

THE ALLIANCE

OF AREA BUSINESS PUBLICATIONS

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** CORRECTED 6/27/12 **

For Immediate Release

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THE ALLIANCE ANNOUNCES 2012 EDITORIAL EXCELLENCE AWARD WINNERS FOR LEADING BUSINESS PUBLICATIONS

LOS ANGELES—The Alliance of Area Business Publications presented 108 awards to newspaper and magazine business periodicals June 23, 2012, the climax of its three-day annual Summer Conference in Milwaukee, WI.

There were 657 entries from 51 publications in the competition this year – up from 487 last year. Divisions include Magazines, Newspapers, Open, Online and Best of Show. Gold, silver and bronze awards were presented in most categories.

“This was the first year for online entry and judging,” noted contest coordinator Prof. Daryl Moen of the University of Missouri School of Journalism. “The online judging reduces the mailing costs for publications, reduces AABP’s costs for logging and sorting, and speeds up almost all aspects of the contest.”

The annual Editorial Excellence Awards competition recognizes excellence in journalism, photography and design achieved by regional business publications. Judges (profiled in attached list) are comprised of faculty members from the University of Missouri School of Journalism, with qualifications in respective areas.

“The purpose of the Alliance competition is to encourage a high level of journalistic performance and service to communities by recognizing editorial excellence and outstanding visual presentation in regional business publications,” said Alliance Executive Director C. James Dowden.

Best Magazine went to **Business North Carolina**; Best Newspaper: Small Tabloids went to **Baton Rouge Business Report**, and Best Newspaper: Large Tabloids went to **Crain’s New York Business**. Best Cover, Magazine went to **Florida Trend**, and Best Front Page, Newspaper went to **Inside Business**. Most Improved Publication is **Crain’s Chicago Business**. Best Web site went to **Crain’s New York Business**. Best Online Scoop went to **Crain’s Chicago Business**. Best Staff-Generated Blog went to **Crain’s Detroit Business**. Best Multimedia Story/Editorial Feature went to **Crain’s Chicago Business**. Best Daily E-Mail went to **Des Moines Business Record**, and Best Industry Specific E-Newsletter went to **Indianapolis Business Journal**.

“The most popular categories are: Best local spin of a national business/economic story, Best ancillary publication and Best feature layout (newspaper),” said Prof. Moen. “Entries in the Online division rose to 72 this year, which reflects the increased attention members are paying to their websites and email delivery systems.”

Headquartered in Los Angeles, the Alliance is a nonprofit national organization representing 64 independent magazine and newspaper members in the United States, Canada and Australia. For more information about the Alliance, call 310/364-0193 or visit www.bizpubs.org.

The award winners in each category and judges’ biographies are listed on the following pages:

**** CORRECTED 6/27/12 ****

Alliance Editorial Excellence Awards 2012

Judged spring 2012

MAGAZINES

1. Best Cover

Bronze: Twin Cities Business, “Clawback;” Twin Cities Business staff

The horror film motif with the peekaboo dollars perfectly placed provided a surprising twist to the iconic image of the business suit. In these tough economic times, it says a lot about the business of business. It has a strong emotional appeal. Technically, it was very well done.

Silver: DBusiness, “30 in Their Thirties,” R.J. King, editor; Jessica Decker, art director; Lorenzo Petrantoni, illustrator

The illustration was fascinating and a reader could spend a lot of time studying the complicated and beautiful work. It demands more than a quick glance. The typography above the nameplate was carefully crafted. The designer had clearly thought about the typography that went with the illustration.

Gold: Florida Trend, “Florida: Texas Style?” Gary Bernloehr, Jason Morton and Jon M. Fletcher

Overall, this cover was restrained, simple and elegant. Technically, the photo illustration was excellent with an important attention to detail, like the shadows. The typography had a clear sense of hierarchy. The subdued use of color overall allowed the elements on the boots to stand out. This was an attention getter, smartly-done.

2. Best Feature Layout

Bronze: Georgia Trend, “Coca-Cola - Everywhere at Once;” Neely Young, Susan Percy, Penny Alligood, creative director, Clark Odom, art director

The opening artwork draws readers into the layout. Good use of signature Coke color to tie the layout together. Sidebar information across the bottom of the second spread helps tell the story quickly. There is also nice integration of historic photos with modern images.

Silver: D CEO, “Making Their Moves;” Brian Smith, art director, John Gay, digital art expert, Mark Ross, illustrator, Nick Prendergast

The execution of the visual idea is well-done, particularly the second spread. It appears a lot of planning went into making this layout work. Portraits were well-photographed to fit into the game-board concept, and the integration of the images was nicely done.

Gold: Florida Trend, “The State’s Budget;” Gary Bernloehr, Jason Morton, Jeff Papa

This strong conceptual presentation puts together a complex set of information in a way that helps readers understand it. The design helps make a heavy topic approachable using the clear visual metaphor of water flow. Text is broken into blocks that are easily digestible.

3. Best Use of Photography/Illustrations

Bronze: Business North Carolina, Manny Marquez, art director; Tim Foley, illustrations; Mike Belleme, photography; Scott Stiles, photography

Business North Carolina has particularly strong infographics, and they use a variety of storytelling methods. The “Bank Job” illustration panels were an excellent choice for a difficult story to illustrate. The “Cash Crops” story had a strong lead photograph followed by a strong graphic.

Silver: D CEO, Todd Johnson, Brian Smith

Bold design shows off the strong photographs. The portraits and the food photograph rose to the top, as did the spread on recycling. Nice illustrations round out this entry. Of note are the boardroom and NBA portraits.

Gold: Florida Trend, Gary Bernloehr, Jason Morton

Florida's Trend's smart and creative use of photographs and illustrations makes them a winner. The photography is technically superb, and the message is clear. The research story illustration was simple, yet very effective. There is good overall variety, with several strong illustrations in addition to the photography.

4. Best Overall Design

Bronze: Florida Trend; Gary Bernloehr, Jason Morton

This publication does a great job of organizing content in ways that make it accessible to readers. Story packages are broken up into manageable pieces with large amounts of data made accessible by strong typography. A good example is the "Florida 350" feature. Photographs are used well throughout, with good attention paid to presenting important aspects of the stories in the visuals.

