# NEWSPAPERS 

## Advertising and Specialty Publications

Online Services
sic Images ■ www.classicimages.com ■ www.filmsofthegoldenage.com ■ Muscatine Journal ■ www.muscatinejournal.com ■ Southern Illinoisan om - Decatur Wheels For You - The Extra - Herald \& Review - www.herald-review.com ■ Quad-City Times ■ www.qctimes.com - The Post ■ Britt Tribune News ■ Globe-Gazette - www.globegazette.com ■ Town \& Country Advertiser ■ Forest City Summit ■ www.northiowanews.com om Town \& Country Shopper - Billings Gazette - www.billingsgazette.com • Autofinder - www.billingsthriftynickel.com - Western Business Montana Standard - www.montanastandard.com • Independent Record ■ www.helenair.com ■ The Adit ■ www.adit.com ■ West Shore News ews ■ www.hungryhorsenews.com - Missoulian - www.missoulian.com ■ Post Script ■ Ravalli Republic ■ www.ravallinews.com ■ Autofinder ww.consumerspress.com - Prairie Star - www.theprairiestar.com ■ Beatrice Daily Sun ■ www.beatricedailysun.com ■ Penny Press ■ Plug Nickel montneb.com ■ Columbus Telegram ■ www.columbustelegram.com ■ Lincoln Journal Star ■ www.journalstar.com ■ www.discoverlincoln.com Express ■ Stuff for You ■ Wheels For You, Grand Island ■ Wheels For You, Lincoln ■ Wheels for You, N. Kansas ■ Work for You, S.E. Nebraska ww.midwestmessenger.com - The Bismarck Tribune - www.ndonline.com - The Finder ■ www.finderads.com - Mandan News ■ Minot Finder Democrat-Herald - www.mvonline.com - Corvallis Gazette-Times - The Family Times - Albany/Corvallis This Week ■ Ashland Daily Tidings ewspaper - www.klamathfallsnickel.com - Medford Nickel Want Ad Newspaper - www.medfordnickel.com • Redding Nickel Want Ad Newspaper field News - www.springfieldnews.com - Mighty Mailer ■ Nickel Ads ■ www.nickelads.com ■ Rapid City Journal ■ www.rapidcityjournal.com ww.tucsoncarsandtrucks.com • Dandy Dime - www.dandydime.com ■ Las Vegas Nifty Nickel ■ www.niftynickel.com ■ Albuquerque PennySaver eldeals.com ■ Moses Lake Homes ■ Moses Lake Nickel Saver - www.nickelsaver.com ■ Driveline ■ Spokane Home Buyer's Guide ■ Nickel Nik Wenatchee Nickel Ads - Chippewa Herald ■ www.chippewa.com - Chippewa County Advertiser ■ Your Family Shopper - Dunn County News Crosse Home Buyer's Guide - La Crosse Tribune ■ www.lacrossetribune.com ■ Winona Daily News ■ www.winonadailynews.com ■ Enterpriser ww.journaltimes.com ■ Racine Pennysaver ■ www.racinepennysaver.com ■ Sparta, Tomah, Viroqua Foxxy Shopper ■ www.spartafoxxyshopper.com vs - Economy Shopper - Baraboo News Republic - www.baraboo.scwn.com - Wisconsin State Journal ■ Capital Times ■ www.madison.com Nursing Matters - Oregon News - Stoughton News - Sun Prairie News ■ Work for You Extra ■ Juneau County Star-Times ■ Wisconsin Reminder es Press/Report ■ Cent Saver ■ Portage Daily Register ■ www.scwn.com ■ Shawano Leader ■ www.shawanoleader.com ■ Shawano Penny Saver ss.com - Oak Creek Printing - Platen Press - William Street Press ■ International Newspaper Network ■ www.townnews.com • Farcountry Press

## Top Priorities

## $\checkmark$ Grow revenue more aggressively, creatively and rapidly.

$\checkmark$ Emphasize strong local news.
$\checkmark$ Build our online future.
4LEE ENTERPRISES

In 2000, Lee Enterprises decided to sell its television stations in order to focus on growing in newspaper publishing and related online services.

Lee owns 23 daily newspapers and more than 100 weekly, classified, shopper and specialty publications, along with associated Internet services, primarily from the Midwest to the Pacific Northwest. Jointly with The Capital Times Co., Lee also owns five daily newspapers and more than a dozen other publications operated by Madison Newspapers Inc. in Wisconsin.

Lee has 5,100 employees, and its associated companies have another 800.
The Company's general offices are in Davenport, Iowa. Lee's stock is traded on the New York Stock Exchange under the symbol LEE.

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Lee Enterprises, Incorporated and Subsidiaries

| (In Thousands Except Per Share Data) | 2000 | 1999 | $\begin{gathered} \% \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| For The Year |  |  |  |
| Operating revenue | \$ 431,513 | \$ 413,846 | 4.3\% |
| Income before interest, taxes, depreciation and amortization (EBITDA) | 131,793 | 124,955 | 5.5 |
| Operating income | 102,467 | 97,369 | 5.2 |
| Gain on sale of publishing properties | 18,439 | 738 | N/M |
| Income from continuing operations | 69,875 | 56,821 | 23.0 |
| Discontinued operations | 13,788 | 11,152 | 23.6 |
| Net income ........................................ | 83,663 | 67,973 | 23.1 |
| At Year End |  |  |  |
| Assets | \$ 746,233 | \$ 679,513 | 9.8\% |
| Debt, including current maturities | 222,932 | 204,625 | 8.9 |
| Stockholders' equity | 395,167 | 354,329 | 11.5 |
| Per Share, Diluted |  |  |  |
| Income from continuing operations | \$ 1.58 | \$ 1.27 | 24.4\% |
| Discontinued operations | . 31 | . 25 | 24.0 |
| Net income | 1.89 | 1.52 | 24.3 |
| Dividends | . 64 | . 60 | 6.7 |
| Return |  |  |  |
| EBITDA as a percent of revenue | 30.5\% | 30.2\% | 1.0\% |
| Income from continuing operations as a percent of revenue . . | 16.2\% | 13.7\% | 18.2\% |

## Sources and Uses of CaSh for year Ended September 30, 2000



## Uses

| Purchase property \& equipment . | \$ 32,494 |
| :---: | :---: |
| - Pay Cash Dividends | 28,288 |
| - Purchase Lee Stock | 20,021 |
| - Acquisitions | 71,609 |
| - Increase Cash | 18,891 |
| Total | \$ 171,303 |

## To Shareholders, Employees and Friends...

## From the Chairman:

The transformation of Lee Enterprises has accelerated.

In 2000, we decided to exit broadcasting and refocus the company completely on expanding in newspaper publishing and related online and information services.

In 2001, we will change leadership at the top and, with a new management team, a dramatically improved sales capacity and an exceedingly strong balance sheet, speed up our plans for growing both internally and through strategic acquisitions.

At our board meeting in January 2001, I will retire as chief executive officer. I will continue as chairman until my current term expires in January 2002.

Our new chief executive officer will be Mary Junck, a remarkably talented leader who joined us as chief operating officer in 1999 and became president last January. As much as I am personally looking forward to my own retirement after 36 very gratifying years, including nine as CEO, I am even more excited about the future of Lee Enterprises under Mary. Our board and I are incredibly enthusiastic about her ability and plans to lead rapid change and take our company to greater heights.

Mary will outline those plans, as well as some of our many achievements over the last year, in her message beginning on the next page.

For my part, I would like to say two more things:
The first is that, as usual, the year that just ended was a good one for Lee shareholders. Our earnings in 2000 were $\$ 1.89$ per share vs. $\$ 1.52$ in 1999, a gain of $24.3 \%$. Excluding the $\$ 0.25$ gain per share on the sale of certain publishing properties, EPS was $\$ 1.64$, an increase of $7.9 \%$ over 1999 . As for stock performance, our total return (stock price

change plus dividends) was $8.0 \%$ vs. an increase of $0.3 \%$ for the Standard \& Poor's PublishingNewspapers Index.

Finally, as I have repeated many times in many places, I want to say that I am incredibly proud of the great number of talented and dedicated employees who enrich Lee Enterprises with their passion to serve their customers and communities. In the coming year as chairman, I will look forward to helping them and Mary as they reach for and achieve ever-higher goals. In the years afterward, I and my wife, Harriet, will look forward as shareholders to enjoying the fruits of their continued successes.

With best regards and thanks,



Richard D. Gottlieb
Chairman and Chief Executive Officer

December 15, 2000

## From the President:

Under Dick Gottlieb's leadership, Lee Enterprises has grown to 28 daily newspapers and more than 100 other publications, along with related online services, from the Midwest to the Pacific Northwest. It's a good platform for continued growth.

Here are some of the things we accomplished in 2000 and are working on in 2001:

As Dick mentioned on the preceding page, we changed the strategic direction of the company to focus on our core strength. We sold our television stations for a very good price and will use the proceeds for newspaper acquisitions when the right opportunities occur.

We're interested in buying papers with circulation of 30,000 or more serving markets like ones we're already in - midsize communities with aboveaverage growth, where we can build close relationships with our advertisers and readers.

We're also interested in smaller publishing acquisitions that advance our clustering strategy. In this past year, for example, we added six small dailies and three-dozen weeklies and other publications to complement our papers in Lincoln, Nebraska; Madison, Wisconsin; Mason City, Iowa; Missoula, Montana; and La Crosse, Wisconsin/ Winona, Minnesota.

We're concentrating on three key priorities revenue growth, strong local news and online development.

First, we want to grow revenue more aggressively, creatively and rapidly.

To do that, we have improved our sales and marketing capability. We recruited a high-caliber vice president, Michael Phelps. We are increasing the size of our advertising sales force by about 100 positions, or roughly $12 \%$. We have revitalized our sales management training and conducted a

## 10 Revenue Action Steps


revenue summit for our publishers. We have reinvented our team sales efforts, matching a specially trained task force with local reps to blitz new and inactive accounts. We have instituted a better process for reviewing advertising rates company-wide. Also, we have rewritten incentive plans for publishers and key leaders to emphasize revenue growth along with the bottom line.

Our publishers and key leaders carry a business card that lists 10 revenue action steps to help us meet our goals. The other side of the card lists the three top priorities, as shown above.

Along with revenue growth, we're focusing on improving our local news content.

We believe strong local journalism is central to our company's success. It's why we're in business; it's where we draw our strength, and it's how we guarantee our future. We talk about it in board meetings, monthly reports, budget reviews and at just about every opportunity.

This past year, our editors developed a set of principles and practices for quality journalism. Our newsrooms used those principles and practices as the basis for self-audits to help plan product improvements in 2001. The plans include redesigns, new sections, new services and new
areas of coverage. Our editors also began producing a bimonthly newsletter to share ideas and best practices. You can view the newsletters and the principles and practices at www.lee.net.

We are especially proud of the excellent coverage our Montana papers delivered, both in print and online, during the wildfires in late summer. In fact, the coverage earned the Independent Record in Helena and the Missoulian our company's top awards for excellence in journalism. Other President's Awards winners were the Lincoln Journal Star for a series on Hispanic migration and the Wisconsin State Journal for its wide range of investigative reporting.

Along with the other two top priorities, we are building our online future. We have created dominant local portals in each of our communities, and we are continuing to add services and features.

For two years in a row, our online revenue and page views have doubled, and we're expecting that trend to continue in 2001.

Online revenue at our wholly owned operations grew from $\$ 1.6$ million in 1999 to $\$ 3.3$ million in 2000, and page views grew from 7.5 million a month to 15 million. In addition, our online subsidiary, International Newspaper Network,
showed revenue growth from $\$ 700,000$ to $\$ 1$ million. INN provides online services for more than 350 small and midsize newspapers.

In 2001, we also strengthened Lee's top management.

Our new vice president for sales and marketing, Michael Phelps, brought a national reputation for developing both advertising and circulation sales strategies. Jim Hopson, formerly a vice president for Thomson Newspapers and a pioneer in creating strategic marketing groups of regional newspapers, joined us as vice president for publishing in Wisconsin. He also serves as publisher of our largest newspaper, the Wisconsin State Journal. Greg Veon, a vice president for publishing and one of our most experienced leaders, gained responsibility for 16 newspapers in the Midwest and West. John VanStrydonck, most recently publisher of the Rapid City Journal, became vice president for Pacific Northwest Publishing with additional responsibilities for production and newsprint.

