, Job Matching & Emailed Job Alerts**  
Poynter. **E&P** America's Newspapers  
EDITOR & PUBLISHER

## America's Newspapers Calendar



**FREE WEBINAR - Effective Advertising for a Small Business Budget - July 22**  
[LEARN MORE](#)

**Family Owners & Next Generation Leadership Conference - Oct. 15 (dinner) and Oct. 16 (sessions)**  
**Live and In-Person at The Broadmoor in Colorado Springs**  
[LEARN MORE](#)

**Annual Meeting / Senior Leadership Conference - Oct. 17-19**  
**Live and In-Person at The Broadmoor in Colorado Springs**

This meeting will focus on charting the future for newspapers and will provide safe settings for discussions and connections with other senior executives from across the industry. [LEARN MORE](#)

### Get Involved. Be Heard. Invest In Your Future.

Keep up with the latest news, schedule of upcoming events and other information specifically for the newspaper industry. Learn more about America's Newspapers at [www.newspapers.org](http://www.newspapers.org). And connect with us on [Twitter](#), [Facebook](#) and [LinkedIn](#).

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