

# **CEO & Publisher, LAKEVILLE JOURNAL FOUNDATION AND LAKEVILLE JOURNAL LLC**

## **The Challenge**

The Lakeville Journal is a weekly newspaper that has chronicled the life of the towns and rural landscapes of northwest Connecticut for 125 years. The Millerton News, owned by the Lakeville Journal, has served the towns of northeastern Dutchess County in New York for 91 years.

Like many local news organizations, the Lakeville Journal/Millerton News has fallen on hard economic times as mass digital advertising destroyed the business model that has sustained most of American journalism.

Reorganized as a nonprofit foundation in September 2021, the Lakeville Journal is entering an exciting period of renewal and regrowth that requires new and visionary leadership and a chief executive with big ideas, organizational savvy, digital knowhow and a knack for inspiring change.

The foundation board is seeking a CEO for the foundation and the newspapers.

## **Your Role**

- Develop new sources of revenue and manage existing ad sales staff, developing marketing goals and metrics.
- Build relationships with suppliers and community leaders to ensure that the foundation and the two news organizations remain vital to northwestern Litchfield County and northeastern Dutchess County.
- Build out the new foundation and work with the board to manage its initial capital campaign to raise \$1.5 million to establish a firm financial footing for the future.
- Hire a development director to work with the foundation board to develop a plan and program for annual fundraising of approximately \$250,000.
- Work with the editors and staff to build an appropriate organizational structure for the journal of the future.

- Serve as ex officio member of the foundation board, working with the board's development and digital committees.
- Develop a strategic plan for the business.
- Lead other special projects as agreed with the foundation board.

### **Your Attributes and Experience**

- Exceptional written and verbal communicator, particularly in strategic narratives.
- You excel at working through influence, winning the trust of the board and community leaders, effectively moving initiatives forward with multiple stakeholders.
- Highly organized manager — you are exceptionally well prepared and excel at managing multiple projects to successful completion.
- You prioritize work in a disciplined and rigorous manner, moving between strategic thinking and close attention to detail.
- You are comfortable managing full-time and part-time workers, in the office and working remotely.
- You are comfortable with analyzing data and using it to build an argument.
- Strong bias to action and ability to work both quickly, to specific deadlines, and to a high standard.

### **Bonus Areas Of Experience**

- Previous experience in the not-for-profit world.
- Newspaper or magazine experience would be ideal.
- Local community knowledge.