Silver: D CEO; Todd Johnson, Brian Smith, Chetna Bailey

This magazine maintains a fresh, contemporary look, with design choices that fit with the upscale target audience. The pacing and visual variety of the content presents a nice mix that engages the eye. Each issue features effective illustrations, attractive page labeling, nice table of contents, and a clean grid structure with built-in white space on standing features. Photos are well played, especially on the opening pages. Typography is done well, and there are several nicely executed designs such as the "Coolest Workspaces" and "Making their Moves" features.

Gold: DBusiness; R.J. King, editor, Jessica Decker, art director, Megan Dekok, associate art director

A beautiful array of covers greet the regular readers. The varied choice of cover subjects present a good representation of the diversity of the community. Inside, the pages have a contemporary feel. Internal page architecture works well with smart attention to the typography. There is sophisticated use of color, with interesting and unique color combinations. Illustrations are well used as part of a wide array of design approaches.

5. Best Feature

Bronze: Twin Cities Business, "Glass Half Empty, Glass Half Full," Dan Haugen

Detailed, informative reporting gave this story its authoritative voice and powerful drama. This is a story that carefully conveys a threat to the most important natural resource without histrionics.

Silver: D CEO, "Rich Heritage," Steve Pate, Glenn Hunter

Everyone accumulates things, and we cherish the stories that make objects come to life, especially when they're good. This article not only captured the story behind a successful business, but also the rich history of the products it sells.

Gold: Business North Carolina, "High Yield Investment," David Kinney, editor in chief, Edward Martin, writer

A breathtaking article notable for its in-depth reporting and storytelling, a seamless narrative that was just plain interesting to read from beginning to end. It proves that a good idea can be transformed into a great story with skilled writing and editing.

6. Best Personality Profile

Bronze: Baltimore SmartCEO, “Man on a Mission;” Matt Ward, Jeanine Clingenpeel, Craig Burris

Meet James Hindman, the man behind Jiffy Lube and a serial entrepreneur whose latest interest is an energy audit firm. Matt Ward takes readers on Hindman’s ride from making his first million at 35 to coaching football on a pro-bono basis to starting Youth Services International, which provided juvenile homes and programs for troubled youth. Ward brings in some of the people Hindman affected and allows for reflection by Hindman himself as the 75-year-old faces declining health.

Silver (tie): DBusiness, “Risky Business: How Kwame Kilpatrick’s arrogance spawned a reign of corruption in Detroit,” R.J. King, editor; John Schultz, managing editor; Ric Bohy, writer

Jaw-dropping details about the scandal anchored this profile. Readers got a strong point of view and sense of righteous outrage from the author, who is well-informed about the city and players involved. This tells a timeless story about broken promises and a failed Renaissance. The lead shows how good Kilpatrick is at making an entrance; the conclusion points out that he doesn’t know when to leave.

Silver (tie): D CEO, “Power Forward,” (Terdema Ussery), Joseph Guinto, Glenn Hunter

Really solid story packed with tons of information. The writer does an elegant job providing back story and flashback when needed and making seamless transitions from one section to another. The writing was engaging enough to hold the interest of even nonsports fans.

Gold: Business North Carolina; “Onto Another Plane,” David Kinney, editor in chief; Edward Martin, writer

This profile on a speedboat racer who loses his company was well-reported with a more critical look, not just laudatory. The writer told a complex story in an interesting way. The statistics and data were adeptly woven in and didn’t stall the story. The article contained some nice foreshadowing to build intrigue and had quick pacing.

7. Best Body of Work. Single Writer

Bronze: Georgia Trend, Jerry Grillo

Grillo’s writing reveals the depth of his knowledge not only of the business of Georgia but also the broader culture and history of Georgia. With his great sourcing and strong observations, his stories extend topics beyond their face values—whether he is reporting about Civil War tourism or football icon Vince Dooley.

Silver: DBusiness, Norm Sinclair, R.J. King, editor, John Schultz, managing editor

Sinclair brings alive for readers surprising topics such as “tax detectives,” accountants and lawyers who mine property tax records for their clients’ benefits. He illuminates the story of suburban communities that view the term “speed trap” as a financially positive one. Regardless of the focus, Sinclair consistently delivers a different, compelling take on the business beat.

Gold: Business North Carolina, Edward Martin, David Kinney, editor in chief

Martin excels as a business magazine writer because of his story choice and story execution—fueled by in-depth reporting, elegant writing, and first-person observations. Whether he is writing about the biggest farm east of the Mississippi River or an aging, speedboat mogul, Martin captures the flavor of his subjects with the use of telling, specific details and a compelling narrative arc.

NEWSPAPERS

8. Best Front Page

Bronze: New Orleans CityBusiness, “Making the Cut,” Lisa Finnan

This front page at first looks like a high-class cover to a food section, but the visual cut on the word “Cuts” is the first hint it’s not about food. The second clue is the deck that firmly establishes this as a business story.

Silver: Crain’s New York Business, “I (heart) BX,” Steven Krupinski, Buck Ennis, Glenn Coleman, Xana Antunes

Designers use allusions as shortcuts in communication. This time, they played off the familiar I (heart) New York pitch for a story on the Bronx. Designers used white, black and red on and around the typography to create a powerful image. The rest of the space is used efficiently.

Gold: Inside Business, “The Power List,” Sam Hundley

Hundley’s illustration is simple but powerful. It echoes the title. The illustration flows effortlessly into the nameplate to tie the two together. It was a courageous approach to front-page design because there is only one story and one tease.

9. Best Feature Layout

Bronze: Crain’s Chicago Business, “The Graying of Chicago,” Tom Linden, art director; Karen Freese, associate art director; Jason McGregor, graphics editor

The cover illustration combined with the headline speaks to the process of graying and the city of Chicago. Nice combination. It’s like an old couple looking back on the memory of their Chicago life. The bar graph gives us good information. Inside, the designers used multiple story storms and break the material into digestible sections. The design is consistent throughout the spread.

Silver: Indianapolis Business Journal, “Ground zero for right-to-work,” David Vrabell

Color choice, typographical hierarchy and visualizations are all complimentary. Placing a white outline behind the headline helps with legibility and adds a perception of depth. The color palette is strong. Nothing is simply a decorative element. These items all earn their place on the page.

Gold: New Orleans City Business, “Distinct Designs,” Lisa Finnan, designer; Frank Aymami, photographer, Greg LaRose, editor

The cosmopolitan design and large visual presentation is bold and fun. Good job expressing attitude and style. The design reflects the topic. Using sans serif against the ornate buildings was a terrific choice. Pairing the current photos with the historic photos is informative and entertaining.

