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**Memorandum from Counsel** : Each quarter Levine Sullivan Koch & Schulz, LLP. ([www.lskslaw.com](http://www.lskslaw.com)) produce a wrap up of an important legal issue affecting SIPA members.

**University of Georgia Annual Surveys of Journalism and Mass Communication Graduates** : Funded in part by a grant from the Specialized Information Publishers Foundation, these annual surveys track the job market for graduates of the nation's journalism and mass communication programs. They also benchmark salaries that recent graduates with bachelor degrees have received in journalism positions.

**Building Subscription Websites that Sell:** This report is the second in a series of reports made available at no additional cost to our members only. Successfully moving print newsletters and magazines, as well as other kinds of continuity products and information, to Web-delivered, subscription-based products can be a vexing problem for specialized information publishers. Yet, if subscription Websites are designed with user-friendly, topic-based navigation and have a good content management system, they can become an excellent source of new revenue and profit for their publishers. This is a conversion architecture report as it pertains to subscription Websites and the ways that publishers are successfully converting site visitors to paid subscribers or members.

**SIPA Independent Publishers Legal Handbook** : This report is intended to provide you with general legal information about contracts, forms and letters of agreement that have proven useful to other publishers. It is NOT intended as a substitute for legal advice. The SIPA Independent Publishers Legal Handbook is the easy, time-saving way to create routine contracts, forms and letters of agreement.