We strengthened our publisher ranks, as well.
Linda Lindus, formerly a Thomson publisher, joined Lee as publisher of the Southern Illinoisan

Lee's Montana papers provided extensive coverage of the devastating wildfires, both in print and online, almost nonstop for more than two months. Our paper in Rapid City, S.D., also found its region threatened. Lee's newspapers in Montana also led a fund drive to assist victims, making an initial contribution of $\$ 50,000$ by the Lee Foundation. At year's end, total donations have topped $\$ 1$ million.

in Carbondale. Bill Masterson Jr., a successful publisher at a nearby paper in South Dakota, joined us to lead the Rapid City Journal.

Publisher promotions included Mike Gulledge to the Billings Gazette in Montana, Mike Jameson to the La Crosse Tribune in Wisconsin, Kevin Mowbray to The Bismarck Tribune in North Dakota, Heidi Wright to The Montana Standard in Butte, and Jim Santori to the Herald \& Review in Decatur, Illinois. Other key promotions included Dan Adams to manage the Nickel Ads in Portland, Oregon, and Mike Kment to lead our publications in Spokane, Washington. All bring exceptional leadership ability.

In 2001, the cost of newsprint will challenge us. Over the last couple years, our newsprint expense has been down slightly, but this year we expect prices to jump more than $20 \%$. One price increase went into effect in September and another is expected this spring. Along with most of the industry, we reduced our page widths this past year. The savings in 2001 will offset about $\$ 1$ million of the increased newsprint expense.

Another challenge for the industry is circulation, which has declined in recent years. Fortunately for Lee Enterprises, we have a strong base. Our readership remains very high. Household
penetration at most of our papers is nearly $60 \%$ daily and higher on Sunday. Our goal is to protect that strong base by continuing to make our papers lively, relevant and well-written.

And we're very good at that already. In our markets - from the Midwest to the Great Plains to the Rocky Mountains to the Pacific Northwest we have more local reporters and ad salespeople on the street than all our major competitors combined. People look to us for a wide range of information, and we deliver it quickly, accurately, and with far more detail than any other source. Like a good friend, we sometimes share happiness, sometimes bring comfort and sometimes must tell an awful truth that we'd rather wish away. Our readers and advertisers rely on us, and every day we work hard to earn their trust.

With warmest wishes for the new year,


Mary E. Junck<br>President and Chief Operating Officer

December 15, 2000



## Operations and Markets

## Illinois

Southern Illinoisan
Carbondale, Marion, Herin
Daily: 26,170 Sunday: 35,769
www.southernillinoisan.com

- Flipside

Carbondale
Thurs.: 11,000

- Southern Hometown Shopper Carbondale region
Wed.: 35,100
- Welcome Home

Carbondale region
Monthly: 10,000
Herald \& Review
Decatur
Daily: 35,350 Sunday: 43,569 www.herald-review.com
The Extra
Decatur
Tues.: 22,000

- Prairie Shopper

Decatur
Tues.: 44,200
www.theprairieshopper.com

- Wheels ForYou

Decatur
Bi-weekly: 12,000

## Iowa

Quad-City Times
Davenport
Daily: 50,299 Sunday: 77,280 www.actimes.com
Bettendorf News Wed.: 7,800

- Gateway Times Clinton Sat.: 10,000
- Quad-City Advertiser Davenport, Scott County Wed.: 25,000
- Thrifty Nickel

Davenport and East Moline, III.
Thurs.: 11,700
www.qcthriftynickel.com

- Thrifty Nickel Wheel Deals Davenport and East Moline, III. Bi-weekly: 14,000
Muscatine Journal
Daily: 8,200
www.muscatinejournal.com
Classic Images
Muscatine
Monthly: 6,000
www.classicimages.com
- Films of the Golden Age Muscatine
5,750
www.filmsofthegoldenage.com
The Post
Muscatine
Tues.: 20,500
www.muscatinepost.com
- Sunday Express Muscatine
Sun.: 4,300
Globe-Gazette
Mason City
Daily: 19,304 Sunday: 23,331
www.globegazette.com
Globe Advertiser
Mason City
Tues.: 5,800
- Mason City Shopper Tues.: 28,200
www.masoncityshopper.com
Britt Tribune News Tues.: 1,750 www.northiowanews.com

Town \& Country Advertiser Britt
Tues.: 4,700

- Forest City Summit

Wed.: 3,200
www.northiowanews.com

- Summit Advertiser

Forest City
Wed.: 7,500

- Winnebago/Hancock Shopper

Forest City
Mon.:10,700
www.winnebagoshopper.com

- Mitchell County Press-News Osage
Wed.: 3,300
www.mcpress.com
- Town \& Country Shopper

Osage
Wed.: 3,600

## Montana

Billings Gazette
Daily: 48,163 Sunday: 53,720 www.billingsgazette.com

- Autofinder

Billings
Bi-weekly: 10,000

- Thrifty Nickel

Billings
Thurs.: 30,000
www.billingsthriftynickel.com

- Western Business

Billings
Monthly: 6,000

- Work For You

Billings
Wed.: 4,000
Statewide with other Lee papers Wed: 10,000

- Yellowstone Shopper

Billings
Thurs.: 14,832
The Montana Standard Butte
Daily: 14,423 Sunday: 14,760
www.montanastandard.com

- Mini Nickel

Bozeman
Thurs.: 27,500
www.mininickel.com

- Western Montana Shopper Deer Lodge
Thurs.: 3,500
Independent Record
Helena
Daily: 13,091 Sunday: 13,834
TMC: 6,500
www.helenair.com
- The Adit

Helena
Wed.: 23,500
www.adit.com

- Montana Magazine

Helena
Bi-monthly: 42,000
www.montanamagazine.com
Missoulian
Missoula
Daily: 30,446 Sunday: 36,896 www.missoulian.com

- Autofinder

Missoula
Weekly: 16,000

- The Shopping News

Missoula
Wed.: 15,500

- Western Montana Messenger

Missoula
Wed.: 33,000

Ravalli Republic
Hamilton
Daily: 5,200
www.ravallinews.com

- Post Script

Hamilton
Wed.: 16,000

- Bigfork Eagle

Wed.: 1,600
www.bigforkeagle.com
Hungry Horse News
Columbia Falls
Thurs.: 6,500
www.hungryhorsenews.com

- West Shore News

Lakeside
Wed.: 3,500

- Clark Fork Valley Press

Plains
Wed.: 1,500
Lake County Leader Polson
Thurs.: 5,600

- The Advertiser

Polson
Wed.: 28,000

- Mineral County Independent

Superior
Wed: 11,000
Whitefish Pilot
Thurs.: 4,000

- Consumers Press

Great Falls
Thurs.: 34,000
www.consumerspress.com
Prairie Star
Great Falls
Bi-weekly: 18,000
www.theprairiestar.com

## Nebraska

Beatrice Daily Sun
Daily: 8,344
www.beatricedailysun.com

- Penny Press

Beatrice
Tues.: 18,500

- Plug Nickel

Beatrice
Wed.: 8,500

- Sunland Weekend Extra

Beatrice
Sat.: 15,000
Columbus Telegram
Daily: 10,486 Sunday: 11,307
www.columbustelegram.com

- Scout Shopper

Columbus
Tues.: 13,500
Fremont Tribune
Daily: 9,200
www.fremontneb.com

- Homefront Buyers Guide

Fremont
Fri.: 19,500
Tribune Marketplace Fremont
Tues.:21,000
Lincoln Journal Star Daily: 74,424 Sunday: 82,926
www.journalstar.com
www.discoverlincoln.com
www.huskerfootball.com

- Neighborhood Extra

Lincoln
Sat.: 62,000

- Real Estate

Lincoln
Monthly: 7,500

- Rentals for You

Lincoln
Bi-weekly: 7,500

- Star Express

Lincoln
Wed.: 30,000

- Stuff for You

Lincoln
Fri.: 5,000

- Wheels For You

Grand Island
Bi-weekly: 26,000

- Wheels For You

Lincoln
Bi-weekly: 27,500

- Wheels for You

North Kansas
Bi-weekly: 23,000

- Work for You

Southeast Nebraska
Tues.: 7,500

- David City Banner Press

Thurs.: 3,800

- The Plattsmouth Journal Thurs.: 5,500
- Consumer Connection

Plattsmouth/Cass County Tues.: 18,000

- Schuyler Sun

Thurs.: 2,950

- Burt County Plaindealer

Tekamah
Tues.: 2,000
Midwest Messenger
Tekamah
Bi-weekly: 157,600
www.midwestmessenger.com

## North Dakota

The Bismarck Tribune
Daily: 29,617 Sunday: 32,364
www.ndonline.com
Tribune Extra
Bismarck
Wed.: 15,000

- Farm \& Ranch Guide

Bismarck
Bi-weekly: 36,000
www.tarmandranchguide.com
The Finder
Mandan
Wed.: 39,200
www.finderads.com

- Mandan News

Thurs.: 1,900
www.finderads.com

- Minot Finder

Wed.: 18,000
www.finderads.com

- Pennysaver

Dickinson
Wed.: 13,800
www.finderads.com

## Oregon

Democrat-Herald
Albany
Daily: 19,411
Mid-Valley Sunday: 34,714*
www.mvonline.com
Corvallis Gazette-Times
Daily: 12,817
Mid-Valley Sunday: 34,714*
www.mvonline.com
*Joint publication

| Nifty Nickel |
| :--- |
| Las Vegas, Nevada |
| Fri.: 50,000 |
| www.nitynickel.com |
| PennySaver |
| Albuquerque, New |
| Thurs.: 24,000 |
| Quik Quarter/ Thrit |
| Albuquerque |
| Thurs.: 36,000 |
| Pioneer Shopper |
| St. George, Utah |
| Thurs.: 28,500 |
| www.pioneershop |
|  |
| Washington |

Kennewick, Tri-Cities
Fri.: 21,500
www.wheeldeals.com
Little Nickel
Lynnwood
Wed.-Thurs.: 320,000
www.littlenickel.com

- Homes

Moses Lake
Monthly: 16,000

- Nickel Saver

Moses Lake
Thurs.: 21,500
www.nickelsaver.com

- Driveline

Spokane
Fri.: 25,000

- Home Buyer's Guide Spokane Monthly:10,000
- Nickel Nik

Spokane
Fri.: 37,000
www.nickelnik.com

- Nickel Nik's Wheel Deals

Spokane
Fri.: 46,000
www.wheeldeals.com

- Nickel Nik's RV/Truck

Wheel Deals
Spokane
Fri.: 35,000
www.wheeldeals.com

- Buyline

Walla Walla
Thurs.: 20,000
www.wheeldeals.com

- Homes Wenatchee
Nid 0,000
- Nickel Ads

Wenatchee
Thurs.: 26,500

## Wisconsin

Chippewa Herald
Mon.-Thurs \& Sat./Sun: :7,096
www.chippewa.com

- Chippewa County Advertiser Chippewa Falls Sun.: 12,500
- Your Family Shopper Chippewa Falls Sat: 31,800
- Dunn County News Menomonie
Wed./Sun.: 4,400 www.dunnconnect.com
- Dunn County Reminder Menomonie
Thurs.: 22,000
www.dunnconnect.com