10. Best Use of Photography/Illustration

Bronze: Inside Business, Sam Hundley, Jill Martin, Stacy Addison, Laurie Vergott

The paper’s visual elements succeed best in several inside page layouts. Good photo selection contributes to strong wood pellets and school packages.

Silver: Los Angeles Business Journal, Robert Landry, Ringo Chiu

The use of white space creates a great space to display good, large images. “Hollywood’s New Bankers” illustration employs a nice layered style. All the elements flow together nicely with clean and bold images for “In Full Swing.” The image in ‘Show & Tell’ gets the space it needs and deserves. The staff exhibits attention to visual storytelling and creative portraiture.

Gold: Crain’s New York Business, Steven Krupinski, Carolyn McClain, Buck Ennis, Xana Antunes

Presentation includes a well-rounded mix of photographs and illustration. There is high quality execution throughout. The attention to lighting and detail pays off. The editors use great images and bold display for terrific impact.

11A. Best Overall Design, Small Tabloids

Bronze: GSA Business, S. Kevin Greene

This publication displays its work well with creative centerpieces. Its covers offer a clean, inviting window into the rest of the content. The pages have consistent typography, and charts are used to good effect as a method of telling stories visually.

Silver: Mainebiz, Jan Holder, art director, Matt Selva, graphic designer, Carol Coultas, editor, Donna Brassard, publisher

One of the hallmarks of this publication is its nice use of portraits throughout. Care is taken to make rich photographs, and care is taken in how the images are played. The covers display a nice range of options and feel consistent without being too formatted. Throughout the publication, white space and graphics are used effectively.

Gold: Baton Rouge Business Report, JR Ball, Scott Gremillion, Hoa Vu

This publication is visually interesting from front to back. It's full of entry points and visual pop. From the format of the listings to the consistency in the color palette, attention is being paid to details. The front-of-book pages have an appealing consistency of grid and hierarchy. Big stories, such as the Cheng Dynasty package, are played beautifully.

11B. Best Overall Design, Large Tabloids

Bronze: Crain's Chicago Business; Tom Linden, art director, Karen Freese, associate art director, Jason McGregor, graphics editor

There is a nice organization and cleanliness to the layouts. Good use of graphics and color. Section front stories are well designed and inviting. Photos are well played. The "40 under 40" and "Chicken Pickle" covers are particularly well done.

Silver: Los Angeles Business Journal; Robert Landry

This hefty publication is well-organized and easy to get through, with nice illustrations, good visual planning, and solid graphics. There is clear hierarchy and consistency in the typography. Special feature on the 50 wealthiest stands out for its excellent visual presentation.

Gold: Crain's New York Business; Steve Krupinski, Carolyn McClain, Buck Ennis, Xana Antunes

This publication brings a magazine sensibility, with design that pulls readers in and a high level of attention to detail. A good example is the "40 under 40" section, with gorgeous, provocative photos that capture personality, sass and attitude. Use of color throughout the photos aligns with the design, and there is thoughtful arrangement of profiles on each page. Elsewhere in the publication readers are treated to well-written display type, good visual hierarchy, lots of breakouts and other storytelling devices, consistent use of color, and good photo play.

12. Best Feature

Bronze: Crain's Chicago Business, Brigid Sweeney, reporter

In "Drugstore Drama," Sweeney paints a fascinating portrait of the corporate giant Walgreens and its challenges in the era of mail-order prescriptions. The story engages the reader with exhaustive, cogent reporting that uses hard numbers to illustrate trends. The piece is a model of how to write a corporate profile.

Silver: Crain’s New York Business, Elizabeth MacBride, Glenn Coleman, Xana Antunes

On the 10-year anniversary of the Sept. 11 attacks, countless stories remembered the victims and the loved ones left behind. “The Great Escape” highlights another angle: those New Yorkers who chose to leave the city. The story captures the human drama of their decisions and experiences and skillfully melds a strong narrative and analysis from experts.

Gold: Los Angeles Business Journal, Alfred Lee, reporter

Superlative reporting and graceful writing abound in “Spilled Milk,” a compelling story that traces a family’s fall from riches and its soured relationship with a once-trusted adviser. Reporter Alfred Lee persuaded several reluctant sources to talk and took full advantage of data from public records, including legal filings, to expertly trace the complex story of a family-owned dairy and its heirs.

13. Best personality profile

Bronze: Baton Rouge Business Report, “The bulldog in your court,” Penny Font, reporter

Great anecdotes and sourcing made this story about Louisiana lawyer Lewis Unglesby fun and engaging to read. The writer stayed out of the way of her reporting and smartly avoided the temptation to overwrite a big character.

Silver: Los Angeles Business Journal, “Party life too much for ad exec,” Joel Russell, reporter

This can’t-put-down read of LA ad exec Mike Ramirez’s spiral from drug abuse gave insight into the good and bad of the media ad-sales business. The powerful narrative was made even better by appropriate restraint in describing Ramirez’s over-the-top lifestyle.

Gold: Crain’s Detroit Business, “From exile to gatekeeper,” Nancy Kaffer, reporter

It’s tough enough to report substantively on a person currently in political life. But this authoritative profile was especially noteworthy for capturing a painful time in Kirk Lewis’ life as he rose, fell and rose again to prominence as chief of staff for Detroit Mayor Dave Bing. The subject was a brave choice for a business publication.

14A. Best Print Scoop: Small tabloids

Bronze: Eastern Pennsylvania Business Journal, Brian Pedersen, staff reporter

The sale of Warren Hospital was big news, but the Eastern Pennsylvania Business Journal was able to uncover a new bidder, a health care firm in Nashville. This story takes a complicated and controversial subject, and makes it clear to readers what this new offer would bring to the community – and who was backing the bid.

Silver: San Fernando Valley Business Journal, Jessica Vernabe, staff reporter

Companies must file notice with the federal government about large layoffs, but they don’t have to call the media. So when Jessica Vernabe did her routine check of WARN notices, she found that Medtronic’s diabetes unit in Northridge was laying off 468 employees. She was well ahead of competition on the story, but went above and beyond with interviews with company officials about what prompted the cutbacks, and analyzed the company financials to round out the story.

Gold: Hartford Business Journal, Greg Bordonaro, staff reporter

States are usually secretive about announcing economic development initiatives until they are ready for the big announcement. So, when reporter Greg Bordonaro found that the top state development official had plans to ramp up the quasi-public firm, Connecticut Innovations, to make major investments in the tech sector to create jobs, he knew it was big news. Months later, he was right, when the state made Connecticut Innovations the center of a multi-million-dollar jobs initiative.

14B. Best Print Scoop: Large Tabloids

Bronze: Crain's New York Business, "Carver on the Brink," Aaron Elstein, Glenn Coleman and Xana Antunes, reporters

You know you're on top of your game when The New York Times credits you with breaking a story first. Crain's scooped everyone with its revelation that Carver Federal Savings of Harlem, the country's oldest and largest black-run bank, was on the brink of collapse and had been ordered to shore up its capital.

Silver: Crain's Detroit Business, "Shocking Bargain," Bill Shea, enterprise editor

Shea shocked his readers when he reported that Detroit Red Wings and Tigers owner Mike Ilitch had added a new sports enterprise, the Detroit Pistons, to his portfolio for a mere \$325 million, far below what insiders believed the once-premier NBA team to be worth. He scooped the competition not only on the sale but also on the price. Great hustle.

Gold: Crain's Chicago Business, "Madigan's Revenge," James Ylisela, senior reporter

Journalists are doing their best work when they hold powerful people accountable for abusing their positions at the expense of taxpayers. Ylisela did exactly that by exposing the personal and political motivations behind Illinois House Speaker Michael Madigan's refusal to allow a restructuring of debt on the McCormick Place convention center that would have saved the state nearly half a billion dollars.

15. Best coverage of local breaking news

Bronze: Indianapolis Business Journal, "Fair Finance indictment", Scott Olson, reporter

This is a great example of how preparation can be an asset in covering breaking news. The newspaper had investigated Fair Finance, giving it solid footing to cover the news of the indictments of company executives, with in-depth information about what the development means for investors.

Silver: Crain's Detroit Business, "Light rail goes off tracks", staff

The staff jumped on this story and reported in depth to show the impact of a failed plan for downtown light rail. The stories go beyond covering the immediate, and look at the potential fallout.

Gold: The Daily Record, "Constellation bought by Exelon", Nicholas Sohr and Ben Mook

Outstanding effort at covering a big breaking story by looking at many angles. The stories are expertly reported and written. The sidebars and charts provide smart context for the news of the day.

16. Best Body of Work, Single Reporter

Bronze: Indianapolis Business Journal, J.K. Wall

There's plenty of rhetoric when it comes to national health care reform, but Wall goes beyond the bluster to detail how businesses small and large could boost their bottom lines by opting to not provide health insurance and instead take their lumps and pay fines. And a pair of stories on the education policy beat show how Indiana laws on teacher tenure and high school graduation will play out in the state.

Silver: Los Angeles Business Journal, Richard Clough,

The judges were especially impressed with Clough's exhaustive investigation into the questionable success of a little-known LA bank that picked the carcass of a failed competitor--a particularly hard-hitting piece that prompted the bank to cancel its advertising account with the Business Journal. Similarly strong reporting chops were on display in his digging into a troubled minority-owned bank.

Gold: Crain’s New York Business, Aaron Elstein

The Wall Street beat is in good hands at Crain’s New York, where Elstein chronicles the missteps and excesses of the One Percent with engaging writing that’s backed by solid, document-driven reporting. A nice display of versatility elevates Elstein to the top of this category with across-the-board strong contributions that include a look at the failed “bromance” of M&A titans Perelman and Drapkin and the overseas environmental woes that could take down a reclusive, billionaire banker.

OPEN

17. Best by-line commentary

Bronze: Indianapolis Business Journal, “What conservatives should learn from the Cain saga,” Peter J. Rusthoven, writer

This column takes on establishment thinking with snappy writing and a host of great examples. It's not always easy to take on your own side, and to do so with such overwhelming evidence helps this column accomplish its goals.

Silver: Florida Trend, “Teeth,” Mark Howard, writer

Howard uses an anecdote to move to a more universal point with aplomb. This is a column that addresses priorities and turf wars in tough economic times, providing accountability to the state's higher education system.

Gold: Baton Rouge Business Report, “We’re the face of poverty,” JR Ball, writer

Courageous effort by the writer at addressing the economic damage wrought by poverty and the role we all play in its growth. This took guts to address this audience. The writer’s no-nonsense tone is perfect for the occasion and drives home the seriousness of the topic.

18. Best Editorial

Bronze: Twin Cities Business, “Opportunities with Autism,” Dale Kurschner, editor

This editorial addressed an issue important to employers. The potential for employers to hire people with autism will increase in the future and this article offers advice on how to handle them. It was elegantly written with a good human touch.

Silver, The Daily Record, “No change is no disclosure,” Barbara Grzincic, editor

This editorial discusses a complicated issue in easy to understand terms. The need for disclosure is clear and it helps the reader understand need for addressing it. It made a good case for a call to action.

Gold: Crain’s New York Business, "A shoddy tax deal in Albany," Erik Engquist, Xana Antunes, editors

The editorial gave the governor credit for some things, but took him to task for things he had not done. It was more credible than your typical editorial. It met the criteria of good watchdog journalism.

19. Best recurring feature

Bronze: Inside Business, Teresa Talerico

The “Small Business Navigation Program” provides a great resource to its audience. This easy-to-read feature overflows with concrete, useful tips on everything from how to protect against financial fraud to learning how to manage cash flow. The writer uses information from traditional businesses and succeeds in getting people who have made financial missteps to talk about those mistakes with candor.

Silver: Florida Trend, Art Levy

Levy's "Of Counsel" column is a treat. His innovative story ideas put an engaging spotlight on interesting players in the local legal community, as well as compelling legal issues that affect a larger audience. He writes with authority and helps set the agenda for much-needed discussions about ethics in the legal profession. His range is impressive.

Gold: Crain's Chicago Business, Claire Bushey, reporter; Steve Strahler, senior reporter; Lorene Yue, reporter

The breezy "Innovators" feature proves writers don't always need a lot of space to tell great stories. The reporters make creative choices in picking businesses to profile and offer well-written tales that might inspire other would-be entrepreneurs. Whether the topic is "Freakonomics" or extreme racing, readers surely enjoy being surprised by a new innovator with each installment.