| - Dunn County Shopper | - Ad World |
| :---: | :---: |
| Menomonie | Madison |
| Sun.: 16,000 | Bi-weekly: 15,000 |
| www.dunnconnect.com | - AgriView |
| - Tradin' Post Buyer's Guide | Madison |
| Eau Claire | Thurs.: 42,000 |
| Mon.:27,000 | - Apartment Showcase |
| La Crosse Tribune | Madison and Milwaukee |
| Daily:32,255 Sunday: 40,305 | www.aptshowcase.com |
| www.lacrossetribune.com | - Business First |
| Winona | Madison |
| Winona, Minnesota | Tues.: 10,000 |
| Daily: 12,259 Sunday:12,967 | www.business-first.net |
| www.winonadailynews.com | - Nursing Matters |
| - Enterpriser | Madison |
| La Crosse | Monthly: 56,000 |
| Monthly: 5,400 | - Work for You Extra |
| - Foxxy Shopper | Madison |
| La Crosse | Sun.: 40,000 |
| Tues.:34,000 | - Oregon News |
| www.lacrossefoxxy.com | Thurs.: 5,000 |
| - Home Buyer's Guide | Stoughton News Thurs. 5,000 |
| La Crosse | - Sun Prairie News |
|  | Thurs.: 9,000 |
|  | - Juneau County Star-Times |
| Wed.: 21,300 | Mauston |
| - Wheels For You | Wed./Sat.: 2,900 |
| La Crosse | - Wisconsin Reminder |
| Monthly: 22,000 | Mauston |
| - Foxxy Shopper | eekly: 18,500 |
| Sparta, Tomah, Viroqua | Shopper Stopper |
| Tues.: 43,800 | Merrimac |
| www.spartafoxxyshopper.com | Tues.: 123,000 |
| - Tomah Journal/Monitor Herald | www.shopperstopper.com |
| Mon./Thurs.: 5,150 | - Sauk Prairie Eagle |
| - Tri-County Advertiser | Thurs.: 2,40 |
| Tomah | www.shopperstopper.com/ |
| Tues.: 12,150 | shopper/eagle |
| Vernon County Broadcaster Viroqua <br> Thurs.: 5,400 | Portage Daily Register Daily: 4,700 |
| - Westby Times |  |
| Thurs.: 1,600 | - Cent Saver |
| - Coulee News | Weekly:52,000 |
| West Salem |  |
| Thurs.: 2,100 | Reedsburg Times Press/Report Thurs./Sat.: 2,400 |
| Economy Shopper West Salem Tues.: 18,900 | Shawano Leader <br> Daily: 6,140 |
| - Neighbors Extra |  |
| Winona | Penny Saver Shawano |
| Sat.: 9,700 | Wed./Sun.: 17,900 |
| The JournalTimes | - Wisconsin Dells Events |
| Daily:29,041 Sunday:30,396 www.journaltimes.com | Wed./Sat.: 1,800 |
| - Pennysaver |  |
| Racine | Other |
| www.racinepennysaver.com | Broadwater Printing Townsend, Montana |
| Wisconsin, MNI | Hawkeye Printing Davenport, lowa |
| Madison Newspapers Inc., publishes | Little Nickel Quik Print Lynnwood, Washington |
| the Wisconsin State Journal, the Capital Times, the Baraboo News | Maple Street Press |
| Republic the Portage Daily | Spokane, Washington |
| Register, the Shawano Leaderand | ww.maplestreetpress.com |
| 15 other publications in central | Oak Creek Printing Lincoln, Nebraska |
| $50 \%$ of Madison Newspapers Inc. and supplies news and editorial content for the Wisconsin State Journal. | Platen Press <br> Deer Lodge, Montana <br> William Street Press |
| Baraboo News Republic | Decatur, Illinois |
| Daily:3,700 | International |
| www.baraboo.scwn.com | Newspaper Network* |
| Wisconsin State Journal | Moline, Illinois |
| and the Capital Times | $\frac{\text { www.townnews.com }}{\text { *Lee owns } 81 \% \text { of INN. }}$ |
| Madison |  |
| Daily: 107,168 Sun.: 156,929 www.madison.com | Farcountry Press Helena, Montana |

## Six-Year Financial Performance

| Lee Enterprises, Incorporated and Subsidiaries | (In Thousands Except Per Share Data) |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Year Ended September 30, | $\mathbf{2 0 0 0}$ | 1999 | 1998 |  |

## Operations

Operating revenue

| $\$ \mathbf{4 3 1 , 5 1 3}$ | $\$ 413,846$ | $\$ 391,261$ |
| ---: | ---: | ---: |
|  |  |  |
| $\mathbf{1 3 1 , 7 9 3}$ | 124,955 | 113,990 |
| $\mathbf{2 9 , 3 2 6}$ | 27,586 | 26,091 |
| $\mathbf{1 0 2 , 4 6 7}$ | 97,369 | 87,899 |
| $\mathbf{( 7 , 7 4 8 )}$ | 10,205 | 12,715 |
| $\mathbf{4 0 , 3 4 0}$ | 30,343 | 27,510 |
| $\mathbf{6 9 , 8 7 5}$ | 56,821 | 47,674 |

Discontinued operations, net:
NAPP
Broadcasting

## Net income

## Per Share Amounts, Diluted

Weighted average shares
Income from continuing operations
Income from discontinued operations
Net income
Dividends
Selected Financial Percentages and Ratios
EBITDA as a percent of revenue
Net income as a percent of revenue*
Growth percentages:
Diluted earnings per share*
Dividends per share
Dividends per share, as a percent of prior year's diluted earnings*
Current ratio

## Other Data

Selected cash flow information:
Net cash provided by operations
Cash dividends paid
Purchase of property and equipment
Purchase of common stock
Principal payments on long-term borrowings
Total assets
Debt, including current maturities
Stockholders' equity

44,360
\$ 1.58
. 31
1.89
. 64
30.5\%
16.2
24.4
6.7
50.4
2.1:1
\$ 126,889
28,288
32,494
20,021

746,233
222,932
395,167
\$ 97,852
\$ 100,739
26,623
25,160
32,431
11,830
25,000
679,513
204,625
354,329
\$
1.05
.32
1.37
.56
29.1\%
12.2

## 7.7

52.8

1:1

[^0]| 1997 | 1996 | 1995 |
| :---: | :---: | :---: |
| \$ 326,197 | \$ 309,572 | \$ 283,154 |
| 98,534 | 87,220 | 77,794 |
| 16,645 | 15,432 | 13,323 |
| 81,889 | 71,788 | 64,471 |
| 2,929 | 7,039 | 8,198 |
| 29,081 | 24,386 | 20,001 |
| 49,879 | 40,363 | 36,272 |
| 1,485 | $(8,223)$ | 6,227 |
| 12,866 | 13,307 | 15,960 |
| 14,351 | 5,084 | 22,187 |
| \$ 64,230 | \$ 45,447 | \$ 58,459 |
| 47,243 | 47,899 | 46,873 |
| \$ 1.06 | . 84 | . 78 |
| . 30 | . 11 | . 47 |
| 1.36 | . 95 | 1.25 |
| . 52 | . 48 | . 44 |
| 30.2\% | 28.2\% | 27.5\% |
| 15.2 | 13.0 | 12.8 |
| 26.2 | 7.7 | 11.4 |
| 8.3 | 9.1 | 4.8 |
| 61.9 | 61.5 | 62.9 |
| .4:1 | 1.5:1 | .9:1 |
| \$ 97,546 | \$ 87,543 | \$ 72,571 |
| 24,173 | 22,603 | 20,295 |
| 16,342 | 18,796 | 17,435 |
| 41,055 | 11,917 | 30,925 |
| 21,219 | 26,209 | 45,069 |
| 650,963 | 527,416 | 559,929 |
| 203,735 | 95,503 | 123,489 |
| 319,390 | 324,954 | 311,042 |

# Management Discussion and Analysis of Financial Condition and Results of Operations 

This report contains certain forward-looking statements that are based largely on the Company's current expectations and are subject to certain risks, trends, and uncertainties that could cause actual results to differ materially from those anticipated. Among such risks, trends, and uncertainties are changes in advertising demand, newsprint prices, interest rates, and other economic conditions and the effect of acquisitions, investments, and dispositions on the Company's results of operations or financial condition. The words "believe," "expect," "anticipate," "intends," "plans," "projects," "considers," and similar expressions gener ally identify forward-looking statements. Readers are cautioned not to place undue reliance on such forward-looking statements, which are as of the date of this report.

## Operating results are summarized below:

|  | 2000 | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
|  | (Dollars in Thousands, Except Per Share Data) |  |  |
| Operating revenue | \$ 431,513 | \$413,846 | \$391,261 |
| Percent change | 4.3\% | 5.8\% | 19.9\% |
| Income before depreciation, amortization, interest and taxes (EBITDA)* | 131,793 | 124,955 | 113,990 |
| Percent change | 5.5\% | 9.6\% | 15.7\% |
| Operating income | 102,467 | 97,369 | 87,899 |
| Percent change | 5.2\% | 10.8\% | 7.3\% |
| Non-operating (income) expense, net | $(7,748)$ | 10,205 | 12,715 |
| Income from continuing operations | 69,875 | 56,821 | 47,674 |
| Percent change | 23.0\% | 19.2\% | (4.4\%) |
| Earnings per share, continuing operations |  |  |  |
| Basic | 1.59 | 1.29 | 1.07 |
| Percent change | 23.3\% | 20.6\% | 0.0\% |
| Diluted | 1.58 | 1.27 | 1.05 |
| Percent change | 24.4\% | 21.0\% | (0.9\%) |

* EBITDA is not a financial performance measurement under generally accepted accounting principles (GAAP), and should not be considered in isolation or a substitute for GAAP performance measurements. EBITDA is also not reflected in the Company's consolidated statement of cash flows, but it is a common and meaningful alternative performance measurement for comparison to other companies in the newspaper industry. The computation excludes other non-operating items which are primarily the gain on sale of businesses.

Operating revenue consists of the following:

|  | 2000 | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
|  | (Dollars in Thousands) |  |  |
| Advertising revenue: |  |  |  |
| Retail advertising: |  |  |  |
| Retail- "run-of-press" | \$ 110,996 | \$108,203 | \$ 106,889 |
| Retail - preprint and other. . | 48,944 | 46,344 | 44,477 |
| Total retail advertising. | 159,940 | 154,547 | 151,366 |
| Percent change | 3.5\% | 2.1\% | 21.9\% |
| National | 9,318 | 8,737 | 7,613 |
| Percent change | 6.6\% | 14.8\% | 8.2\% |
| Classified | 101,061 | 95,854 | 87,622 |
| Percent change | 5.4\% | 9.4\% | 34.5\% |
| Other. | 5,894 | 5,254 | 4,783 |
| Percent change | 12.2\% | 9.8\% | 26.4\% |
| Total advertising | 276,213 | 264,392 | 251,384 |
| Percent change | 4.5\% | 5.2\% | 25.6\% |
| Circulation revenue | 80,468 | 83,102 | 83,091 |
| Percent change | (3.2\%) | - \% | 2.8\% |
| Other revenue | 65,455 | 57,114 | 48,419 |
| Percent change | 14.6\% | 18.0\% | 29.2\% |

The following advertising and circulation revenue results are presented exclusive of acquisitions and dispositions.

Retail "run-of-press" advertising is advertising by merchants in the local community that is printed in the newspaper, rather than "preprints," which are printed separately by the Company or others and inserted into the newspaper. Retail revenue increased $.5 \%$ in $2000, .4 \%$ in 1999 , and decreased ( $.3 \%$ ) in 1998. Retail revenue increases were caused primarily by an increase in volume as a result of the continuing emphasis on price incentives in return for larger or more frequent ads.

Total revenue realized from retail and national merchants includes preprints, which have lower-priced, higher-volume distri bution rates. Preprint revenue increased $2.9 \%$ in $2000,4.2 \%$ in 1999, and 4.4\% in 1998.

Classified advertising revenue increased approximately $4.9 \%$ in $2000,5.3 \%$ in 1999 , and $8.1 \%$ in 1998. In 2000 growth in advertising revenue was in the employment and automotive cate gories. In 1999 growth in advertising revenue was in the automo tive and to a lesser extent in the employment categories. This growth offset a decrease in real estate. In 1998 continued signifi cant growth in employment and real estate advertising offset a small reduction in automotive.

In total, advertising revenue increased $3.1 \%, 3.2 \%$, and $3.6 \%$.
In 2000 circulation revenue decreased ( $2.4 \%$ ) primarily as a result of a decrease in units. In 1999 circulation revenue decreased by (.3\%) as a result of a decrease in volume offset by higher rates. In 1998 circulation revenue decreased (.8\%) as a result of a decrease in volume.

Other revenue consists of revenue from commercial printing, products, and services delivered outside the newspaper (which include activities such as target marketing, special event produc tion, and online service) and editorial service contracts with Madison Newspapers, Inc.