20. Best investigative reporting

Bronze: Charleston Regional Business Journal, Matt Tomsic, staff writer; Ryan Wilcox, creative director. "Heavy Hitters."

Well reported, clearly written examination of the links between political contributions and public positions by both sides in the high-stakes struggle over the Boeing Company's plan to open a plant in the Charleston area. Excellent use of public records.

Silver: Crain's New York Business. Barbara Benson, Glenn Coleman, Xana Antunes. "Precarious Peninsula."

This look behind the scenes at the hidden hand guiding the "rescue" of a bankrupt hospital resulted in the appointment of an outside overseer. A classic piece of watchdog journalism.

Gold: Crain's Chicago Business. Steve Daniels, senior reporter. "Higher Risk Education."

The best in a strong category, this package pulls back the PR curtain and reveals that a billion-dollar program of pre-paid college tuition is vastly underfunded and relies on high risk investments and dodgy bookkeeping to close the gap between promises and performance. The writer pulls no punches, and the documentation is convincing.

21. Best explanatory journalism

Bronze: Crain's Chicago Business, "And the Winner Is...Illinois," John Pletz, Senior Reporter

This article does what great journalism is supposed to do: tell us what's *really* going on. The myth says Illinois' neighbors are better spots for business. The reporter researched key indicators and looked at the big picture to show how Illinois, in reality, is tops.

Silver: Florida Trend, "A New Formula for Higher Ed," Mike Vogel, Amy Keller, Art Levy and Cynthia Barnett

The magazine takes a deep dive into the business of higher education in the Sunshine State and covers all the angles. The articles are expertly written and based on a wide range of interview subjects and data.

Gold: The Daily Record, "Justice Delayed," Steve Lash

This is an excellent, well-rounded, package of stories and graphics that documents delays in Maryland's high court. The reporter takes the story beyond anecdotes by analyzing data and calculating the delays for each judge. Details from civil and criminal cases that have been delayed show the reader why they should care.

22. Best local coverage of a national business/economic story

Bronze: Crain's Chicago Business, H. Lee Murphy, writer

Strong reporting can lead to surprising outcomes. This is the background to Murphy's engaging story on rising land prices on the farm. It is not a topic that many would put at the top of their reading list. But Murphy builds a business story that goes beyond what's expected and tells us a tale that many commodity reporters have missed.

Silver: Florida Trend, Mike Vogel, writer

Most of us have read about the big money that professional athletes make when signing a contract. But Vogel takes us on a fascinating journey that reveals the real story behind many well-known sports heroes. They have lost everything. Vogel also teaches about the importance of good personal finance. Great story telling makes this a wonderful journey.

Gold: Business North Carolina, David Kinney, editor-in-chief, Edward Martin, writer

Edward Martin weaves a fascinating story about the gas industry in North Carolina. Martin engages us from the opening moments. We are taken back to a dramatic, tragic and long-forgotten mine explosion in the state. He takes us on a time journey to present time, telling us about the challenges and opportunities of extracting gas from shale.

23. Best Headlines

Bronze: Arkansas Business, Gwen Moritz, Roxanne Jones, George Waldon, Jan Cottingham for "The Fraudfather," "Keeping the Lights On," "The Tax-Me-More Trend," "Club Fed," "Only in Arkansas"

Judges liked the cleverness of turning "The Godfather" into "The Fraudfather." The message comes through about the seriousness and the hubris of the perpetrator of the fraud. It's a well-done turn of phrase.

Silver: Business North Carolina, David Kinney, editor in chief for "Houses of the Rising Sun," "Disposable Income," "Betting on a Shore Thing," and "Playing the Shale Game"

These headlines were excellent examples of pairing words with images. Each one reflected the content of the article perfectly with a cleverness that didn't fall over the edge into triteness.

Gold: The Daily Record, Barbara Grzincic, Ed Waldman for "Show them the money;" "The oyster is their world;" "City shaken, not stirred;" "Bedbug suit packs a \$40K bite;" "Contract sports"

"The world is their oyster" was the hands-down best headline in this category. All three judges, almost in unison, said: We like this headline. It's a clever twist on a common phrase and strong on nuance to lift it above being a cliché. It's unlikely that readers would skip over this story. This inviting headline was sure to draw them into the story.

24. Best Special Section Design

Bronze: Crain's Detroit Business, "CDB's 20 in their 20s," Jeff Johnston, assistant news editor; Nathan Skid, multimedia reporter

The use of the personal, handwritten words on the cover is different and fun. It gives the subjects attitude. The package is cohesive and easy to navigate, with the use and black and red and the same logo across each page. Each page is anchored by one dominant photograph.

Silver: Crain's Chicago Business, "The State of Small Business: It's a small business world," Tom Linden, Art Director; Karen Freese, Associate Art Director; Jason McGregor, Graphics Editor

Amazing, helpful infographics tip the scale on this entry. Large photographs anchor each page. The subtle drawing of a "small world" in the background of many pages keeps viewers on the page and ties the package together.

Gold: Crain's New York Business, "Forty Under 40," Carolyn McClain, Buck Ennis, Valerie Block, Xana Antunes

This stellar entry begins with excellent cover presentation, a helpful section index, and an online reference at the beginning. Visuals lead the package, with a consistent portrait series that highlights the subjects' personalities. Tremendous thought went into the color palette, which was even carried into the photographs. The little things show they care, such as page headers throughout the section and occasional fact boxes at the bottom.

25. Best Ancillary Publication

Bronze: Central Penn Business Journal, Currents, Spring 2011; Staff

The graphic tone and marvelous color palette of this publication grabs the attention of the reader and promises a fun ride. The typography and illustrations are consistent with the theme and effective for this story. The editors and writers worked creatively with the design staff to make this work.

Silver: Providence Business News, Providence Business News Celebrates 25 Years of Publishing in Rhode Island, staff

"The Leaders and Achievers, the Highs and the Lows" special edition took us through 25 years of business history in Providence that concisely and effectively showed the evolution of a community. Also, both the writing and the design helped tell the stories of who is in place now and what the plans are for the future with the context of the past. The publication uses typography well, especially in its extensive timeline.