Other revenue by category is as follows:

|  | 2000 | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
|  | (In Thousands) |  |  |
| Commercial printing. | \$ 26,789 | \$ 23,774 | \$ 22,278 |
| New revenue: |  |  |  |
| Niche publications | 13,929 | 10,702 | 5,500 |
| Internet/online | 3,250 | 1,597 | 924 |
| Other | 12,543 | 12,297 | 11,349 |
| Total new revenue. | 29,722 | 24,596 | 17,773 |
| Editorial service contracts . | 8,944 | 8,744 | 8,368 |
|  | \$ 65,455 | \$ 57,114 | \$ 48,419 |

In 2000, 1999, and 1998, exclusive of the effects of acquisi tions and dispositions, other revenue increased $6.2 \%, 16.5 \%$, and $3.6 \%$, respectively. Commercial printing increased (decreased) by $(5.4 \%), 2.7 \%$, and ( $4.3 \%$ ), respectively, due primarily to changes in sales volumes. Niche publications revenue increased $24.6 \%$, $95.3 \%$, and $28.8 \%$, respectively, with the introduction of new products. Internet/online revenue increased $103.7 \%, 73.8 \%$, and $336.9 \%$, respectively, due to growth in advertising revenue.

The following table sets forth the percentage of revenue of certain items.

|  | 2000 | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
| Revenue | 100.0\% | 100.0\% | 100.0\% |
| Compensation costs | 36.8 | 36.4 | 36.1 |
| Newsprint and ink | 9.0 | 9.0 | 10.5 |
| Other operating expenses | 23.7 | 24.4 | 24.2 |
|  | 69.5 | 69.8 | 70.8 |

Income before depreciation,
amortization, interest and

| taxes | 30.5 | 30.2 | 29.2 |
| :---: | :---: | :---: | :---: |
| Depreciation and amortization | 6.8 | 6.7 | 6.7 |
| Operating margin whollyowned properties | 23.7\% | 23.5\% | 22.5\% |

Exclusive of the effects of acquisitions and dispositions, in 2000 costs other than depreciation and amortization increased by $2.0 \%$. Newsprint and ink costs decreased by ( $2.7 \%$ ) due primarily to lower prices paid for newsprint in the first six months of the fiscal year. Compensation costs increased $4.0 \%$ primarily due to an increase in average compensation rates. Other oper ating costs increased $.9 \%$.

Exclusive of the effects of acquisitions, in 1999 costs other than depreciation and amortization increased by $2.7 \%$. Newsprint

and ink costs decreased by ( $10.0 \%$ ) due to lower prices for newsprint offset by a slight increase in usage. Compensation costs increased $5.2 \%$ due to an increase in average compensation and hours worked. Other operating costs increased $4.6 \%$.

Exclusive of the effects of acquisitions, in 1998 costs other than depreciation and amortization increased $4.9 \%$. Newsprint and ink costs increased $12.1 \%$ due to higher prices for newsprint and greater consumption. Compensation costs increased 5.0\% due to an increase in average compensation and hours worked. Other operating costs increased $2.0 \%$.

## Non-Operating Income and Expense

Financial expense decreased by approximately $\$(220,000)$ in 2000 primarily due to payments on long-term debt and increased capitalized interest of $\$ 686,000$ offset by interest on short-term borrowings and increased deferred compensation costs. Financial expense decreased by approximately $\$(1,748,000)$ in 1999 primarily due to payments on long-term debt and a $\$ 500,000$ increase in capitalized interest offset by additional deferred compensation costs. Financial expense increased by approximately $\$ 6,300,000$ in 1998 due to borrowings to finance The Pacific Northwest Group acquisition. Interest on deferred compensation arrangements for executives and others is offset by financial income earned on the invested funds held in trust. Financial income and expense included $\$ 858,000, \$ 501,000$, and $\$ 24,000$ in 2000,1999 , and 1998 , respectively, as a result of these arrangements.

In 2000, financial income increased by approximately

## Management Discussion and Analysis (continued)

$\$ 1,339,000$ due primarily to an increase in income earned on short-term investments, notes receivable, and deferred compensation funds. Financial income remained relatively unchanged in 1999 and 1998.

In 2000, other non-operating income, net consists primarily of a $\$ 18,439,000$ gain from the sale of publishing properties and losses related to its $6.3 \%$ interest in Ad One, LLC, a provider of integrated online classified solutions for the newspaper industry. In 1999, other non-operating income, net represents the gain from the sale of a shopper publication.

## Income Taxes

Income taxes were $36.6 \%, 34.8 \%$, and $36.6 \%$ of pretax income in 2000, 1999, and 1998, respectively. In 1999 income taxes were reduced by $\$ 1,500,000$ due to a settlement of a contingency. Exclusive of the settlement, income taxes were $36.5 \%$ of pretax income.

## Discontinued Operations

On October 1, 2000, the Company consummated the sale of substantially all of its broadcasting properties for approximately $\$ 565,000,000$, net of selling expenses. The results for the broad cast properties have been classified as discontinued operations for all periods presented. For additional information related to the disposition, see Note 2 of the Notes to Consolidated Financial Statements on Page 18.

## Liquidity, Capital Resources and Commitments

Cash provided by operations totaled $\$ 126,889,000$ in 2000. The Company has a $\$ 50,000,000$ revolving credit arrangement with banks which expires in 2003. The major sources and uses of cash in 2000 were as follows:
(In Thousands)

## Sources of cash:

| Operations | \$126,889 |
| :---: | :---: |
| Short-term borrowings | 30,500 |
| Proceeds from sale of properties | 8,775 |
| All other. | 5,139 |
|  | 171,303 |
| Uses of cash: |  |
| Acquisitions, net | \$ 71,609 |
| Purchase of property and equipment | 32,494 |
| Cash dividends paid | 28,288 |
| Purchase of Lee Enterprises, Incorporated, stock. . | 20,021 |
|  | 152,412 |
| Increase in cash. | \$ 18,891 |

Capital expenditures for new and improved facilities and equipment are expected to be approximately $\$ 12,000,000$ in 2001.

The Company anticipates that funds necessary for capital expenditures and other requirements will be available from inter nally generated funds, net after-tax proceeds from the sale of its broadcast properties which are expected to be approximately $\$ 390,000,000$, and the Company's revolving credit agreements.

Under the terms of its senior note agreement, the Company will be required to repay the outstanding balance of $\$ 173,400,000$ on October 1, 2001, unless the Company reinvests the net proceeds of the broadcast sale or obtains a waiver of that provision of the agreement. Covenants under these agreements are not
considered restrictive to normal operations or anticipated stockholder dividends.

## Dividends and Common Stock Prices

The current quarterly cash dividend is 17 cents per share, an annual rate of 68 cents.

During the fiscal year ended September 30, 2000, the Company paid dividends of $\$ 28,288,000$ or $33.8 \%$ of fiscal year 2000 net income. The Company will continue to review its divi dend policy to assure that it remains consistent with its capital demands. Covenants under borrowing arrangements are not considered restrictive to payment of dividends. Lee Common Stock is listed on the New York Stock Exchange. The Company paid dividends of 16 cents, 15 cents and 14 cents in each quarter of fiscal 2000, 1999 and 1998, respectively. For a description of the relative rights of Common Stock, Class B Common Stock and Preferred Stock Purchase Rights, see Note 7 of the Notes to Consolidated Financial Statements. At September 30, 2000, the Company had 3,185 holders of Common Stock and 2,064 holders of Class B Common Stock.

## Inflation

The net effect of inflation on operations has not been material in the last several years because of efforts by the Company to lessen the effect of rising costs through a strategy of improving productivity, controlling costs and, where conditions permit, increasing selling prices.

## Quarterly Results

The Company's largest source of publishing revenue, retail run-of-press advertising, is seasonal and tends to fluctuate with retail sales in markets served. Historically, retail run-of-press advertising is higher in the first and third fiscal quarters. News paper classified advertising revenue (which includes real estate and automobile ads) is lowest in January and February, which are included in the second fiscal quarter.

Quarterly results of operations are summarized on Page 24.


## Consolidated Statements of Income

Lee Enterprises, Incorporated and Subsidiaries

| Year Ended September 30, |  |  |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 0}$ | 1999 | 1998 |
| (In Thousands Except Per Share Data) |  |  |

Operating revenue:
Advertising

| \$ 276,213 | $\$ 264,392$ | $\$ 251,384$ |
| ---: | ---: | ---: |
| $\mathbf{8 0 , 4 6 8}$ | 83,102 | 83,091 |
| $\mathbf{6 5 , 4 5 5}$ | 57,114 | 48,419 |
| $\mathbf{9 , 3 7 7}$ | 9,238 | 8,367 |
| $\mathbf{4 3 1 , 5 1 3}$ | 413,846 | 391,261 |
|  |  |  |
| $\mathbf{1 5 8 , 8 8 4}$ | 150,462 | 141,261 |
| $\mathbf{3 8 , 6 2 5}$ | 37,447 | 41,165 |
| $\mathbf{1 4 , 5 4 6}$ | 13,766 | 12,403 |
| $\mathbf{1 4 , 7 8 0}$ | 13,820 | 13,688 |
| $\mathbf{1 0 2 , 2 1 1}$ | 100,982 | 94,845 |
| $\mathbf{3 2 9 , 0 4 6}$ | 316,477 | 303,362 |
| $\mathbf{1 0 2 , 4 6 7}$ | 97,369 | 87,899 |

Non-operating (income) expense, net:


| $\mathbf{1 2 , 6 4 3}$ | 12,863 | 14,611 |
| ---: | :---: | ---: |
| $(\mathbf{3 , 2 5 9})$ | $(1,920)$ | $(1,896)$ |
| $(\mathbf{1 7 , 1 3 2})$ | $(738)$ | - |
| $(\mathbf{7 , 7 4 8})$ | 10,205 | 12,715 |
| $\mathbf{1 1 0 , 2 1 5}$ | 87,164 | 75,184 |
| $\mathbf{4 0 , 3 4 0}$ | 30,343 | 27,510 |
| $\mathbf{6 9 , 8 7 5}$ | 56,821 | 47,674 |

Discontinued operations:
Income from discontinued operations, net of income tax effect

4,738
11,152
14,559
Gain on disposition of discontinued operations, net of income tax effect

| $\mathbf{9 , 0 5 0}$ | - |  | - |  |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 3 , 7 8 8}$ | 11,152 |  | 14,559 |  |
| $\$$ | $\mathbf{8 3 , 6 6 3}$ | $\$$ | 67,973 | $\$$ |

Earnings per share:
Basic:
Income from continuing operations

| $\$$ | $\mathbf{1 . 5 9}$ | $\$$ | 1.29 | $\$$ | 1.07 |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\mathbf{0 . 3 1}$ |  | 0.25 |  | 0.32 |
| $\$$ | $\mathbf{1 . 9 0}$ | $\$$ | 1.54 | $\$$ | 1.39 |
|  |  |  |  |  |  |
| $\$$ | $\mathbf{1 . 5 8}$ | $\$$ | 1.27 | $\$$ | 1.05 |
|  | $\mathbf{0 . 3 1}$ |  | 0.25 |  | 0.32 |
| $\$$ | $\mathbf{1 . 8 9}$ | $\$$ | 1.52 | $\$$ | 1.37 |

## Consolidated Balance Sheets

Lee Enterprises, Incorporated and Subsidiaries

## Assets

## Current Assets:

Cash and cash equivalents. . . . . . . . . . . . . . . . . . . . . . . .
Trade receivables, less allowance for doubtful accounts 2000 \$3,344; 1999 \$4,460; 1998 \$4,110 . . . . . . . . . . . .
Receivables from associated companies
Inventories
Other
Net assets of discontinued operations
Total current assets $\qquad$

| September 30, |  |  |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 0}$ | 1999 | 1998 |
| (Dollars In Thousands) |  |  |


| $\mathbf{\$ 2 9 , 4 2 7}$ | $\$ 10,536$ | $\$ 16,941$ |  |
| ---: | ---: | ---: | ---: |
| $\mathbf{4 1 , 2 1 2}$ |  | 67,122 |  |
| $\mathbf{1 , 5 0 0}$ | 1,438 |  | 1,443 |
| $\mathbf{4 , 2 8 0}$ | 3,625 |  | 3,878 |
| $\mathbf{7 , 3 8 0}$ | 19,822 |  | 16,892 |
| $\mathbf{1 6 7 , 7 6 7}$ | - | - |  |
| $\mathbf{2 5 1 , 5 6 6}$ | 102,543 | 99,591 |  |

## Investments:

Associated companies .................................. . .

| $\mathbf{1 9 , 1 5 5}$ | 16,326 | 14,107 |
| ---: | ---: | ---: |
| $\mathbf{1 5 , 0 2 1}$ | 15,819 | 12,364 |
| $\mathbf{3 4 , 1 7 6}$ | 32,145 | 26,471 |

Property and Equipment:
Land and improvements

| $\mathbf{1 1 , 4 7 3}$ | 14,103 | 13,856 |
| ---: | ---: | ---: |
| $\mathbf{6 3 , 8 9 3}$ | 67,342 | 65,945 |
| $\mathbf{1 7 2 , 3 6 6}$ | 246,484 | 219,491 |
| $\mathbf{2 4 7 , 7 3 2}$ | 327,929 | 299,292 |
| $\mathbf{1 2 0 , 3 7 6}$ | 188,726 | 170,920 |
| $\mathbf{1 2 7 , 3 5 6}$ | 139,203 | 128,372 |

## Intangibles and Other Assets:

Intangibles
Other

| $\mathbf{3 3 2 , 5 2 0}$ | 396,392 | 398,111 |
| ---: | ---: | ---: |
| $\mathbf{6 1 5}$ | 9,230 | 8,040 |
| $\mathbf{3 3 3 , 1 3 5}$ | 405,622 | 406,151 |
| $\mathbf{7 4 6 , 2 3 3}$ | $\$ 679,513$ | $\$ 660,585$ |

## Liabilities and Stockholders' Equity

## Current Liabilities:

Notes payable and current maturities of long-term debt . .
Accounts payable
Compensation and other accruals .......................
Income taxes payable
Unearned income
Total current liabilities

Long-Term Debt, net of current maturities $\qquad$

## Deferred Items:

Retirement and compensation ...........................

## Stockholders' Equity:

Capital stock:
Serial convertible preferred, no par value; authorized 500,000 shares; issued none
Common, $\$ 2$ par value; authorized $60,000,000$ shares; issued and outstanding $200033,070,000$ shares ....
Class B, common, $\$ 2$ par value; authorized $30,000,000$ shares; issued and outstanding 2000 10,740,000 shares
Additional paid-in capital . . . . . . . . . . . . . . . . . . . . . . . .
Unearned compensation
Retained earnings $\qquad$
$\qquad$

| $\mathbf{1 3 , 4 1 8}$ | 13,781 | 13,117 |
| ---: | ---: | ---: |
| $\mathbf{4 6 , 6 2 1}$ | 44,950 | 43,620 |
| $\mathbf{6 0 , 0 3 9}$ | 58,731 | 56,737 |


| September 30, |  |  |
| ---: | :---: | ---: |
| $\mathbf{2 0 0 0}$ | 1999 | 1998 |
| (Dollars In Thousands) |  |  |
|  | $\mathbf{y y y}$ |  |
| $\mathbf{\$ 9 , 5 3 2}$ | $\$$ | 17,620 |
| $\mathbf{1 4 , 2 4 2}$ | 11,764 | 33,453 |
| $\mathbf{2 7 , 6 0 3}$ | 26,551 | 14,277 |
| $\mathbf{7 , 7 9 9}$ | 5,378 | 26,966 |
| $\mathbf{1 8 , 4 5 1}$ | 18,135 | 6,475 |
| $\mathbf{1 1 7 , 6 2 7}$ | 79,448 | 98,890 |
|  |  |  |
| $\mathbf{1 7 3 , 4 0 0}$ | 187,005 | 186,028 |


| $\mathbf{6 6 , 1 4 0}$ | 66,142 | 65,144 |
| ---: | ---: | ---: |
|  |  |  |
| $\mathbf{2 1 , 4 8 0}$ | 22,376 | 23,556 |
| $\mathbf{3 7 , 3 3 0}$ | 32,641 | 28,715 |
| $(\mathbf{1 , 2 2 7})$ | $(961)$ | $(650)$ |
| $\mathbf{2 7 1 , 4 4 4}$ | 234,131 | 202,994 |
| $\mathbf{3 9 5 , 1 6 7}$ | 354,329 | 319,759 |
| $\mathbf{7 4 6 , 2 3 3}$ | $\$ 679,513$ | $\$ 660,585$ |

## Consolidated Statements of Stockholders' Equity

Lee Enterprises, Incorporated and Subsidiaries

|  | Year Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount |  |  | Shares |  |  |
|  | 2000 | 1999 | 1998 | 2000 | 1999 | 1998 |
|  | (In Thousands Except Per Share Data) |  |  |  |  |  |
| Common Stock: |  |  |  |  |  |  |
| Balance, beginning | \$ 66,142 | \$ 65,144 | \$ 66,719 | 33,071 | 32,572 | 33,359 |
| Conversion from Class B Common Stock | 770 | 1,116 | 649 | 385 | 558 | 325 |
| Shares issued | 478 | 286 | 286 | 239 | 143 | 143 |
| Shares reacquired | $(1,250)$ | (404) | $(2,510)$ | (625) | (202) | $(1,255)$ |
| Balance, ending | \$ 66,140 | \$ 66,142 | \$ 65,144 | 33,070 | 33,071 | 32,572 |
| Class B Common Stock: |  |  |  |  |  |  |
| Balance, beginning | \$ 22,376 | \$ 23,556 | \$ 24,298 | 11,188 | 11,778 | 12,149 |
| Conversion to Common Stock | (770) | $(1,116)$ | (649) | (385) | (558) | (325) |
| Shares reacquired | (126) | (64) | (93) | (63) | (32) | (46) |
| Balance, ending | \$ 21,480 | \$ 22,376 | \$ 23,556 | 10,740 | 11,188 | 11,778 |
| Additional Paid-In Capital: |  |  |  |  |  |  |
| Balance, beginning | \$ 32,641 | \$ 28,715 | \$ 25,629 |  |  |  |
| Shares issued | 4,689 | 3,926 | 3,086 |  |  |  |
| Balance, ending | \$ 37,330 | \$ 32,641 | \$ 28,715 |  |  |  |
| Unearned Compensation: |  |  |  |  |  |  |
| Balance, beginning | \$ (961) | \$ (650) | \$ (493) |  |  |  |
| Restricted shares issued | $(1,364)$ | $(1,081)$ | (714) |  |  |  |
| Restricted shares canceled | 283 | 45 | 7 |  |  |  |
| Amortization | 815 | 725 | 550 |  |  |  |
| Balance, ending | \$ (1,227) | \$ (961) | \$ (650) |  |  |  |
| Retained Earnings: |  |  |  |  |  |  |
| Balance, beginning | \$ 234,131 | \$ 202,994 | \$203,237 |  |  |  |
| Net income | 83,663 | 67,973 | 62,233 |  |  |  |
| Cash dividends per share 2000 \$.64; 1999 \$.60; $1998 \$ .56$ | $(28,288)$ | $(26,623)$ | $(25,160)$ |  |  |  |
| Shares reacquired | $(18,062)$ | $(10,213)$ | $(37,316)$ |  |  |  |
| Balance, ending | \$ 271,444 | \$234,131 | \$202,994 |  |  |  |
| Stockholders' Equity | \$ 395,167 | \$354,329 | \$319,759 | 43,810 | 44,259 | 44,350 |

## Consolidated Statements of Cash Flows

Lee Enterprises, Incorporated and Subsidiaries

|  | Year Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 1998 |  |
|  | (In Thousands) |  |  |  |  |  |
| Cash Provided by Operating Activities: |  |  |  |  |  |  |
| Net income | \$ | 83,663 | \$ | 67,973 | \$ | 62,233 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |  |  |
| Depreciation and amortization |  | 41,263 |  | 39,748 |  | 37,576 |
| Gain on sale of publishing properties |  | $(18,439)$ |  | (738) |  | - |
| Distributions less than earnings of associated companies |  | $(2,891)$ |  | $(2,220)$ |  | $(1,922)$ |
| Change in assets and liabilities, net of effects from business acquisitions: |  |  |  |  |  |  |
| (Increase) decrease in receivables |  | 3,727 |  | $(6,154)$ |  | $(3,131)$ |
| (Increase) decrease in inventories and other |  | 1,424 |  | (749) |  | 1,427 |
| Increase (decrease) in accounts payable, accrued expenses and unearned income |  | 7,831 |  | $(2,117)$ |  | 2,370 |
| Increase (decrease) in income taxes payable |  | 2,421 |  | $(1,097)$ |  | 1,721 |
| Other, primarily deferred items |  | 7,890 |  | 3,206 |  | 465 |
| Net cash provided by operating activities |  | 126,889 |  | 97,852 |  | 100,739 |
| Cash (Required for) Investing Activities: |  |  |  |  |  |  |
| Acquisitions, net |  | $(71,609)$ |  | $(15,416)$ |  | $(11,944)$ |
| Purchase of property and equipment |  | $(32,494)$ |  | $(32,431)$ |  | $(26,725)$ |
| Proceeds from sale of publishing properties |  | 8,775 |  | 492 |  | - |
| Other. |  | 929 |  | $(3,867)$ |  | (952) |
| Net cash (required for) investing activities |  | $(94,399)$ |  | $(51,222)$ |  | $(39,621)$ |
| Cash (Required for) Financing Activities: |  |  |  |  |  |  |
| Purchase of common stock |  | $(20,021)$ |  | $(11,830)$ |  | $(51,388)$ |
| Cash dividends paid |  | $(28,288)$ |  | $(26,623)$ |  | $(25,160)$ |
| Proceeds from long-term borrowings |  | - |  | - |  | 185,000 |
| Proceeds from (payments on) short-term notes payable, net |  | 30,500 |  | 6,000 |  | $(145,000)$ |
| Principal payments on long-term borrowings |  | - |  | $(25,000)$ |  | $(25,000)$ |
| Other. |  | 4,210 |  | 4,418 |  | 3,208 |
| Net cash (required for) financing activities |  | $(13,599)$ |  | $(53,035)$ |  | $(58,340)$ |
| Net increase (decrease) in cash and cash equivalents |  | 18,891 |  | $(6,405)$ |  | 2,778 |
| Cash and cash equivalents: |  |  |  |  |  |  |
| Beginning |  | 10,536 |  | 16,941 |  | 14,163 |
| Ending | \$ | 29,427 | \$ | 10,536 | \$ | 16,941 |

## Notes to Consolidated Financial Statements

## NOTE 1:

## Nature of Business and Significant Accounting Policies

## Nature of business:

As of September 30, 2000, operating divisions and associated companies publish 28 daily newspapers and more than 100 other weekly, classified and specialty publications, and operate more than 75 Web sites.

## Significant accounting policies:

Accounting estimates: The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Principles of consolidation: The consolidated financial state ments include the accounts of the Company and its wholly-owned subsidiaries. All significant intercompany items have been elimi nated.

Inventories: Newsprint inventories are priced at the lower of cost or market with cost being determined primarily by the last-in, first-out method. Newsprint inventories as of September 30, 2000, 1999, and 1998 were less than replacement cost by $\$ 4,481,000, \$ 4,710,000$, and $\$ 4,815,000$, respectively.

Investments: Investments in the common stock or joint venture capital of associated companies are reported at cost plus the Company's share of undistributed earnings since acquisition, less amortization of intangibles and share of losses.

Long-term loans to associated companies are included in investments in associated companies.

Other investments primarily consist of various marketable securities held in trust under a deferred compensation arrange ment. These investments are classified as trading securities and carried at fair value with gains and losses reported in the consoli dated statements of income.

Property and equipment: Property and equipment is carried at cost. Equipment, except for printing presses, is depreciated primarily by declining-balance methods. The straight-line method is used for all other assets. The estimated useful lives in years are as follows:

|  | Years |
| :---: | :---: |
| Buildings and improvements | 5-25 |
| Publishing: |  |
| Printing presses | 15-20 |
| Other major equipment. | 3-11 |

The Company capitalizes interest as part of the cost of constructing major facilities.

Intangibles: Intangibles include covenants not to compete, consulting agreements, customer lists, newspaper subscriber lists, and the excess costs over fair value of net assets of businesses acquired.