Gold: Arkansas Business, "Greenhead," Jeff Hankins, Chris Bahn, Brent Birch, Wayne DePriest

Greenhead, the Arkansas duck hunting magazine, shows us real people doing real things. The journalists then help us understand these passionate people through excellent writing, editing and design. The hunting issues are explored, the commitment to preservation is explained. An elegantly produced publication.

ONLINE

26. Best Online Scoop

Bronze: Indianapolis Business Journal, "Nordstrom Closing Circle Centre Store," Cory Schouten, reporter

Acting quickly on a tip he received during a Las Vegas convention, Mr. Schouten used an email news alert to inform his readers of plans to close the Nordstrom's anchor store at a mall that was central to a renaissance in downtown Indianapolis. Schouten's readers had the news even before the store's employees. The competition had to chase him.

Silver: Crain's New York Business, "Queens Peninsula Hospital Set to Close," Barbara Benson, reporter

Benson was the first to break the news that yet another hospital serving lower-income patients in New York was struggling to stay afloat and would have to close. The closing dealt another blow to health care and cost 1,000 people their jobs. As important as the story was, the competition didn't get it until two days later.

Gold: Crain’s Chicago Business, “Cook taxpayers owe \$108 billion, County Treasurer Pappas Says,” Greg Hinz, columnist

If you were the owner of an average house in Cook County when this column was written, you learned from Hinz that you were on the hook for more than \$63,000 in government debt. The news was such a shock and spread so fast that it rose to become one of Crain’s Chicago’s top five most-read stories.

27. Best Staff-Generated Blog

Bronze: Crain’s Chicago Business, Greg Hinz

Greg Hinz has his finger on the pulse – and sometimes his foot on the throat – of the people governing Chicago, Cook County and the state of Illinois. Hinz exudes an air of authority and lends his blog a style and voice that make it a joy to read, even when he’s making his audience angry.

Silver: Indianapolis Business Journal, The Score, Anthony Schoettle

Schoettle recognizes that the business side of sports often makes for more compelling news than stories about the games or the athletes. His insightful coverage demonstrates the important role professional sports play in the local economy, and it gets people talking.

Gold: Crain’s Detroit Business, Nathan Skid

Skid understands that the Web is a multimedia platform and takes full advantage of that in a refreshingly bright blog about the food and restaurant industries. Professional videos and brilliant photos add flavor to Skid’s posts.

28. Best multimedia story/editorial feature

Bronze: Indianapolis Business Journal, “Testing Reform,” J.K. Wall, reporter; Francesca Jarosz, reporter; Mason King, multimedia producer; Andrea Davis, assistant managing editor/online

A lot of good information in the graphics told with clean design and presentation. The video is a good overview of the situation supported by a good script.

Silver: Crain’s Detroit Business, “20 in their 20s,” Steve Williams, Web developer; Nathan Skid, multimedia editor

The judges liked the idea of the hand-written word cloud, a familiar visual device customized for this feature. Each entry is succinct, easy to read and view. Each subject is in a good setting that tells the viewer something about Detroit. Shot with tripod so shots are steady; stylized but with enough visual variety to keep it from being boring. It’s nice to have additional photos of each person as part of the package.

Gold: Crain’s Chicago Business, “Employment 2011: When will the jobs return?” Tom Linden, art director; Karen Freese, associate art director; Jason McGregor, graphics editor

In this small package is a very interesting array of graphics, using different styles to communicate different kinds of data. Having the analysis as an audio component frees the user to look at other items while listening.

29. Best Daily Email

Bronze: Florida Trend, “Florida Trend Afternoon Pulse and Florida Trend Daily Pulse,” Andrew Corty, Publisher, Joyce Edmondson, Online Project Manager, Mark Howard, Executive Editor, Will Gorham, Web Editor

The Daily Pulse manages to be both informative and fun. The mix of business news and features with additional elements like “who said that?” and “data mine” make this daily email something that users would look forward to every day.

Silver: Rochester Business Journal, “Rochester Business Journal Daily Report,” Staff

The RBJ Daily Report provides headlines and just enough information to keep users informed without overwhelming them with content. The layout is friendly and engaging with links to more depth online.

Gold: Des Moines Business Record, “Business Record Daily,” Chris Conetzkey, Editor, Jim Pollock, Managing Editor, Shelley Hernandez, Graphic Designer

Des Moines Business Record goes above and beyond in its daily email to serve its core audience in search of business news and information. The email includes lengthy stories, photos, a local stock ticker and the latest news and weather from its television partner.

30. Best industry-specific e-newsletter

Bronze: San Diego Daily Transcript, Staff

This newsletter provides the San Diego legal community with an exhaustive digest of the day’s news. The story selection has a nice balance of industry-specific reporting, business, local news and sports. Readers are also well served with a variety of additional utility content including a bankruptcy calendar, the comings and goings of prominent figures and exhaustive events listing.

Silver: Crain’s New York Business, Health Pulse, Barbara Benson, Gale Scott, Glen Coleman, Xana Antunes

Crain’s New York Business has designed a stellar newsletter that features a collection of informative stories that promise to keep readers up to date on the health care industry in the New York area. The clean design has a nostalgic feel that brings the reader back to the traditional print newsletters of days gone by. It is easy on the eye and allows for quick scanning, a plus for busy professionals on the go.

Gold: Indianapolis Business Journal “Health Care & Reform Weekly,” J.K Wall, Reporter, Andrea Davis, Assistant Managing Editor/Online

Indianapolis Business Journal’s “Health Care & Reform Weekly” is the perfect example of what an effective online newsletter should be. Readers not only get their fill of health care-related news in a format that is easy to digest, but they also have easy access to all the publication’s other outstanding multimedia content. Editors use the page’s rails to include links to video, social media tools, an events calendar and more – reinforcing the message to subscribers that the Indianapolis Business Journal is *the* pre-eminent destination for news and information on the region’s business community.

BEST OF SHOW

31. Most Improved Publication

Winner: Crain’s Chicago Business, Crain’s Business Staff

Crain’s Chicago Business rebuilt its publication essentially from the ground up, addressing format, design and content. The result is a winning combination of stylish presentation and engaging stories. Recognizing the need to simplify, the business journal streamlined its cover by removing ineffective promos and simplifying the layout. The concept is repeated throughout the journal where cleaner headline and text typefaces add crispness to pages. Visuals became more important, which gives greater impact to news/feature packages. The publication also broadened its content mix to include more tech and enterprise. The upgrade added polish to an already impressive business journal.

32. Best web site

Bronze: Indianapolis Business Journal, Tom Harton, editor; Jeff Newman, associate editor; Andrea Davis, assistant managing editor/online; Scott Olson, reporter

The judges were impressed with the amount of content on the home page. There are many drop-down menus with several items each. The site is clean and easy to navigate. It shows both free and paid content. Indianapolis is making good use of the differences between online and print mediums.

Silver: Crain's Detroit Business, Staff

This is an all-purpose site with lots of lists and data for the readers. The design is attractive and easy to navigate. The home page has synopses and/or longer headlines of more stories than other sites.

Gold: Crain's New York Business, Staff

One would expect a lot of news in the NYC area and this site does not disappoint. There aren't a lot of bells and whistles to distract the user. Click on one of the six main menus, and you're taken to an inside page with tons of stories and resources. Inside pages are nicely divided by subject and in reverse chronological order. Users can customize the sites with the "My Favorites" feature.

33. Best Magazine

Bronze: Twin Cities Business, Staff

Sometimes clichés work, and in this case "keeping a finger on the pulse" of the business community is a precise way to describe this magazine's greatest strength. A combination of fascinating story ideas executed by gifted writers, along with informative business data make this publication an important read.

Silver: D CEO, Glenn Hunter, executive editor; Christine Perez, managing editor

Clever ideas for stories lead to entertaining feature stories. Informative departments and engaging design attracts readers and keeps them turning pages to the very end.

Gold: Business North Carolina, David Kinney, editor in chief; Manny Marquez, art director

Solid. A single word that best describes this business publication. Great writing is its hallmark, the output of skilled reporting and impeccable editing. The stories are interesting to read even for people who aren't interested in business reporting. For the state, sensitivity to its geographical and demographic diversity makes the magazine an important resource.

34A. Best newspaper: Small tabloids

Bronze: San Fernando Valley Business Journal, Jaclyn Giovis, editor and staff

This publication is exceptional in scope, It demonstrates how a lean staff can cover a substantial metro area with confidence and conviction. The journal is strong from the Up Front news behind the cover to the calendar and market entries in the back. Content is broad and reflective of the audience, from health care to film, biotech and aerospace. Examples include a piece on 3D technology in hospital operating rooms, one on a company that caters to clients with custom network solutions and another on telemedicine

Silver: BizTimes Milwaukee, Dan Meyer, publisher, Steve Jagler, executive editor

Informative, even offbeat, content, uncluttered design and knowledgeable columnists are hallmarks of this publication. The variety of content in the publication is impressive, acknowledging the wide band of interests within its audience, from politics to nonprofits, innovations, real estate, wealth management and dispatches from China. Features, such as a timely report on soldiers returning to the

workforce, are thoughtful and engaging. There is also plenty of voice in the well-edited columns, as well as sound advice.

Gold: Baton Rouge Business Report, JR Ball, Scott Gremillion, Hoa Vu

Strong photography, elegant design, easy navigation and appealing content deliver an outstanding publication. Editorial content is a rich mix of news, columns and profiles that address contemporary topics with authority and a clear eye. A piece on Louisiana's tax credits, for example, shows how they have been successful but at the expense of the state's fiscal footing. The business journal also takes firm, insightful stands in its Viewpoint section, including a well-reasoned discussion about the quagmire of reapportionment in Louisiana.

34B. Best Newspaper: Large Tabloids

Bronze: Los Angeles Business Journal, staff

LABJ does a lot with a limited staff. It provides good coverage of a sprawling, diverse metro area. Photography is innovative and breaks out of stereotypical business journal mode.

Silver: Crain's Chicago Business, Staff

Well done both in content and visuals. Excellent, clever overlay for 40 under 40 stood out. Showed good diversity in its coverage, in age, gender and race. Readers come away feeling as though they've gotten a comprehensive look at Chicago-area business news.

Gold: Crain's New York Business, staff

This is a paper that's really hitting on all cylinders. Great mix of photography with illustrations contribute to a strong design. Excellent coverage of a wide type of stories. Reporting is solid throughout, and the writing is engaging. Makes itself a must-read for businesspeople in the five boroughs.

2012 AABP Contest Judges
All from the Missouri School of Journalism

Jeanne Abbott is a managing editor of the Columbia Missourian. She came to the Missourian from the Des Moines Register, where she was assistant managing editor for features. Before that, she was on the features copy desk at the Sacramento Bee. Her first job was at the Anchorage Daily News in Alaska, working in news and features.

Jackie Bell joined the Photojournalism faculty in January 2001 after two years of teaching at the University of Montana. She has 15 years of experience as a staff photographer at The Tennessean, The Fort Lauderdale Sun-Sentinel and The Arizona Daily Star.

Greg Bowers has won numerous awards on both the national and state levels for his feature writing, column writing and editing. He was sports editor of The York Dispatch/York Sunday News in York, Penn. and also taught at York College of Pennsylvania. He has an M.A. in English from Western Washington University in Bellingham, Wash. and a B.A. in English from Catawba College in Salisbury, N.C.

Elizabeth Brixey is a city editor at the Columbia Missourian and faculty member of the School of Journalism in the Print and Digital department. She worked for the Madison State Journal as a reporter and editor.

Jan Colbert, an associate professor, teaches design and writing. She has designed for such publications as the IRE Journal, is managing editor of the *National Book Critics Circle Journal* and co-editor of *The Reporter's Handbook*. She has judged design entries for several national competitions.

Charles Davis, Ph.D., is an associate professor. Davis worked for nearly ten years at newspapers, magazines and a news service in Georgia, Florida and Ireland. He taught at Georgia Southern University and Southern Methodist University before joining the Missouri faculty.

Michael Grinfeld is an associate professor at the Missouri School of Journalism. A veteran newspaper and magazine reporter, he teaches magazine writing.

David Herzog is an assistant professor at the Missouri School of Journalism, where he teaches computer-assisted reporting. Before joining the faculty in January 2002, he was an investigative reporter for the Providence Journal in Rhode Island and, before that, the editor for computer-assisted reporting at The Morning Call in Allentown, Pa.

Beverly Horvit worked for several Texas newspapers, including The Houston Post, before earning her master's and doctoral degrees from the Missouri School of Journalism, where she was a faculty news editor at the Columbia Missourian. Her research on international news coverage and foreign policy has been published in Newspaper Research Journal, International Communication Gazette and the International Journal of Press/Politics.