The excess costs over fair value of net tangible assets include $\$ 6,493,000$ incurred prior to October 31, 1970, which is not being amortized. Excess costs related to specialty publications are being amortized over 10 to 15 year periods. Intangibles repre senting non-compete covenants, consulting agreements, customer lists, and newspaper subscriber lists are being amortized over periods of 3 to 40 years. The remaining costs are being amortized over a period of 40 years. All intangibles are amortized by the straight-line method.

The Company reviews its intangibles and other long-lived assets annually to determine potential impairment. In performing the review, the Company estimates the future cash flows expected to result from the use of the asset and its eventual disposition. If the sum of the expected future cash flows (undiscounted and without interest charges) is less than the carrying amount of the asset, an impairment is recognized. The amount of impairment is measured based upon projected discounted future cash flows using a discount rate reflecting the Company's average cost of funds.

Unearned income: Unearned income arises in the ordinary course of business from advance subscription payments for news papers. Revenue is recognized in the period in which it is earned.

Advertising costs: Advertising costs, which are not material, are expensed as incurred.

Income taxes: Deferred taxes are provided on a liability method whereby deferred tax assets are recognized for deductible temporary differences and loss carryforwards and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax basis. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

Cash and cash equivalents: For the purpose of reporting cash flows, the Company considers all highly liquid debt instruments purchased with an original maturity of three months or less at date of acquisition to be cash equivalents.

Restricted stock: The Company amortizes as compensation cost the value of restricted stock, issued under a long-term incen tive plan, by the straight-line method over the three-year restric tion period.

Reclassification: Certain items on the consolidated state ments of income for the years ended September 30, 1999 and 1998, have been reclassified, with no effect on income or earnings per share, to be consistent with the classifications adopted for the year ended September 30, 2000.

## NOTE 2:

## Discontinued Operations and Subsequent Event

On March 1, 2000, the Company decided to discontinue the operations of the Broadcast division. On May 7, 2000, the Company entered into an agreement to sell substantially all of its broadcasting operations, consisting of eight network-affiliated and seven satellite television stations, to Emmis Communications

Corporation and closed October 1, 2000. The net proceeds are approximately $\$ 565,000,000$, resulting in an after-tax gain for financial reporting purposes of approximately $\$ 250,000,000$. The results for the Broadcast operations have been classified as discontinued operations for all periods presented in the consoli dated statements of income. The assets and liabilities of discon tinued operations have been classified in the consolidated balance sheet as "net assets of discontinued operations" as of September 30, 2000.

The income from discontinued operations consists of the following:

|  | Year Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 1998 |  |
|  | (In Thousands) |  |  |  |  |  |
| Income from discontinued operations. | \$ | 23,620 | \$ | 19,371 | \$ | 24,948 |
| Income taxes. |  | 9,832 |  | 8,219 |  | 10,389 |
|  | \$ | 13,788 | \$ | 11,152 | \$ | 14,559 |

As of September 30, 2000, the assets and liabilities of the Broadcast division consisted of the following:

| Assets: | (In Thousands) |
| :---: | :---: |
| Accounts receivable, net | \$ 23,493 |
| Program rights and other | 8,190 |
| Property and equipment, net | 29,775 |
| Intangibles and other assets | 122,310 |
|  | 183,768 |
| Liabilities: |  |
| Current liabilities | 13,072 |
| Deferred items and other | 2,929 |
|  | 16,001 |
| Net assets of discontinued operations | \$167,767 |

## NOTE 3:

## Acquisitions and Dispositions of Publishing Properties

On October 1, 1999, the Company acquired a daily newspaper and specialty publications in Beatrice, Nebraska, and received $\$ 9,300,000$ of cash in exchange for all the assets used in, and liabilities related to, the publication, marketing, and distribution of two daily newspapers and the related specialty and classified publications in Kewanee, Geneseo, and Aledo, Illinois, and Ottumwa, Iowa.

In addition, the Company acquired three daily newspapers, eleven weekly newspapers, and fifteen classified or specialty publications in 2000, one daily newspaper, two weekly, and four classified or specialty publications in 1999, and five classified or specialty publications and one commercial printer in 1998.

All acquisitions were accounted for as a purchase and the results of operations since the date of acquisition are included in the consolidated financial statements. These acquisitions and dispositions had the effect of increasing revenue and operating income by approximately $\$ 8,300,000$ and $\$ 150,000$, respectively, for the year ended September 30, 2000, as compared to the prior year.

The purchase price of business acquisitions was allocated as follows:

|  | Year Ended September 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 |
|  | (In Thousands) |  |  |
| Noncash working capital operations. | \$ 1,475 | \$ (100) | \$ 377 |
| Property and equipment | 8,197 | 1,207 | 1,326 |
| Intangibles | 74,745 | 16,048 | 11,485 |
| Other long-term assets | 54 | - | - |
| Issuance of note payable | (432) | $(1,000)$ | $(1,194)$ |
| Deferred items | $(1,170)$ | (739) | (50) |
|  | 82,869 | 15,416 | 11,944 |
| Less fair value of assets exchanged. | 11,260 | - | - |
| Total cash purchase price | \$ 71,609 | \$ 15,416 | \$ 11,944 |

Proceeds of the sale of properties consisted of the following:
Year Ended
September 30,
$\frac{2000}{\text { (In Thousands) }}$

| Noncash working capital. | \$ 111 |
| :---: | :---: |
| Property and equipment. | 764 |
| Intangible assets | 721 |
|  | 1,596 |
| Gain recognized on sale of properties | 18,439 |
|  | 20,035 |
| Less fair value of assets exchanged | 11,260 |
| Proceeds from sale of properties | \$ 8,775 |

## NOTE 4:

## Investments in Associated Companies

The Company has a $50 \%$ ownership interest in Madison News papers, Inc., a newspaper company that publishes daily, Sunday, and weekly publications in Madison and three other daily newspa pers, seven weekly publications and various other classified publi cations in Wisconsin and interest in Internet service ventures.

Summarized financial information of Madison Newspapers, Inc., is as follows:

|  | $\mathbf{2 0 0 0}$ | 1999 | 1998 |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | (In Thousands) |  |  |
| ASSETS |  |  |  |  |
| Current assets $\ldots \ldots \ldots \ldots .$. | $\mathbf{\$ 2 8 , 1 0 2}$ | $\$ 30,337$ | $\$ 25,732$ |  |
| Investments and other assets . | $\mathbf{3 4 , 0 2 5}$ | 6,011 | 5,919 |  |
| Property and equipment, net. . | $\mathbf{1 4 , 0 4 4}$ | 9,531 | 9,997 |  |
|  | $\mathbf{\$ 7 6 , 1 7 1}$ | $\$ 45,879$ | $\$ 41,648$ |  |

## Notes to Consolidated Financial Statements (Continued)

|  | 2000 | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
| LIABILITIES AND | (In Thousands) |  |  |
| STOCKHOLDERS' EQUITY |  |  |  |
| Current liabilities | \$ 23,394 | \$ 14,023 | \$ 14,472 |
| Long-term debt. | 16,000 | - | - |
| Stockholders' equity | 36,777 | 31,856 | 27,176 |
|  | \$ 76,171 | \$ 45,879 | \$ 41,648 |
| Revenue | \$ 97,279 | \$ 90,626 | \$ 85,302 |
| Income before depreciation amortization, interest and income taxes. <br> 32,482 31,920 <br> 29,439 |  |  |  |
| Operating income | 29,781 | 29,325 | 26,671 |
| Net income | 18,791 | 18,461 | 16,881 |

Current receivables from associated companies consist of dividends from Madison Newspapers, Inc. Certain information relating to Company investments in Madison Newspapers, Inc., is as follows:

| $\mathbf{2 0 0 0}$ | 1999 | 1998 |
| :---: | :---: | :---: |
| (In Thousands) |  |  |


| Share of: |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Stockholders' equity $\ldots \ldots$ | $\mathbf{1 8 , 3 8 8}$ | \$ | 15,928 | $\$ 13,588$ |
| Undistributed earnings $\ldots$. | $\mathbf{1 8 , 1 6 4}$ | 15,704 | 13,364 |  |

## NOTE 5:

## Debt

The Company has a $\$ 50,000,000$ unsecured revolving loan agreement with a bank group that expires in 2003. Interest rates float at rates specified in the agreement. The Company has borrowings of $\$ 37,500,000$ and $\$ 6,000,000$ under this agreement as of September 30, 2000 and 1999, respectively.

The Company has long-term obligations, net of current maturi ties, as follows:

| ties, as follows | September 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 |
| Insurance companies senior | (In Thousands) |  |  |
| notes payable, $6.14 \%$ to $6.64 \%$, due in varying amounts from 2001 to 2013. | \$173,400 | \$185,000 | \$185,000 |
| Program contracts, noninterest bearing, due through 2002... | - | 2,005 | 1,028 |
|  | \$173,400 | \$187,005 | \$186,028 |

Aggregate maturities during the next five years are $\$ 11,600,000$, $\$ 11,600,000, \$ 11,600,000, \$ 36,600,000$, and $\$ 11,600,000$. Under terms of its senior note agreement, the Company will be required to repay the outstanding balance of $\$ 173,400,000$ on October 1, 2001, unless the Company reinvests the net proceeds of its broad cast sale or obtains a waiver of that provision of the agreement. Covenants under these agreements are not considered restrictive to normal operations or anticipated stockholder dividends.

## NOTE 6:

## Retirement and Compensation Plans

Substantially all the Company's employees are covered by a qualified defined contribution retirement plan. The Company has
other retirement and compensation plans for executives and others. Retirement and compensation plan costs, including interest on deferred compensation costs, charged to operations were $\$ 10,400,000$ in 2000, $\$ 9,700,000$ in 1999, and $\$ 8,300,000$ in 1998.

## NOTE 7:

## Common Stock, Class B Common Stock, and Preferred Share Purchase Rights

Class B Common Stock has ten votes per share on all matters and generally votes as a class with Common Stock (which has one vote per share). The transfer of Class B Common Stock is restricted; however, Class B Common Stock is at all times con vertible into shares of Common Stock on a share-for-share basis. Common Stock and Class B Common Stock have identical rights with respect to cash dividends and upon liquidation. All outstanding Class B Common Stock converts to Common Stock when the shares of Class B Common Stock total less than $5,600,000$ shares.

On May 7, 1998, the Board of Directors adopted a Shareholder Rights Plan ("Plan"). Under the Plan, the Board declared a divi dend of one Preferred Share Purchase Right ("Right") for each outstanding Common and Class B Common share (collectively "Common Shares") of the Company. The Rights are attached to and automatically trade with the outstanding shares of the Company's Common Shares.

The Rights will become exercisable only in the event that any person or group of affiliated persons becomes a holder of $20 \%$ or more of the Company's outstanding Common Shares, or commences a tender or exchange offer which, if consummated, would result in that person or group of affiliated persons owning at least $20 \%$ of the Company's outstanding Common Shares. Once the Rights become exercisable, they entitle all other share holders to purchase, by payment of a $\$ 150$ exercise price, one one-thousandth of a share of Series A Participating Preferred Stock, subject to adjustment, with a value of twice the exercise price. In addition, at any time after a $20 \%$ position is acquired and prior to the acquisition of a $50 \%$ position, the Board of Direc tors may require, in whole or in part, each outstanding Right (other than Rights held by the acquiring person or group of affiliated persons) to be exchanged for one share of Common Stock or one one-thousandth of a share of Series A Preferred Stock. The Rights may be redeemed at a price of $\$ 0.001$ per Right at any time prior to their expiration on May 31, 2008.