Berkley Hudson has taught in the magazine sequence of the Missouri School of Journalism since 2003. He earned his doctorate at the University of North Carolina. For twenty-five years, including at the *Los Angeles Times*, he worked as a newspaper and magazine journalist.

George Kennedy came to the School of Journalism from the Miami Herald. He has served as managing editor of the Columbia Missourian and associate dean of the School. He is the co-author of three

journalism textbooks and is a frequent judge of several national contests, including the Investigative Reporters and Editors competition.

Brian Kratzer is director of photography for the Columbia Missourian. He has 18 years of professional experience as a photographer, photo editor and newsroom manager at The Columbia Tribune, the Moscow-Pullman Daily News and the Gainesville Sun.

Lynda Kraxberger teaches convergence journalism at the Missouri School of Journalism. She coaches students in multi-platform and multimedia storytelling. Lynda worked as a newscast producer in both medium and large market television newsrooms. She began her teaching career in 1993 as the executive producer at KOMU-TV at the Missouri School of Journalism. In 2007, Lynda was awarded Missouri's prestigious Kemper Fellowship for Outstanding Teaching.

Joy Mayer is the design editor for the Columbia Missourian. She oversees designers for news, sports and features sections, in both print and digital formats. Before joining the Missourian staff in 2003, Joy was a designer, section editor and copy editor for the Sarasota Herald-Tribune and the Wichita Eagle.

Karen Mitchell, a 25-year veteran photojournalist, teaches convergence. Mitchell worked as a photojournalist at the Des Moines Register and Gannett Newspapers in Rochester, N.Y. She eventually returned to the Register, where she became director of photography. Mitchell then moved to the Associated Press, first as assistant state photo editor in New York and then as state photo editor in Chicago.

Daryl Moen, professor, is the former editor of three daily newspapers. He is author or co-author of four books on design and writing and conducts seminars and consults with publications internationally. He coordinates the AABP contest judging.

Earnest L. Perry is an associate professor at the Missouri School of Journalism. A veteran reporter and editor, he teaches cross cultural journalism and journalism history.

Rhonda Prast was the projects editor for StarTribune.com at the Minneapolis Star Tribune from 2007-2010. During her tenure, she produced a multimedia project called "13 Seconds in August," which focused on the I-35W bridge collapse in the Minneapolis area. The project won an Emmy, an EPPy and a National Headliners award. Prast also worked with staff to develop project pages for news and features content and was the paper's blog czar, overseeing almost 170 staff and community blogs at the paper. Prior to the online position Prast worked as the features editor and ran the news and features design desks.

Jennifer Rowe, an associate professor, teaches magazine classes including editing, design and writing. She is also Editorial Director of Vox, an award-winning weekly city magazine that appears in the Columbia Missourian. She is a contributing editor for Italian Cooking and Living magazine as well as the Magazine of Cucina Italiana. Recent freelance writing projects have appeared in Elle, Real Simple and Missouri Life magazines

Amy Simons joined the convergence journalism faculty in August 2010. Previously she worked as the digital news editor for the Chicago Tribune, where she helped develop and execute the editorial programming strategy for chicagotribune.com. While at the Tribune, Simons worked closely with the newsrooms of WGN-TV, CLTV News and WGN-AM to coordinate the coverage of daily and planned news events. Before joining the Chicago Tribune, she spent seven years at CLTV News, the Tribune's 24-hour news channel covering Chicago and the suburbs

Randall Smith joined the Missouri School of Journalism in August 2009 as the first Donald W. Reynolds Endowed Chair in Business Journalism. His 30-year career at The Kansas City Star began in 1979, and he

has worked on both the news and business sides. Smith is a former president of the Society of American Business Writers and Editors and a recipient of the organization's Distinguished Achievement Award.

Brian Steffens, the former Senior Vice President and Editor of the Editor & Publisher Co., is Executive Director of the National Newspaper Association and Adjunct Associate Professor at the Missouri School of Journalism. He has also been Editor of Quill magazine and held newsroom leadership positions at several newspapers including the Los Angeles Times, San Diego Union, Orange County Register, St. Paul Pioneer Press, Miami Herald and Detroit News.

Martha Steffens is the SABEW-endowed Missouri chair in business and economic reporting. She came to Missouri after a 30-year career in newspapers, including executive editor of the San Francisco Examiner, and earlier the Press & Sun Bulletin in Binghamton, N.Y. She held other editing and reporting roles at the Minneapolis Star, St. Paul Pioneer Press, Orange County Register, Dayton Daily News and Evansville (Ind.) Courier. She is a frequent trainer and consultant on writing and management issues.

Reuben Stern was the design editor for the Los Angeles Daily News before joining the University of Missouri faculty in August 2002. He has worked as a designer, editor and graphic artist at several newspapers over the past 10 years and has overseen a number of newspaper redesign projects.

Scott Swafford joined the faculty 2003 as an assistant professor and a city editor at the Columbia Missourian. He has 20 years of experience reporting and editing at various Missouri newspapers.

Alecia Swasy is a doctoral student at the Missouri School of Journalism. Previously, she worked as a reporter at the Wall Street Journal and held senior editing positions at Dow Jones, the St. Petersburg Times and other media companies. She is the author of “Soap Opera: The Inside Story of Procter & Gamble” and “Changing Focus: Kodak and the Battle to Save a Great American Company,” both published by Random House.

Margaret Walter, an assistant professor, is news editor at the Columbia Missourian. Previously, she had been features editor at the Portland Press Herald/Maine Sunday Telegram and Sunday editor at The Telegraph/The Sunday Telegraph in Nashua, N.H. as well as a reporter at daily newspapers and editor of weekly newspapers in Indiana.

Rob Weir oversees technology at the Columbia Missourian. Previously, he was assistant features editor and a copy editor at the Star-News in Wilmington, N.C. and a city editor at the Missourian.

Alan Scher Zagier joined The Associated Press in 2005 as its Columbia, Mo. correspondent. He is a member of the AP's national education reporting team with a focus on higher education and the business of college sports. Zagier teaches news writing and reporting at the School of Journalism and was a Knight fellow in the Columbia Missourian newsroom in 2004-05. He's also worked as a newspaper editor and reporter in Florida, North Carolina and Washington, D.C. and was a national correspondent for The Boston Globe.