## NOTE 8:

## Stock Option, Restricted Stock, and Stock Purchase Plans

At September 30, 2000, the Company has three stock-based compensation plans, which are described below. As permitted under generally accepted accounting principles, grants under those plans are accounted for following APB Opinion No. 25 and related interpretations. Accordingly, no compensation cost has been recognized for grants under the stock option or the stock purchase plans. Had compensation costs for all of the stock-based compensation plans been determined based on the grant date fair
values of awards (the method described in FASB Statement No. 123), reported net income and earnings per common share would have been reduced to the pro forma amounts shown below:

|  | 2000 |  | 1999 |  | 1998 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (In Thousands, Except Per Share Data) |  |  |  |  |  |
| Net income: |  |  |  |  |  |  |
| As reported | \$ | 83,663 | \$ | 67,973 |  | 62,233 |
| Pro forma |  | 82,035 |  | 66,600 |  | 60,945 |
| Earnings per share: |  |  |  |  |  |  |
| Basic: |  |  |  |  |  |  |
| As reported. | \$ | 1.90 | \$ | 1.54 | \$ | 1.39 |
| Pro forma |  | 1.86 |  | 1.50 |  | 1.36 |
| Diluted: |  |  |  |  |  |  |
| As reported. | \$ | 1.89 | \$ | 1.52 |  | 1.37 |
| Pro forma |  | 1.85 |  | 1.49 |  | 1.34 |

## Stock option and restricted stock plans:

The Company has reserved $4,910,000$ shares of Common Stock for issuance to key employees under an incentive and nonstatutory stock option and restricted stock plan approved by stockholders. Options have been granted at a price equal to the fair market value on the date of grant, and are exercisable in cumulative installments over a ten-year period. The fair value of each grant is estimated at the grant date using the Black-Scholes option-pricing model with the following weighted-average assumptions for grants in 2000, 1999, and 1998, respectively: dividend rates of $2.00 \%$ to $2.52 \%, 2.06 \%$, and $1.95 \%$; price volatility of $18.5 \%$ to $19.4 \%, 18.5 \%$, and $14.5 \%$; risk-free interest rates based upon the life of the option ranging from $6.03 \%$ to $6.72 \%, 4.84 \%$ to $6.03 \%$, and $5.29 \%$ to $5.77 \%$; and expected lives based upon the life of the option ranging from .7 to 8 years.

A summary of the stock option plan is as follows:

|  | Number of Shares |  |  |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 |
|  | (In Thousands) |  |  |
| Under option, beginning of year | 1,258 | 1,491 | 1,509 |
| Granted. . | 282 | 185 | 190 |
| Terminated and canceled.. | (26) | (21) | (5) |
| Exercised. | (336) | (397) | (203) |
| Under option, end of year... | 1,178 | 1,258 | 1,491 |
| Options exercisable, end of year........ | 767 | 945 | 1,110 |
|  | Average Price |  |  |
|  | 2000 | 1999 | 1998 |
|  |  | (In Thousands) |  |
| Granted during the year .... | \$ 29.11 | \$ 27.62 | \$ 27.18 |
| Exercised during the year... | 14.15 | 15.45 | 15.88 |
| Under option, end of year... | 22.72 | 19.09 | 17.15 |
| Weighted-average fair value per option of options granted | 7.75 | 6.55 | 6.95 |

A further summary of options outstanding as of September 30, 2000 , is as follows:

| Range of Exercise Prices | Options Outstanding |  |  | Options Exercisable |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number | Average | Weighted- |  | Weighted- |
|  | Out- | Remaining | Average | Number | Average |
|  | standing | Contractual | Exercise | Exercisable | Exercise |
|  | ('000s) | Life (Years) | Price | ('000s) | Price |
| \$11 to \$14 | 106 | 1.1 | \$11.04 | 106 | \$11.04 |
| \$15 to \$20 | 371 | 3.8 | 17.38 | 371 | 17.38 |
| \$20 to \$23 | 102 | 6.3 | 21.58 | 95 | 21.49 |
| \$25 to \$30 | 582 | 7.9 | 28.16 | 178 | 27.01 |
| \$31 to \$34 | 17 | 2.1 | 32.46 | 17 | 32.46 |
|  | 1,178 | 5.8 | 22.72 | 767 | 19.58 |

Restricted stock is subject to an agreement requiring forfeiture by the employee in the event of termination of employment within three years of the grant date for reasons other than normal retire ment, death or disability. In 2000,1999 , and 1998, the Company granted $46,000,39,000$, and 26,000 shares, respectively, of restricted stock to employees. As of September 30, 2000, 92,000 shares of restricted stock were outstanding.

At September 30, 2000, 3,732,000 shares were available for granting of stock options or issuance of restricted stock.

## Stock purchase plan:

The Company has $1,072,000$ shares of Common Stock avail able for issuance pursuant to an employee stock purchase plan. April 30, 2001 is the exercise date for the current offering. The purchase price is the lower of $85 \%$ of the fair market value at the date of the grant or the exercise date, which is one year from the date of the grant. The weighted-average fair values per share of purchase rights granted in 2000, 1999, and 1998 computed using the Black-Scholes option-pricing model were $\$ 5.32, \$ 6.34$, and $\$ 6.65$, respectively.

In 2000, 1999, and 1998 employees purchased 124,000, 97,000 , and 95,000 shares, respectively, at a per share price of $\$ 19.31$ in 2000, \$24.78 in 1999, and \$20.98 in 1998.

## NOTE 9:

## Income Tax Matters

Components of income tax expense consist of the following:

|  | Year Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 1998 |  |
|  | (In Thousands) |  |  |  |  |  |
| Paid or payable on currently taxable income: |  |  |  |  |  |  |
| Federal | \$ | 36,036 | \$ | 30,633 |  | 29,943 |
| State |  | 6,612 |  | 5,652 |  | 5,525 |
| Net increase due to deferred income taxes. |  | 7,524 |  | 2,277 |  | 2,431 |
|  | \$ | 50,172 | \$ | 38,562 | \$ | 37,899 |

## Notes to Consolidated Financial Statements (Continued)

The total tax provision has been allocated to the following financial statement items:

|  | Year Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |  | 1998 |
|  | (In Thousands) |  |  |  |  |  |
| Income from continuing operations. | \$ | 40,340 | \$ | 30,343 | \$ | 27,510 |
| Discontinued operations . |  | 9,832 |  | 8,219 |  | 10,389 |
|  |  | 50,172 | \$ | 38,562 | \$ | 37,899 |

Income tax expense for the years ended September 30, 2000, 1999 and 1998, is different from the amounts computed by applying the U.S. federal income tax rate to income before income taxes. The reasons for these differences are as follows:

|  | \% of Pretax Income |  |  |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 |
|  | (In Thousands) |  |  |
| Computed "expected" income tax expense.. | 35.0\% | 35.0\% | 35.0\% |
| State income taxes, net of federal tax benefit . | 4.0 | 3.9 | 3.9 |
| Net income of associated companies taxed at dividend rates | (1.9) | (2.7) | (2.6) |
| Goodwill amortization | 1.3 | 1.6 | 1.7 |
| Other | (0.9) | (1.6) | (0.2) |
|  | 37.5\% | 36.2\% | 37.8\% |

Foreign taxes are not material.
Net deferred tax liabilities consist of the following components as of September 30, 2000, 1999 and 1998:


The components giving rise to the net deferred tax liabilities described above have been included in the accompanying balance sheets as of September 30, 2000, 1999, and 1998 as follows:

|  | 2000 | 1999 | 1998 |
| :---: | :---: | :---: | :---: |
|  | (In Thousands) |  |  |
| Current assets | \$ 4,327 | \$ 5,595 | \$ 5,038 |
| Noncurrent liabilities. | $(46,621)$ | $(44,950)$ | $(43,620)$ |
|  | \$ (42,294) | \$ $(39,355)$ | \$ $(38,582)$ |

The Company provided a valuation allowance due to limita tions imposed by the tax laws on the Company's ability to realize the benefit of capital loss and net operating loss carryforwards. During the year ended September 30, 2000, management determined the valuation allowance and tax contingency on the acquired loss carryforward of SJL of Kansas Corp, which was sold on October 1, 2000, should be reduced by $\$ 1,155,000$ and $\$ 1,312,000$, respectively, with a corresponding $\$ 2,467,000$ reduc tion to goodwill. The remaining net operating loss carryforwards of $\$ 11,142,000$ were transferred to the acquiror on October 1, 2000. Therefore, the deferred taxes for the net operating loss and the valuation allowance for $\$ 4,433,000$ have been eliminated. During the years ended September 30, 2000 and 1999, $\$ 3,430,000$ and $\$ 2,146,000$, respectively, of the valuation allowance was transferred to the tax contingency which is included in income taxes payable with no effect on tax expense.

## NOTE 10:

## Fair Value of Financial Instruments

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate that value.

The carrying amounts of cash and cash equivalents, temporary investments, receivables, and accounts payable approximate fair value because of the short maturity of those instruments. The carrying value of other investments consisting of debt and equity securities in a deferred compensation trust are carried at fair value based upon quoted market prices, and $\$ 4,040,000$ of equity securi ties, consisting primarily of the Company's $17 \%$ ownership of the nonvoting common stock of The Capital Times Company, which are carried at cost, as the fair value is not readily determinable. The remaining $\$ 2,194,000$ is an investment in debt and equity securities of Ad One, LLC (a $6.3 \%$ interest) which is being accounted for similar to the equity method.

The fair value of the Company's debt is estimated based on the quoted market prices for the same or similar issues or on the current rates offered to the Company for debt of the same remaining maturities. The estimated fair values of the Company's debt instruments are as follows:


September 30:
2000
1999
\$ 222,932
\$ 216,262
204,625
202,047
1998 $\qquad$ 219,481
245,784

## NOTE 11:

## Earnings Per Share

The following table sets forth the computation of basic and diluted earnings per share (in thousands except per share amounts):

|  | Year Ended September 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 |
| Numerator: <br> Income applicable to common shares |  |  |  |
|  |  |  |  |
|  |  |  |  |
| Income from continuing operations. | \$ 69,875 | \$ 56,821 | \$ 47,674 |
| Income from discontinued operations. | 13,788 | 11,152 | 14,559 |
|  | \$ 83,663 | \$ 67,973 | \$ 62,233 |
| Denominator: |  |  |  |
| Basic - weighted average common shares outstanding | 44,005 | 44,273 | 44,829 |
| Dilutive effect of employee stock options | 355 | 588 | 728 |
| Diluted outstanding shares.. | 44,360 | 44,861 | 45,557 |


| Basic earnings per share: Income from continuing operations | \$ | 1.59 | \$ | 1.29 | \$ | 1.07 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income from discontinued operations |  | 0.31 |  | 0.25 |  | 0.32 |
| Net income. | \$ | 1.90 | \$ | 1.54 | \$ | 1.39 |
| Diluted earnings per share: Income from continuing operations | \$ | 1.58 | \$ | 1.27 | \$ | 1.05 |
| Income from discontinued operations |  | 0.31 |  | 0.25 |  | 0.32 |
| Net income. | \$ | 1.89 | \$ | 1.52 | \$ | 1.37 |

## NOTE 12:

## Other Information

Balance sheet information:
Other current assets consist of the following:

|  | September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 1998 |  |
|  | (In Thousands) |  |  |  |  |  |
| Program rights | \$ | - | \$ | 9,650 | \$ | 8,140 |
| Deferred income taxes |  | 4,327 |  | 5,595 |  | 5,038 |
| Other |  | 3,053 |  | 4,577 |  | 3,714 |
|  | \$ | 7,380 | \$ | 19,822 | \$ | 16,892 |

Intangibles consist of the following:

|  | September 30, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2000 | 1999 | 1998 |
|  | (In Thousands) |  |  |
| Goodwill. | \$ 296,130 | \$ 345,937 | \$ 332,821 |
| Less accumulated amortization. | 54,170 | 71,503 | 63,584 |
|  | 241,960 | 274,434 | 269,237 |
| Noncompete covenants and consulting agreements ... | 23,878 | 28,023 | 28,213 |
| Less accumulated amortization . | 22,552 | 25,497 | 23,522 |
|  | 1,326 | 2,526 | 4,691 |
| Customer lists, broadcasting licenses and agreements, and newspaper subscriber lists. | 113,084 | 159,805 | 157,011 |
| Less accumulated amortization | 23,850 | 40,373 | 32,828 |
|  | 89,234 | 119,432 | 124,183 |
|  | \$ 332,520 | \$ 396,392 | \$ 398,111 |

Compensation and other accruals consist of the following:

|  | September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2000 |  | 1999 |  | 1998 |  |
|  | (In Thousands) |  |  |  |  |  |
| Compensation | \$ | 9,136 | \$ | 11,214 | \$ | 12,092 |
| Vacation pay. |  | 4,695 |  | 5,402 |  | 4,384 |
| Retirement and stock purchase plans... |  | 4,915 |  | 5,324 |  | 5,005 |
| Interest. |  | 6,022 |  | 9 |  | 519 |
| Other |  | 2,835 |  | 4,602 |  | 4,966 |
|  | \$ | 27,603 | \$ | 26,551 | \$ | 26,966 |

Cash flows information:

|  | Year Ended September 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2000 |  | 1999 |  | 1998 |
| Cash payments for: | (In Thousands) |  |  |  |  |  |
| Interest, net of capitalized interest 2000 \$1,389; 1999 \$703; $1998 \$ 169$ | \$ | 6,630 | \$ | 13,373 | \$ | 15,731 |
| Income taxes. | \$ | 42,345 | \$ | 39,528 | \$ | 33,747 |
| Program rights were acquired by issuing longterm contracts as follows | \$ | 7,794 | \$ | 12,417 | \$ | 9,017 |
| Issuance of restricted common stock, net | \$ | 1,081 | \$ | 1,006 | \$ | 682 |
| Accounts payable for stock acquired | \$ | (317) | \$ | 317 |  | $(10,926)$ |
| Note received in connection with sale of businesses . . | \$ | - | \$ | 525 | \$ | - |
| Capital expenditures related to broadcast properties . . | \$ | 7,102 | \$ | 7,493 | \$ | 6,825 |

## Independent Auditor's Report

To the Stockholders
Lee Enterprises, Incorporated and Subsidiaries
Davenport, Iowa
We have audited the accompanying consolidated balance sheets of Lee Enterprises, Incorporated and subsidiaries as of September 30, 2000, 1999, and 1998, and the related consolidated statements of income, stockholders' equity, and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles
used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Lee Enterprises, Incorporated and subsidiaries as of September 30, 2000, 1999, and 1998, and the results of their operations and their cash flows for the years then ended in conformity with generally accepted accounting principles.


November 10, 2000

## Quarterly Results (unaudited)

| (In Thousands Except Per Share Data) |  | 4th |  | 3rd |  | 2nd |  | 1st |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2000 Quarter: |  |  |  |  |  |  |  |  |
| Operating revenue | \$ 111,928 |  | \$ | 109,925 | \$ 100,973 |  | \$ 108,687 |  |
| Income from continuing operations | \$ | 15,787 | \$ | 15,955 | \$ | 11,737 | \$ | \$ 26,396 |
| Income from discontinued operations |  | 3,558 |  | 4,218 |  | 1,864 |  | 4,148 |
| Net income | \$ | 19,345 | \$ | 20,173 | \$ | 13,601 | \$ | 30,544 |
| Earnings per share: |  |  |  |  |  |  |  |  |
| Basic: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | . 36 | \$ | . 36 | \$ | . 27 | \$ | \$ . 60 |
| Income from discontinued operations. |  | . 08 |  | . 10 |  | . 04 |  | . 09 |
| Net income | \$ | . 44 | \$ | . 46 | \$ | . 31 | \$ | . 69 |
| Diluted: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | . 36 | \$ | . 36 | \$ | . 27 | \$ | . 59 |
| Income from discontinued operations. |  | . 08 |  | . 10 |  | . 04 |  | . 09 |
| Net income | \$ | . 44 | \$ | . 46 | \$ | . 31 | \$ | . 68 |
| 1999 Quarter: |  |  |  |  |  |  |  |  |
| Operating revenue |  | 105,622 | \$ 105,163 |  | \$ | 96,524 | \$ 106,537 |  |
| Income from continuing operations | \$ | 15,556 | \$ | 16,436 | \$ | 11,007 | \$ 13,822 |  |
| Income from discontinued operations |  | 1,366 |  | 3,008 |  | 961 | 5,817 |  |
| Net income | \$ | 16,922 | \$ 19,444 |  | 11,968 |  | \$ 19,639 |  |
| Earnings per share:Basic: |  |  |  |  |  |  |  |  |
| Basic: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | . 35 | \$ | \$ . 37 | \$ | $\begin{array}{r} .25 \\ .02 \end{array}$ | . 31 |  |
| Income from discontinued operations. |  | . 03 |  | . 07 |  |  |  | . 13 |
| Net income. | \$ | . 38 | \$ | . 44 | . 27 |  | . 44 |  |
| Diluted: |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | . 35 | \$ | . 36 | \$ | \$.25 <br> .02 | \$ | $\begin{array}{r} .31 \\ .13 \\ \hline .44 \end{array}$ |
| Income from discontinued operations. |  | . 03 |  | . 07 |  |  |  |  |
| Net income | \$ | . 38 | \$ | . 43 | \$ | . 27 | \$ |  |
| 1998 Quarter: |  |  |  |  |  |  |  |  |
| Operating revenue | \$ 100,315 |  | \$ 100,544 |  | 90,398 |  | \$ 100,004 |  |
| Income from continuing operations | \$ | 12,209 | \$ | $\begin{array}{r} 12,808 \\ 5,283 \end{array}$ | \$ | $\begin{aligned} & 9,373 \\ & 3,238 \end{aligned}$ | $\begin{array}{r} 13,284 \\ 3,300 \end{array}$ |  |
| Income from discontinued operations |  | 2,738 |  |  |  |  |  |  |  |
| Net income | \$ | 14,947 | \$ 18,091 |  | 12,611 |  | \$ 16,584 |  |
| Earnings per share: Basic: |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | . 27 | \$ | . 29 | \$ | $\begin{aligned} & .21 \\ & .07 \end{aligned}$ | \$ | $\begin{array}{r} .30 \\ .07 \\ \hline \end{array}$ |
| Income from discontinued operations. |  | . 06 |  | . 12 |  |  |  |  |
| Net income | . 33 |  | \$ | 41 | \$ | 28 | \$ | . 37 |
| Diluted: |  |  | \$ |  |  | $\begin{array}{r} .21 \\ .07 \\ \hline \quad .28 \end{array}$ |  | $\begin{aligned} & .29 \\ & .07 \end{aligned}$ |
| Income from continuing operations | \$ | . 27 |  | $\begin{array}{r} .28 \\ \\ \hline \end{array} \quad .12$ | \$ |  | \$ |  |
| Income from discontinued operations. |  | . 06 |  |  |  |  |  |  |
| Net income. | \$ . 3 |  | \$ |  | \$ |  | \$ | . 36 |

## Officers and Directors

Richard D. Gottlieb<br>Chairman and Chief Executive Officer; Director<br>Mary E. Junck<br>President and Chief Operating Officer; Director<br>James W. Hopson<br>Vice President, Publishing;<br>Publisher, Wisconsin State Journal<br>Vytenis P. Kuraitis<br>Vice President, Human Resources<br>Gregory P. Schermer<br>Vice President, Interactive Media; Director<br>John VanStrydonck<br>Vice President, Publishing

Greg Veon<br>Vice President, Publishing<br>Chris Wahlig<br>Vice President, Finance<br>Rance E. Crain<br>Director;<br>President, Crain Communications Inc.<br>J.P. Guerin<br>Director;<br>Investor<br>William E. Mayer<br>Director;<br>Partner, Development Capital, LLC<br>Andrew E. Newman<br>Director;<br>Chairman, Race Rock International

## Gordon D. Prichett

Director;
Chairman of Mathematics, Statistics and
Information Sciences, Babson College

## Ronald L. Rickman

Director;
Retired President, Publishing

## Phyllis Sewell

Director;
Retired Senior Vice President,
Federated Department Stores
Mark Vittert
Director;
Private Investor
C.D. Waterman III

Board Secretary;
Partner, Lane \& Waterman

## Corporate Directory

## General Office

Lee Enterprises, Incorporated
215 N. Main Street
Davenport, IA 52801-1924
(319) 383-2100
www.lee.net

## Securities Market

New York Stock Exchange
Trading symbol: LEE

## Annual Meeting

The annual meeting of shareholders will be held in the Company's General Offices, 400 Putnam Building, 215 North Main Street, Davenport, Iowa, at 9:00 a.m. on Tuesday, January 23, 2001.

## Transfer Agent and Registrar

EquiServe Trust Company
P.O. Box 2500

Jersey City, NJ 07303-2500
(800) 446-2617
www.equiserve.com
For online access to your account:
http://gateway.equiserve.com

## General Counsel

Lane \& Waterman
220 N. Main Street, Suite 600
Davenport, IA 52801

## Auditors

McGladrey \& Pullen, LLP
220 N. Main Street, Suite 900
Davenport, IA 52801

## Online information

## www.lee.net

At www.lee.net you may access a wide range of the latest Lee Enterprises news and shareholder information, including monthly statistics, quarterly reports and Form 10-K for fiscal 2000, as filed with the Securities and Exchange Commission. You may request a printed copy of quarterly reports or Form $10-\mathrm{K}$ by writing to or calling the corporate office.

At www.lee.net you also will find links to local, regional and national news, archives, reader services, advertising services and a wealth of classified and employment listings at Lee's daily, weekly and specialty publications.
Bettendorf News - Gateway Times ■ Quad-City Advertiser - Thrifty Nickel ■ www.qcthriftynickel.com - Thrifty Nickel Wheel Deals ■ Clas
www.southernillinoisan.com - Flipside - Southern Hometown Shopper - Welcome Home ■ Prairie Shopper ■ www.theprairieshopper.c
www.muscatinepost.com ■ Sunday Express ■ Films of the Golden Age ■ Globe Advertiser ■ Mason City Shopper ■ www.masoncityshopper.com
Summit Advertiser - Winnebago/Hancock Shopper - www.winnebagoshopper.com • Mitchell County Press-News ■ www.mcpress.c
Work For You, Montana - Yellowstone Shopper ■ Mini Nickel - www.mininickel.com ■ Western Montana Shopper - Thrifty Nickel - Th
Clark Fork Valley Press ■ Lake County Leader ■ The Advertiser ■ Bigfork Eagle ■ www.bigforkeagle.com ■ Hungry Horse N
The Shopping News ■ Western Montana Messenger ■ Mineral County Independent ■ Whitefish Pilot ■ Consumers Press ■ w
Sunland Weekend Extra - Homefront Buyers Guide - Scout Shopper - Tribune Marketplace - Fremont Tribune - www.fre
www.huskerfootball.com - Consumer Connection - Lincoln Real Estate - Neighborhood Extra - Lincoln Rentals for You - Sta
David City Banner Press - The Plattsmouth Journal - Schuyler Sun ■ Burt County Plaindealer - Midwest Messenger - w
Dickinson Pennysaver - Tribune Extra - www.farmandranchguide.com - Montana Magazine - www.montanamagazine.com - I
www.dailytidings.com ■ Ashland People ■ Cottage Grove Sentinel ■ www.cgsentinel.com ■ Goldmine ■ Klamath Falls Nickel Want Ad N
www.virtualclassifieds.net - Lebanon Express - Newport News-Times - www.newportnewstimes.com ■ Newport This Week - The Spring
Rapid City Advertiser ■ Northern Hills Advertiser - Tri-State Neighbor - www.tristateneighbor.com • Tucson Cars \& Trucks ■ w
Quik Quarter/Thrifty Nickel ■ Pioneer Shopper ■ www.pioneershopper.com ■ Little Nickel ■ www.littlenickel.com ■ Wheel Deals ■ www.whe
www.nickelnik.com - Nickel Nik's Wheel Deals - www.wheeldeals.com - Nickel Nik's RV/Truck Wheel Deals ■ Buyline ■ Wenatchee Homes
www.dunnconnect.com ■ Dunn County Reminder - Dunn County Shopper ■ Tradin' Post Buyer's Guide ■ Farm \& Ranch Guide ■ La
Foxxy Shopper ■ www.lacrossefoxxy.com ■ Tribune Extra ■ La Crosse Wheels For You ■ Neighbors Extra ■ The Journal Times ■ w
Tomah Journal/Monitor Herald - Tri-County Advertiser - Vernon County Broadcaster - Westby Times ■ Coulee Nev
Madison Ad World ■ AgriView ■ Apartment Showcase ■ www.aptshowcase.com ■ Business First ■ www.business-first.net -1
Shopper Stopper ■ www.shopperstopper.com ■ Sauk Prairie Eagle ■ www.shopperstopper.com/shopper/eagle ■ Reedsburg Tim
Wisconsin Dells Events - Broadwater Printing - Hawkeye Printing - Little Nickel Quik Print • Maple Street Press - www.maplestreetpre

215 North Main Street Davenport, Iowa 52801-1924
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[^0]:    * Excludes discontinued operations

